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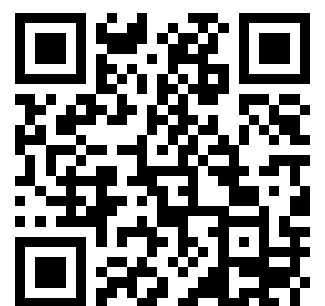


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(Hardwar)









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A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 275 Broadway New York.

VOL. XXI

I.

New York, October 10, 1900.

\$1.00 A YEAR

## MAGNOLIA METAL

Leading Governments  
for all machinery Bearings.  
OF IMITATIONS.

It is still selling at the same price it has always sold at - no advance.

**MAGNOLIA METAL CO.,**

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

London, 40 Queen Victoria St. Chicago, 281 Dearborn St.

Montreal, Board of Trade Bldg. Boston, 191 High St.

Pittsburgh, 723 Liberty Ave. San Francisco, 32 First St.

Philadelphia, Hale Bldg.

—FOR SALE BY ALL DEALERS.—



### THE RIGHT BRACKET TO SELL.

LIGHT, STRONG, ARTISTIC.

What more could be desired in a Shelf Bracket?

—PROFIT?—

The Bradley Bracket costs less than any on the market.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

### FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial.

Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.

### COVERT MFG. CO.,

WEST TROY, N. Y.



### "YANKEE" SNAPS.

Made in all styles and sizes.

For sale by Jobbers at Manufacturers' prices.

### SET AND CAP SCREWS

**CINCINNATI SCREW & TAP CO.**  
STANDARD AND SPECIALS.  
CINCINNATI, O., U.S.A.  
FOR ENGINES AND MACHINERY.



### Can You Afford-

to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. PRESCOTT & CO., NEW YORK.

**Don't Shoot**  
until you know whether its a man or a deer.

**Always Shoot**

ammunition marked

**U. M. C.**

New Catalogue and Loaded Shell List Free.



## Union Metallic Cartridge Co.

Agency-313 Broadway N.Y.- Factory-Bridgeport, Ct.



TAPER LENGTH DRILLS, WITH 1-2 INCH SHANKS.

FITTING BLACKSMITHS' DRILL PRESSES.



No. 111.

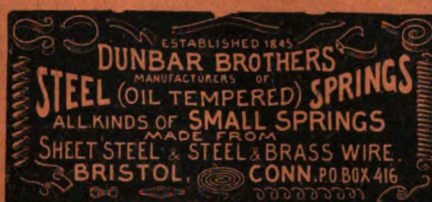
## THE STANDARD TOOL CO.

CLEVELAND, OHIO.

1266-1270 Central Avenue.

There Are Other Drills Fitting Blacksmiths' Drill Presses Illustrated in our Red-Shield Catalogue.

A Copy Free To Any one Interested.



### WHAT

**EVERY SPORTSMAN SHOULD USE.**

PAGE 39.

### BRAIDED CORD.



**SAMSON & MASSACHUSETTS Brands.**

Send for Samples **Samson Cordage Works.** BOSTON, MASS.

### The IVES PATENT DOOR BOLTS Sash Locks



and WINDOW HARDWARE SPECIALTIES. Leaders with the Trade 30-page Catalogue on application.

HOBART B. IVES CO., - New Haven, Conn.

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Manufacturers of

Electricians' Insulated Screw Drivers,

Also a line of Common Screw Drivers.

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### For THE SCRANTON

### NAIL PULLERS

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NEW HAVEN, CONN.

## HAND BUTCHER WOOD SAWS

We make a full line of above, place your orders now. The only hand made Saws, and superior to any. Our No. 1 1/4 Hand Saws are used by all first class mechanics.

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139 GREENWICH STREET,  
NEW YORK.

**STEEL WIRE NAILS.**

Iron and Steel

**CUT NAILS.**

Plain and Galvanized Wire.

**BARB WIRE.**

Wire Straightened and Cut to Length.

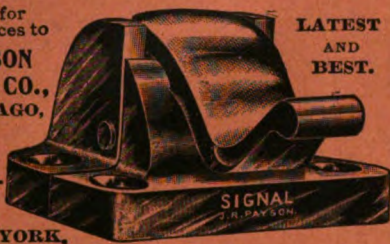
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Write for  
prices to

**PAYSON  
MFG. CO.,**  
CHICAGO,

and  
88  
Cham-  
bers  
St.,

NEW YORK.



LATEST  
AND  
BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.



**Anti-Rust,  
Nickel Plated.**

WALKER'S QUICK  
AND EASY

**Ice Picks.**

Ask for 1900 Catalogue and Price List.

**Erie Specialty Co., Erie, Pa.**



**FENN'S ROTARY  
..VENTILATOR..**

For Ventilation, the best.  
..For smoky chimneys a sure cure..  
Made in two grades, 4 in. to 30 in.  
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**CEO. E. FENN, Boston, Mass.**



**NILES PATENT D. A.**

**SPRING HINGES  
AND BLANKS.**

Neat,  
Quickly  
Applied,  
Strong.

Are the  
Best,  
Prices  
Lowest.

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**LANE'S**  
PATENT STEEL BARN  
**DOOR HANGERS.**



We are the originators and  
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Hangers

Get Genuine  
Lane Hangers

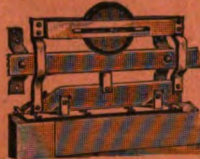
For Best Satisfaction.

**LANE'S Patent Noiseless Steel Parlor Door Hangers.**

Three different Styles and  
Prices.

All Steel Anti-Friction.  
Silent Tread Wheel.  
All run on Same Rail.

Each set Packed with  
Screws.



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**THE BURR PATENT  
STEEL  
SAFETY LIFT BLOCK.**

A Perfect Self-Locking Rope  
Tackle Block.

Runs as freely as an ordinary  
rope tackle block.

Holds more securely than a  
chain block.

Locks instantly and does not  
cut the rope.

Allows the load to be lowered  
safely and slowly, the operator  
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Cannot stick nor jam when  
the load is to be lowered.

Adopted by the Penna. R.R. Co.,  
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Liberal Discounts to Hardware  
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Send for circulars and prices.

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**BURR MANUFACTURING CO.,**  
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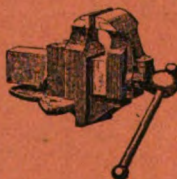


USED AS A WIRE STRETCHER.

**Howard Iron Works,**

BUFFALO, N. Y.

Manufacturers of



**BENCH  
VISES.**

Price Lists Sent on Application.

**500 HARDWARE DEALERS**  
Handle Our Goods  
At a Profit of 100%.

We make **WHITE ENAMELED LETTERS,**  
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**ENAMELED STREET SIGNS,** Number and  
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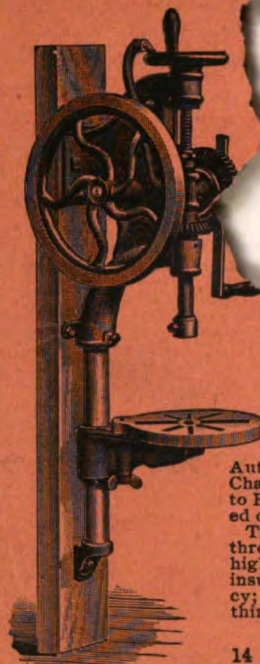
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HOLDS and LOCKS the Sash at  
ANY Point. CANNOT BREAK  
or WEAR OUT. A Substitute for  
WEIGHTS. Any one can Put it On.

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**DRILLS**

**SHOPS  
REPAIR  
SHOPS.**

Best because they  
have Most Direct  
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Changeable from Slow  
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They are constructed  
throughout same as a  
high grade tool which  
insures: First, Accura-  
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14 SIZES and STYLES.

**\$6.00 to \$85.00**

Special discounts to re-  
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EVERY DRILL GUARANTEED.

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**HEADQUARTERS**

For the Largest Variety of

HIGH GRADE  
FAMILY

**COFFEE MILL**



Of best quality,  
designs and fine  
Also a full line of

**PATENTED HOUSEHOLD  
NOVELTIES**

of superior quality  
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**BUILDERS  
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Send for our  
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**The Crystal**

A One Pound Coffee  
Mill, with Glass Hop-  
per and Cup. . . .

Something Entirely  
New. The House-  
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Patent Sand-Paper Blocks,  
for Carpenters, Cabinet-mak-  
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other users of Sand-paper. No  
more sore and bleeding fingers  
The fastest selling tool in the  
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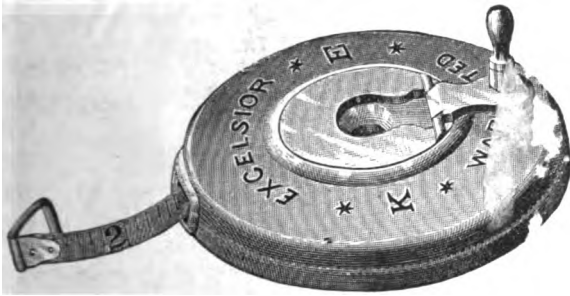
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Measuring Tapes.**

Our tapes are favorably known since many years. They are

**AMERICAN MADE GOODS.**

Reasonable in Price.

Fully Warranted.

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**NAILS****Iron & Steel Cut Nails****STEEL WIRE NAILS.**

A Large Stock Constantly on hand for Immediate Shipment.

**GUNPOWDER ...**

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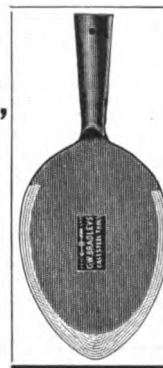
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Of National Reputation both for Rifles and Shot Guns.

A Quick Powder for Trap Shooters and others.  
Moist and Clean. Will not Cake.**SMOKELESS.**A Perfect Powder for the Trap and Field, High in Vel-  
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For the Army and Navy.**MINING AND BLASTING POWDER.** Send for Catalogue.**G. W. BRADLEY'S SONS,**

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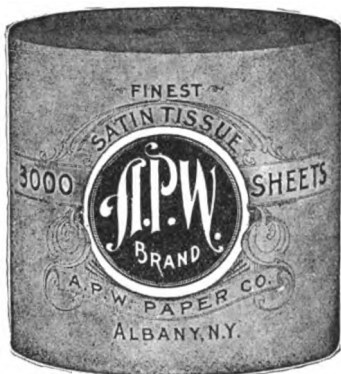
**Drawing Knives,  
Shingle Knives,  
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Adzes,  
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Scrapers,****Broad Axes,  
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Hot Forged Hammer Pointed  
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HEAD  
SLIGHT  
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S**Tubular Rivet & Stud Co.****Tubular Rivets,****Boston, Mass.**





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### "H. P. W." Brand Toilet Paper.

STRICTLY No. 1 LARGE SHEETS, 3,000 TO THE ROLL

You can sell it for less than poor stock at a better margin and give better satisfaction to patrons. . . .

— WRITE FOR SAMPLE AND PRICE. —

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Established 1832. Cable Address "BLISS."  
**MANUFACTURERS OF**  
 Wood Turnings, Hand, Bench and other Screws, Mallets, Handles Vises, Clamps, Tool Chests, Croquet, Lithographs, Wood Toys, Novelties, and also the Celebrated  
**Wood's Patent Car Gate**  
 For Street and Steam Railroad Cars.  
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**L.D. BERGER**  
**TINNERS' & ROOFERS' SUPPLIES**  
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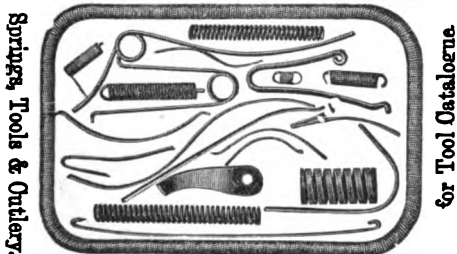
We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression.

These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



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 85 to 98 Cliff St. and No. 18 Jacob St.,  
 Established 1835.      New York City.

**TUCK MFG. CO.,** Brockton, Mass.

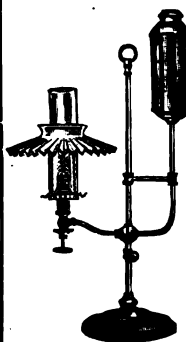


Tempered Springs of all kinds.

#### PROGRESSIVE AND ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [Silverware]: We recognize in **HARDWARE** a magazine progressive and enterprising.

### "SIMPLICITY" STUDENT LAMP.



A One Hundred Candle-Power Light for Six Hours' Service One Cent. The illuminant is gasoline, stored in compartments in the lighting fixtures, and on passing through a heating chamber reaches the orifice in the form of gas, which burns with a smokeless flame under a mantle heated to incandescence. The light is not affected by temperature, and will burn equally well in summer or winter. The lamp uses 74° stove gasoline, and is started by heating the burner with a small alcohol torch, supplied with each light. There is no odor like the old gasoline stove.

These lamps have been approved by the Board of Underwriters of Chicago.

Covered by eight patents in the United States and Canada. Ask for catalogue of complete line of lamps and our

**LIBERAL TERMS TO DEALERS.**

Manufacturer and Patentee,

**H. MERKEL, Broadway & Elm St., 5T. LOUIS, MO.**

If you're Looking for First Class  
**UP-TO-DATE BARROWS**

ORDER THE . . . .

**Champions, the**  
**World's Best.**

All Kinds of Wood and Steel Barrows.

**THE BRYAN MFG. CO.,** BRYAN, OHIO, U. S. A.



## ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.  
Dixon's Lumber Pencils.  
Dixon's Carpenter Pencils.

Dixon's Silica Graphite Paint.

Dixon's Lubricating Graphite.  
Dixon's Pipe Joint Compound.  
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

**JOSEPH DIXON CRUCIBLE CO.,** JERSEY CITY, N. J.

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED **HEINISCH** SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinner's Snips, etc.

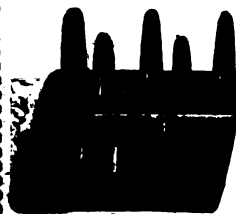
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NOT CONNECTED WITH ANY SHEAR COMBINATION.



**SAMPLE SENT FREE.**

Each Hook Tested and Fully Guaranteed.

Sells on sight to Belt Users.



Carry all sizes of Belt Fasteners in Stock. HAVE THEM FOR ALL KINDS, MAKE PLY OR WIDTH OF BELTING.

WRITE FOR PRICE LIST AND DISCOUNT.

## SPIRAL SCREW-DRIVERS

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1. Length without Bit, Spiral extended, 10 1/4 in., closed 1 1/4 in. No. 2. Length without Bit, Spiral extended, 16 in., closed 1 1/4 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

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... "Electric" Spiral Screw-Driver...

THE BEST IN THE MARKET FOR THE MONEY.

No. C1. Length Spiral Extended, 18 in., closed 1 1/4 in. No. C2. Length Spiral Extended, 19 1/4 in., closed 8 in.

Order from your Jobber or direct from

**VOIGT, STARR & CO.,** Sole Agents, 67 READE STREET, NEW YORK, U. S. A.

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## GALVANIZED IRON TUBING

FOR CHAIN PUMPS.

Made of the best galvanized iron which will not rust for years.

Weights about one-half pound to the foot, wet or dry, (Wood Tubing weighs six pounds or more to the foot.)

We guarantee it never to freeze as the upper section is enlarged so as to allow the buckets to remain loose and the water to settle back below frost line.

Connected with couplings and easily put together.

**The Williams Pump Co.** Norwalk, Ohio.

*You take no risk on the quality.  
We make only the best!*



**Sand Papers**

IN Reams and Rolls

Flint Paper  
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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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67 BECKMAN STREET, NEW YORK.  
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## CLARK & COWLES.

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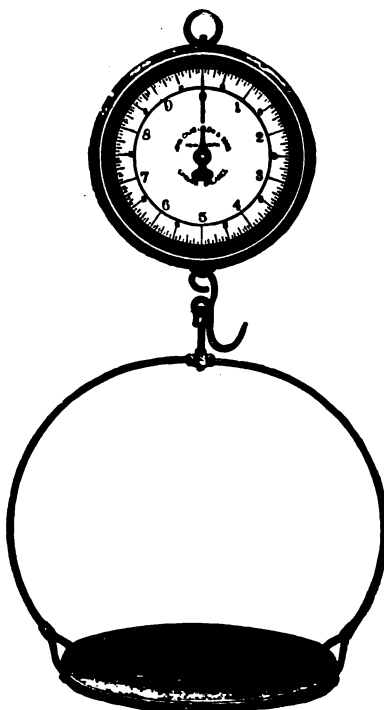
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SPRINGS

STAMPING AND FORMING

# CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

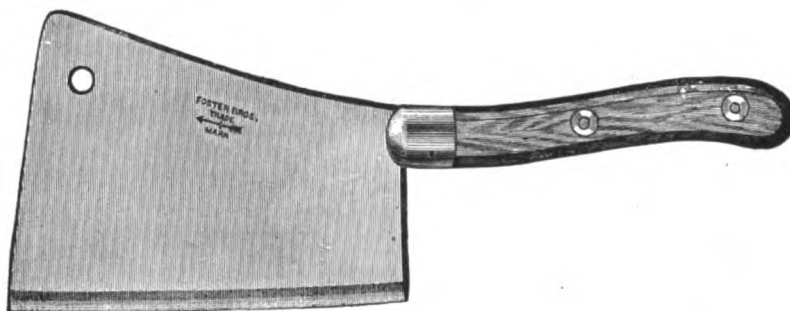


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

## FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



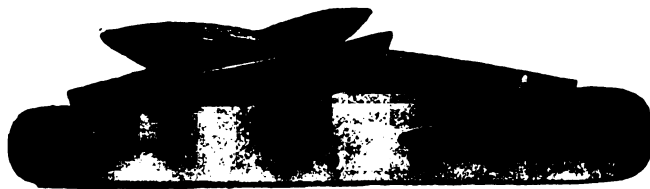
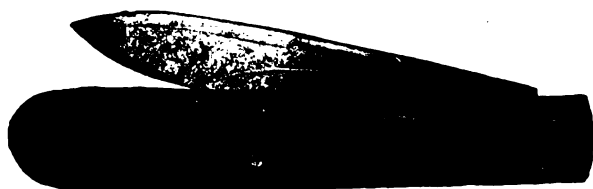
These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

## FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

## PHOENIX KNIFE COMPANY'S POCKET KNIVES.



Finest quality American Pocket Cutlery in large variety. Knives that are good sellers, and will give satisfaction to the user.

# JOHN CHATILLON & SONS,

ESTABLISHED 1835.

93 Cliff Street and 12 Jacob Street,

NEW YORK CITY.

# Your Stock Is Not Complete

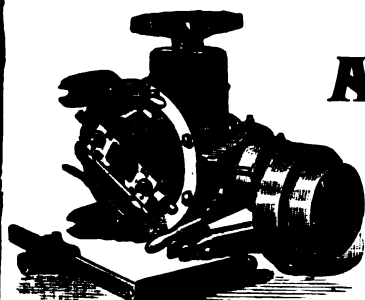
Without a line of  
**ARMSTRONG**

PIPE THREADING AND CUT-  
TING OFF MACHINES,

ADJUSTABLE  
STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe  
Cutters, Clamp Dogs.

They are all "Standards" and Never  
disappoint. Catalogue?



No. 0. Threading Machine, Power  
Attachment.



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—NEW YORK OFFICE: 130 CENTRE STREET.—

## SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,  
35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Manufacturers' Agents

Iowa Farming Tool Co.

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North Wayne Tool Co.'s Little Giant Scythes and Grass Hooks.

Romer Axe Co.

## A Corkscrew

TO RETAIL  
FOR: **50<sup>c</sup>.**

No pulling required.  
Keep turning till the  
cork comes out.



For  
Prices and  
Discounts  
To  
The  
Trade,  
Send  
For  
Catalogue.

Flat-bottom  
Cup  
Adjusts  
Itself  
On top  
Of Bottle,  
Making  
A Direct  
Pull.

**The Williamson W. N. Co.**

NEWARK, N. J.



# L. COES'

Genuine Improved  
KNIFE HANDLE  
PATENT

## Screw Wrenches.

MANUFACTURED BY

**COES WRENCH CO.,**

WORCESTER, MASS.

Established in  
1839.  
Registered  
April 9, 1896.

Patented Dec.  
15, 1891.  
Patented April  
30, 1895.

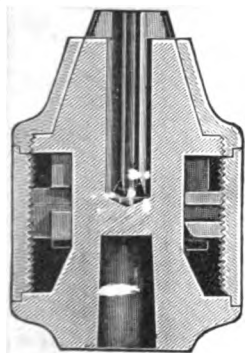
Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

—Straight Bar, Extra Long Nut for Screw in Jaw.—

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.

JOHN H. GRAHAM & CO. { New York Agents.



The **WEIR**  
"Model"  
Drill **CHUCK.**

Powerful Grip. Perfectly True.

SEND FOR CATALOGUE.

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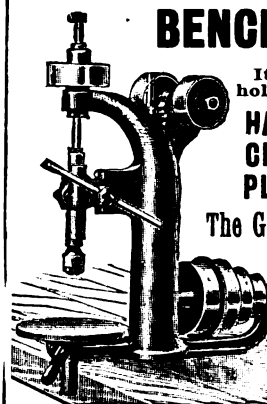


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LARGEST ASSORTMENT.  
ALL GRADES OF GRIT.  
NEAT APPEARANCE.  
FINE GOODS.  
QUICK SELLERS.

**The Cleveland Stone Co.,**

Hickox Bldg., Cleveland, Ohio.



## BENCH DRILL

It will drill a 1/2-inch  
hole easy.

HAND DRILLS.  
CLAMP DRILLS.  
PLANNER CHUCKS.

The Geo. Burnham Co.,

211 Hermon St.,  
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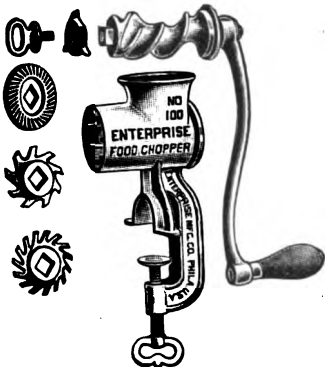
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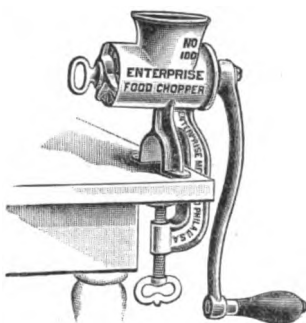
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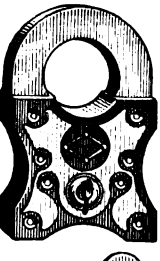
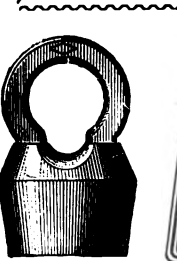
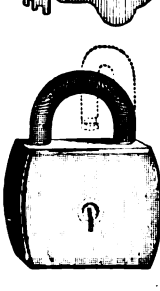
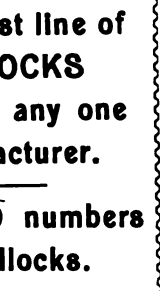
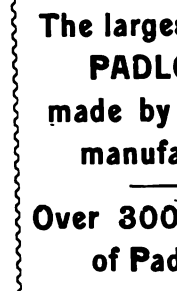
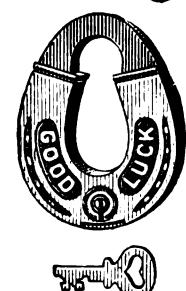
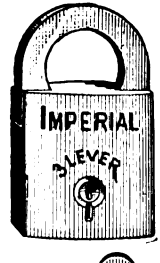
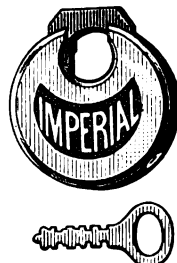
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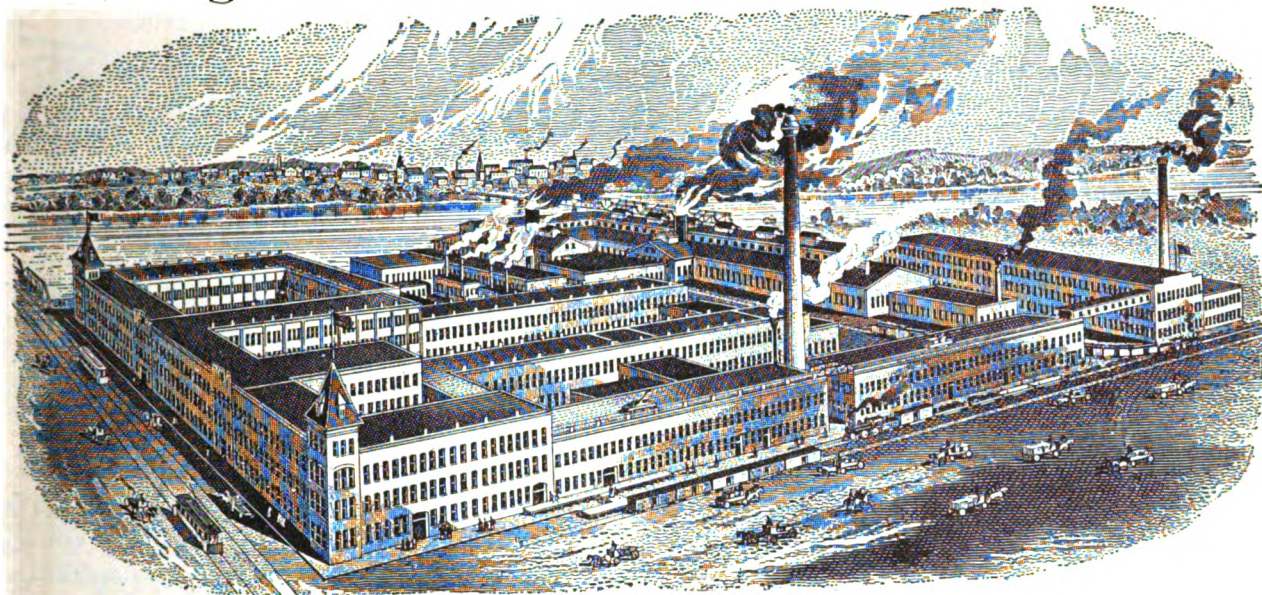
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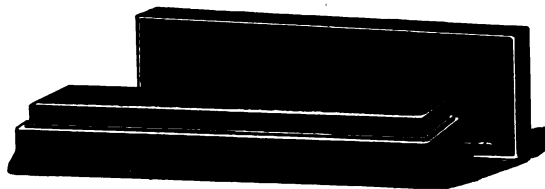
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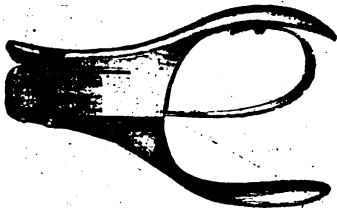
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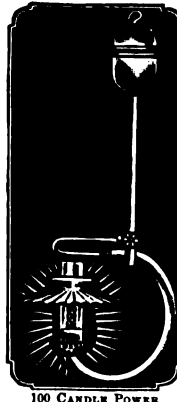
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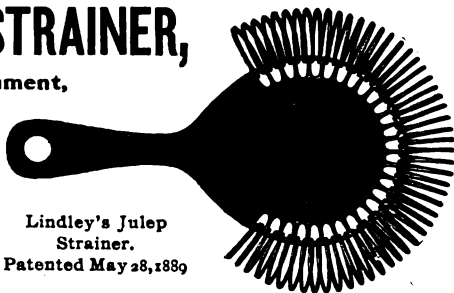
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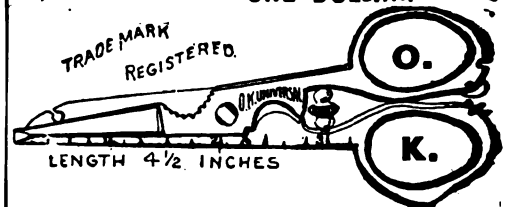
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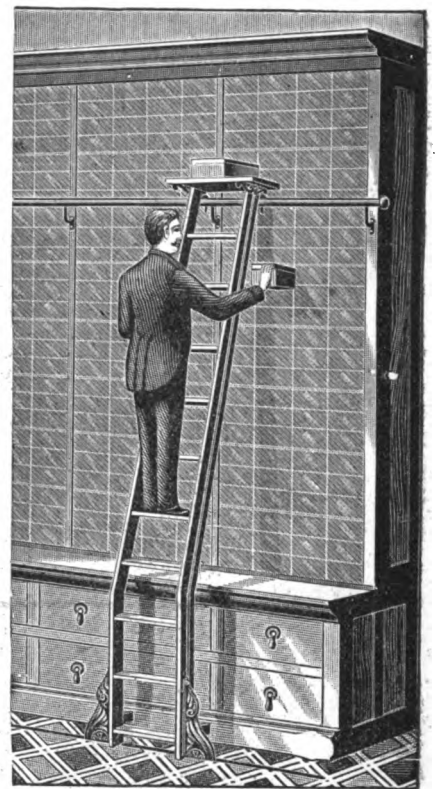
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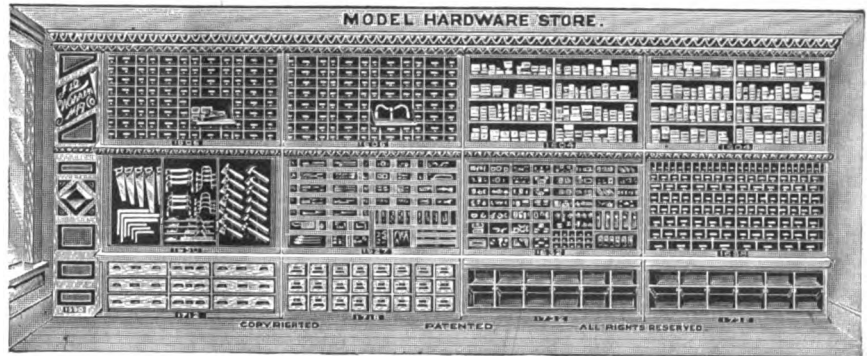
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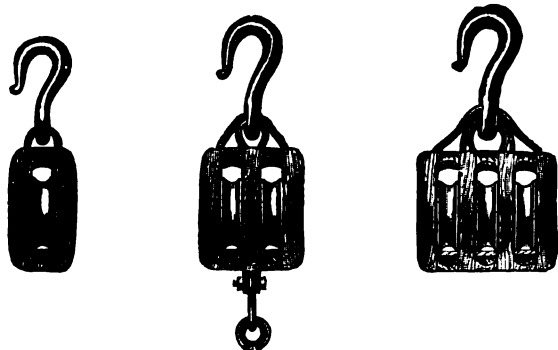
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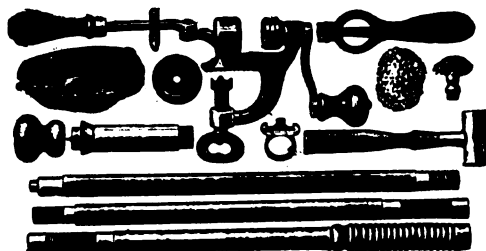
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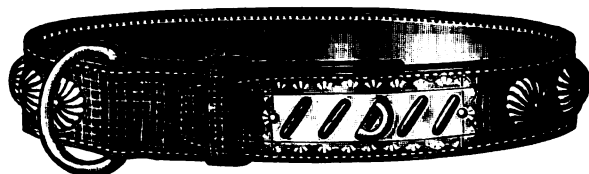
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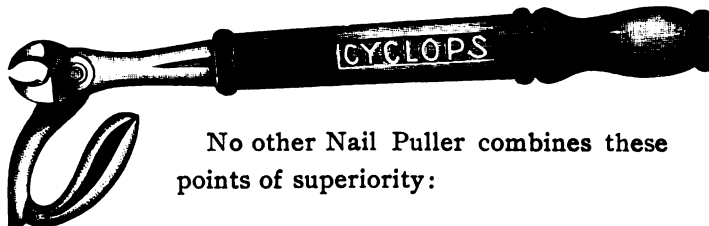
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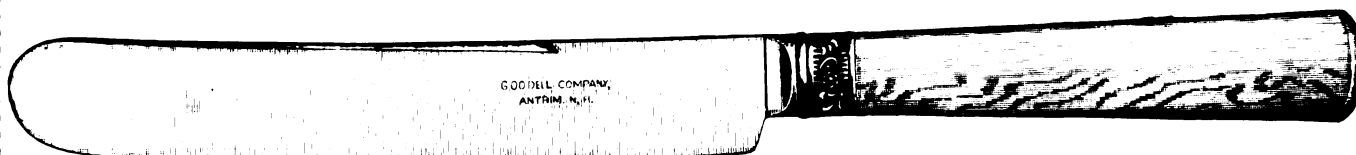
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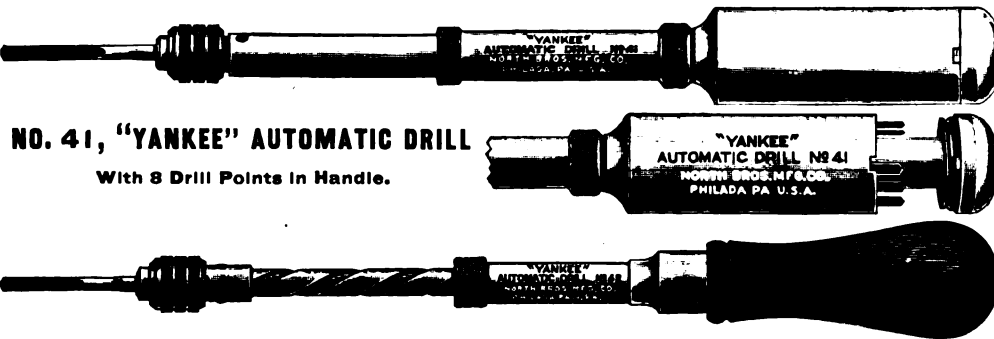
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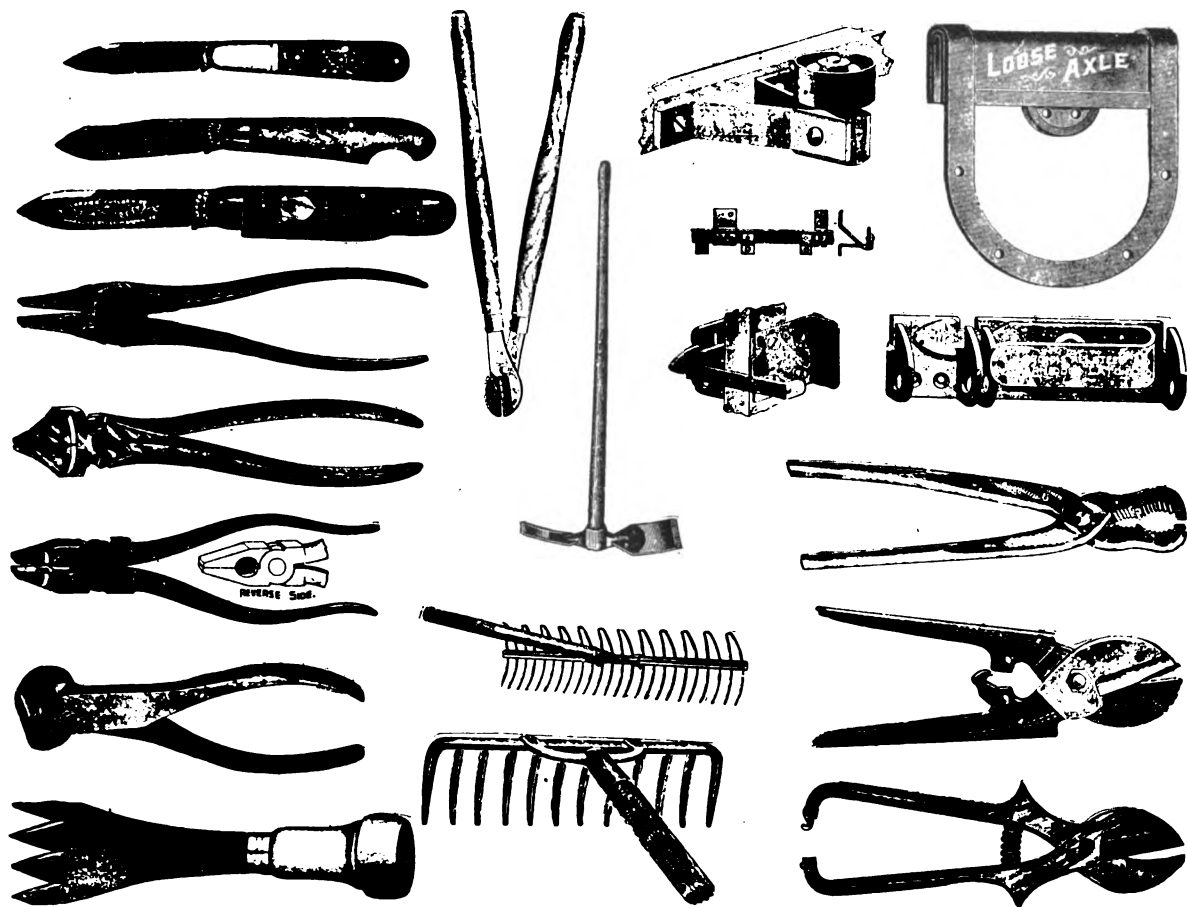
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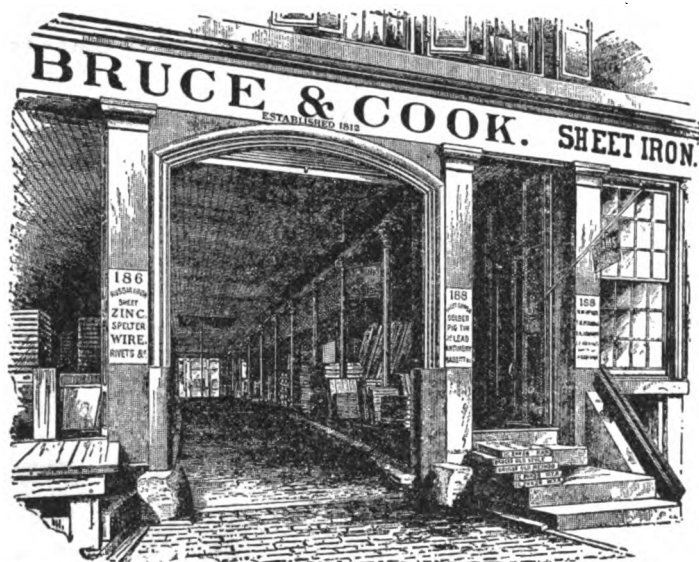


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186, 188 and 190 WATER STREET,  
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We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbitt Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Snocs.  
Dampers.  
Have Trough Lead.  
Have Trough Galvan'd.  
Have Trough Mitres.  
Have Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned.  
Pall Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosa.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated.  
Sheet Iron--Galvanized.  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Soldier.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinnerns' Machines.  
Tinnerns' Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire--Annealed.  
Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

## Have You Tried a Banner Oil Heater

### For That Cold Room of Yours?



Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

**\$5**

The Plume & Atwood Mfg. Co.

NEW YORK CHICAGO

Factories, . . . . . Waterbury and Thomaston, Conn



## ICE TOOLS

OF FINEST QUALITY.

WM. T. WOOD & CO., Arlington, Mass.

Send for 1900 Summer Price List.

## Eyelet Tool Co.

Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

Send for Catalogue.

42 Lincoln St. BOSTON.

## SUPPOSE

Four "ad." was here! You would read it with the other "ads." and it would be read by twenty thousand other people. Advertising in

## "HARDWARE"

is the cheapest, and most profitable, because its contents are brought directly to the notice of the Hardwaremen with nothing else to divert their attention. : : ; : :

# "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

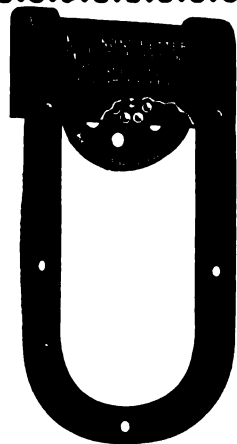
. . . . Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

**McKINNEY MFG. CO.,**

**Allegheny, Pa.**

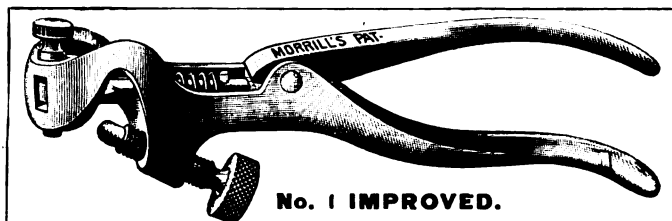


## MORRILL'S Perfect Saw Sets, Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

....IF YOU ARE AFTER TRADE....



# ATKINS SAWS

WILL BRING IT YOUR WAY.

**E. C. ATKINS & CO.,** Manufacturers,  
**INDIANAPOLIS, IND.**

Memphis, Tenn.

Minneapolis, Minn.

Atlanta, Ga.

Portland, Ore.



# The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

## SASH CHAINS.

"Giant," "Red Metal"

• • Cable and Jack

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

New York Agent : J. J. Halpin, 62 Reade Street.  
Philadelphia Agent : W. E. Trull, 13 N. Sixth Street.  
Chicago Agent : H. H. Manger, 142 Lake Street.  
St. Louis Agent : Chas. M. Groves, Chemical Bldg.

# A Pint of Paint.

There is always a demand for paints in small packages, for household work and other small jobs. We make a specialty of these and have them in various kinds, put up in different size packages, convenient for handling easily. Druggists who are desirous of getting their share of this trade will do well to consult us.

## Harrison Bros. & Co., Inc.,

White Lead, Colors, Paints, Varnishes & Chemicals,

Thirty-fifth and Grays Ferry Road,

PHILADELPHIA.

117 Fulton St.,  
NEW YORK.

27 Lake St.,  
CHICAGO.

## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

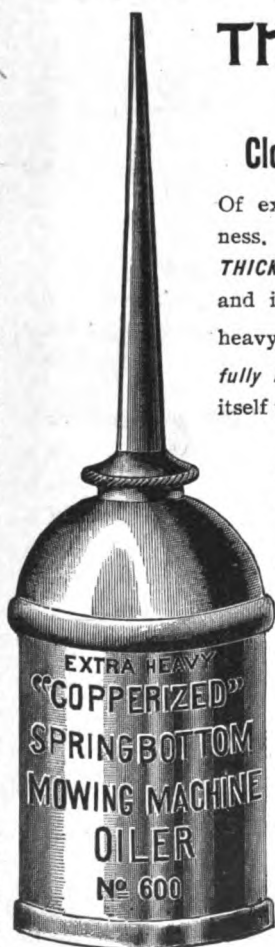
Of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

The Wilmot & Hobbs  
Mfg. Co.,

BRIDGEPORT,  
CONN. . .



We do not want P. & B. RUBEROID to steal any German thunder, but it is helping in the little Asiatic diversion just the same. After carefully testing all roofings (to select a good one for the big barracks sheltering the German allies in China), THE GERMAN GOVERNMENT ORDERS RUBEROID.

We have just shipped a large quantity from Hamburg, each package bearing the label shown below.

**P. & B. RUBEROID ROOFING** is proof against weather, water, heat, steam, acids, alkalis, gases, etc. Economical, because durable.

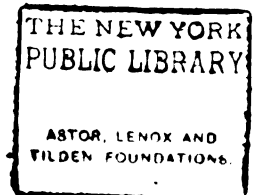
Kaiserl. Feld-Intendantur  
des Ostasiatischen-Expeditions-Corps,  
Tsingtau.

## RUBEROID DACHPAPPE.

(TRANSLATION), "Imperial Field-Intendency of the East Asiatic Expedition-Corps to Tsingtau. Ruberoid Roofing."

It's "all up" with the Chinese.

THE STANDARD PAINT COMPANY,  
NEW YORK, 79-81 John Street. CHICAGO, 189 Fifth Avenue.  
For sale in Philadelphia by Frank S. De Ronde Co., 48 N. 4th St.



# HARDWARE

At the September meeting of the Board of Governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in the club:

WILLIAM D. ZEHNDER, Scranton, Pa.  
W. J. McMANNIS, Wilmington, Del.  
CHARLES W. PUSEY, Wilmington, Del.  
FRED. H. SMITH, Providence, R. I.  
WILLIAM E. DAVIS, 85 John Street.  
HENRY WHITE, 141 Broadway.  
M. W. FAITOUTE, 11 Broadway.

We learn from the secretary-treasurer of the National Hardware Association—and he ought generally to be pretty good authority—that a mistake was made in announcing the date on which the next convention of that imposing body would occur. Instead of the date announced, it will be on Wednesday, November 21st and the two days following. We hope in our next issue to give some of the details governing this important gathering of the clans.

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa., are sending handsomely engraved cards to their customers and the trade generally, making the following announcement: "We take pleasure in announcing that we have been awarded the Gold Medal at the Paris Exposition for the excellence of the goods of our manufacture. Respectfully yours, The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A., September, 1900."

The Ogden Mfg. Co., Newark, N. J., whose advertisement will be found in this issue, and for whom W. H. Quinn & Co., 103 Chambers Street, New York, are the general sales agents, are meeting with great success in the placing of so many of the Ogden Automatically Regulated Door Checks in various public buildings. In addition lately to the Prudential Building, Newark, their check has been accepted by the United States Government, and upwards of one hundred have been ordered in consequence for the new Immigrant Building, now receiving the finishing touches, which is located on Ellis Island in New York Harbor.

J. S. Conwell, for so long a time identified with the interests of the American Bicycle Co., as general manager, at their Waverley bicycle plant, Indianapolis, Ind., has departed from that sphere of his usefulness, having been elected president and general manager of the Wilke Mfg. Co., Anderson, Ind., who make a specialty that is fast growing popular, of porcelain refrigerators. This company will shortly issue a new catalogue of their wares that should be asked for.

The first annual automobile show will be given in Madison Square Garden, New York City, November 3 to 10, inclusive, commencing on one Saturday night and ending on another. This exhibition will be given under and by authority of the Automobile Club of America, which represents the same society element which is recognized as fostering and encouraging the Horse Show. The automobile industry will be represented by the leading makers, whether using gasoline, steam or electricity as motive power. It is stated that the spaces in the amphitheatre and gallery surrounding it have been almost entirely taken, and the management have been compelled to provide additional space on the ground and main floor.

In referring in our previous issue to the catalogue recently issued by the Morse Twist Drill and Machine Co., New Bedford, Mass., we inadvertently stated a discount sheet was intended to accompany the catalogue. As known to most of their patrons, we were in error, their invariable rule being to make trade quotations only upon application.

The old New York firm, known for so long a period under the name of Pope & Stevens, although Mr. Pope has been dead for many years, has been succeeded by the firm of Walter B. Stevens & Son, Mr. Stevens having given an interest in the business to his son, who has for some time been actively engaged in the business with him. The business of manufacturing dog collars and other furnishings, together with ice skates, and acting as New York and Pennsylvania sales agents for Barney & Berry's skates, will be continued at the old addresses, 114 Chambers Street, New York, and 412 Commerce Street, Philadelphia, Pa.

Bommer Spring Hinges are in the lead at Paris, taking the Gold Medal. This gratifying action was to be expected, as the well-known house of Bommer Brothers of 257 to 271 Classon Avenue, Brooklyn, N. Y., are ever at the front in their particular line. They have made a life study of Spring Hinges, to the exclusive manufacture of which they confine themselves, and make a Spring Hinge deserving of the worldwide recognition shown by the unanimous verdict of the Exposition Jury.

The Pelouze Scale & Mfg Co., Chicago, Ill., have recently appointed J. C. McCarty & Co., 10 Warren Street, New York, the general selling agents in this city for both domestic and export trade. This well-known manufacturing company, as will be noticed in their advertisement in our columns, manufacture an extensive variety of household, counter, market, candy and postal scales, spring balances, etc.

The retail Hardware merchants of Montreal, Quebec, on September 19th organized a local association with the following officers: Francis Martineau, president; David Drysdale, first vice-president; L. J. A. Surveyer, second vice-president; Alex. Prudhomme, treasurer; Arthur Magnan, recording secretary, and Frederic Lariviere, corresponding secretary. The executive committee consists of J. Ernest Milles, E. Cavanagh, P. B. Desforges, F. Martineau, A. Prudhomme, W. Granger, O. Cauchon, L. Sylvestre, O. J. Beland, E. Belanger, S. Lecours, R. Kerr and A. Marceau.

United States Commission  
to the Paris Exposition of 1900,  
20 Avenue Rapp.

Hardware, Hardware Publishing Co., New York:

GENTLEMEN—I have the honor to inform you that, in accordance with the official announcement of awards at the Paris Exposition of 1900, a Grand Prize was bestowed upon the exhibit of the United States journals, publications and periodicals, and that you are therefore entitled to use this award of Grand Prize. Respectfully yours,

A. S. CAPEHART,  
Director of Liberal Arts and Chemical Industries.  
Paris, August 31, 1900.



# HARDWARE

VOL. XXII

OCTOBER 10, 1900.

NO. 1.

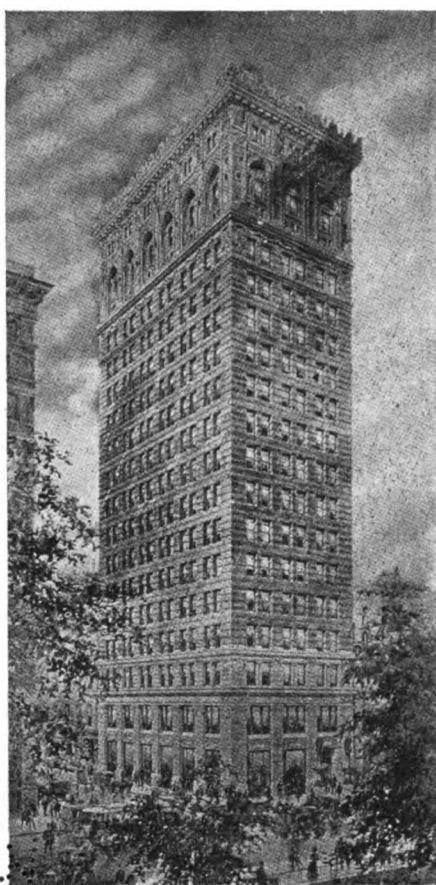
HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the  
HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	-	-	President.
A. P. MITCHELL,	-	-	Secretary and Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.



The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

## Editorial Trade Review.

The weather has been too warm during the past fortnight to see any pronounced activity on sales of genuinely Winter season goods. Stoveboards, snow shovels, skates, ice chisels and even stoves and stove fixings are hanging fire, as far as a full season's orders are concerned. No general dullness is anywhere noticeable, however, for sales are reported as keeping up admirably, although the size of the orders indicate low stocks, with greater demands looming up in the immediate future for goods, the volume of which sales will show better in dollars and cents on sales books as the season advances. Some goods

are reported as being offered at abnormally low quotations, and it would cause no marked surprise if higher prices should prevail after election.

There has been no great difference during the fortnight past in the conditions of the general market. The orders still continue of a character indicating caution as to quantity, and giving evidence of a desire on the part of the buyer to even up his average stock and be prepared for the requirements of the sanguine purchaser who desired prompt shipment of his order, or cancellation. The lower values that are noticeable in several lines, especially among heavy Hardware specialties, would seem to be responsible for some of the hesitancy shown by wide-awake buyers.

The more considerate quotations announced on Builders' Hardware have had a very beneficial effect on this important branch of the industry, and have stimulated the jobbers to renewed effort in the placing of good orders, and to the advantage of the general activity. The Fall and Winter seasons are usually prolific of inside requirements from architects and builders on houses in course of construction during the Summer, and orders for the stated requirements can now be made advantageously. The demand in this especial line is good in almost every section where prosperous conditions are not interfered with by the enforced idleness following strike methods. It was a wise move on the part of the makers to change the prevailing idea that prices were prohibitive of good orders by naming a scale of quotations generally believed to be fair and considerate, with the certainty of orders following such a satisfactory announcement.

It is worthy of notice that the changed conditions governing the markets now, compared with the prevailing prices for Spring trade, have been effected with so little disturbance in the trade generally, and with but little comment as to comparisons of loss on account of decline. The big values of last year were perhaps so seldom realized, the stocks on hand suffered but little under such radical changes, some of which were on paper only.

By comparison with other goods in which pig iron and manufactured products do not present so great a difference in margin of profit, complaint is frequently made that shovels, wire nails, axes and several other lines which are protected in price by strong combination or trust conditions are still held at exorbitant prices, in which the only conditions entering are steady demand and swelling profits.

Orders for skates are kept back by the unusual warm spell which has dominated the weather for a fortnight past. Indications point to a skate famine if weather should prove of seasonable fridity between Thanksgiving Day and Christmas, as the makers are disinclined to heap up stocks in the absence of direct and definite orders so customary on this line of goods and the dealers, between the present atmospheric conditions and advanced quotations for this season's production, feel as though they were compelled to steer between Scylla and Charybdis with a primitive compass.

There seems to prevail a lessened degree of interest in political matters. No doubt seems to exist as to the possible outcome of the approaching election, by which the present administration will be continued, and contrary conditions form no part of the speculative anticipations of the future. Business will be closely attended to by those interested in its successful outcome, and the

voter will emphasize his opinion by his vote, but the politician and his engrossing and engaging manner may go hang.

### Death of Frederick N. Stanley.

Frederick N. Stanley, president of the Stanley Rule and Level Co., New Britain, Conn., died at his home on September 27th, his death resulting from an operation for appendicitis. Three days previously, while at his office, he became ill and went home, the operation being performed on the day previous to his death. His funeral took place from his residence the following Sunday. Among the honorary pall bearers were William H. Hart, president of the Stanley Works; George J. Loughton, president of the Russell & Erwin Mfg. Co.; William Bishop, of P. & F. Corbin, and A. W. Rice, of the Union Mfg. Co. Associated with the above were a number of other prominent members of the clubs and companies with which Mr. Stanley had affiliated. Workmen from the factory of the Stanley Rule and Level Co., each representing one of its several departments, were the active bearers.

Frederick N. Stanley was born in New Britain March 17, 1844. His father, Henry Stanley, was one of the founders of many of the industrial plants which make New Britain noted. He enlisted in the Civil War when a young man of seventeen years, and served throughout its entire duration, being mustered out as a lieutenant of Company C, Thirteenth Regiment Connecticut Volunteers. Nearly his entire business career was passed identified with the interests of the Stanley Rule and Level Co., having in his earliest connection with the company been elected secretary. At the time of his death he was also a director of the Russell & Erwin Mfg. Co., Stanley Works, Union Mfg. Co., New Britain Gas Co., National Spring Bed Co. and the Mechanics' National Bank. He was a member of the New Britain Club, the Loyal Legion and the Soldiers and Sailors' Monument Committee, being actively identified with all of them.

In his social and business relations Mr. Stanley has ever been held in the highest esteem, those intimate with him referring with pride to his elevation of character, his excellent habits and strict fidelity to the highest principles governing an honorable career, inspired by generous impulses and undeviating integrity.

### Death of Charles S. Landers.

Charles S. Landers, head of the firm of Landers, Frary & Clark, cutlery manufacturers, died at New Britain, Conn., on Thursday, October 4th, the cause of death being heart failure following an operation for appendicitis. He had been sick since only the Saturday previous, and it was thought the illness was brought on by overexertion at golf. He was born in New Britain June 8th, 1846, and entered the manufacturing business in 1862. He married in 1869 the only daughter of Loren F. Judd, and leaves a son, George M. Landers. In addition to his connection as president of Landers, Frary & Clark, he was president of the North & Judd Mfg. Co., a director in the New Britain National Bank, and also the Savings Bank, a director of the New Britain Institute, a director of the New Britain Hospital, vice-president of the Y. M. C. A., and a member of the New Britain Club, having been at one time its president. He was a member of the South Congregational Church, and was greatly interested in the City Mission. He was a prominent member of the American Protective Tariff League, having participated in every discussion before the Tariff Committee in Washington having reference to the protection of American cutlery. Mr. Landers was well known to the Hardware trade, and was a distinguished manufacturer in his line of business. He was quiet and unassuming, scarcely realizing the influence he wielded and the position he held among his fellow men. He was an independent thinker, and was among the first of leading manufacturers to protest

against maintaining too high a tariff, and to advocate a gradual reduction as justified by improving conditions. He was full of public spirit, and was always ready to help forward whatever he believed was for the benefit of the community, being known to a large circle of friends as a fine type of the best Connecticut citizenship. Every one who knew him recognized in him the honorable gentleman. He was held in universal respect by every one with whom he came in social contact. As an evidence of how highly he was esteemed by the cutlery industry, every cutlery manufacturer of any prominence was represented at his funeral, which took place on Saturday, October 6th.

### Imports of Manufacturers' Materials.

The activity of American manufacturers is illustrated by the statistics of the imports of manufacturers' materials and exports of manufactured goods, which have just been made public by the Treasury Bureau of Statistics. In the eight months ending with August, 1900, imports of raw materials for use in manufacturing amounted in round numbers to 200 million dollars, against a little over 100 millions in the corresponding months of 1896, and the exports of manufactured goods were 304 million dollars, against 163 millions in the corresponding months of 1896. Thus in both importation of raw materials for use in manufacturing and in exportation of the finished product, the figures of the present year are nearly double those of 1896.

The total imports of the eight months just ended exceed by 93 million dollars the imports of the corresponding months of 1896, while the single item of manufacturers' materials itself shows an increase of 87 millions. Raw materials for use in manufacturing formed in the eight months of 1896 but 23 1-2 per cent. of the total imports, while in the corresponding eight months of 1900 they formed 35.2 per cent. Manufactures formed in the eight months of 1896 28.7 per cent. of the total exports, and in eight months of 1900 formed 33.8 per cent., and in August, 1900, 35.2 per cent. of the total exports of domestic products. In 1896 the average importation of manufacturers' materials was 13 1-2 million dollars per month, and in 1900 it is 25 million dollars per month.

The following table shows the imports of principal classes of manufacturers' materials in the eight months of 1896 and 1900, respectively:

	Eight months ending Aug. 31, 1896.	1900.
	Dollars.	Dollars.
Hides and skins.....	13,176,281	36,961,011
Chemicals and drugs.....	31,242,599	35,583,840
Silk, raw.....	8,732,863	24,615,716
India rubber, crude.....	9,346,858	19,938,630
Fibers.....	8,932,806	19,771,035
Wool.....	15,555,557	15,809,909
Tin in bars.....	3,524,883	13,136,739
Tobacco, leaf.....	8,458,961	5,740,411
Cotton, raw.....	4,552,252	3,387,976
Furs.....	1,989,115	4,767,077
Wood.....	10,942,987	9,435,192

The following table shows the principal exports of manufactures in the eight months of 1896 and 1900, respectively:

	Eight months ending Aug. 31, 1896.	1900.
	Dollars.	Dollars.
Iron and steel.....	29,957,090	87,174,389
Oils, mineral, refined.....	37,328,246	45,635,660
Copper and mfrs. of.....	17,872,807	41,830,330
Leather and mfrs. of.....	12,635,353	17,697,762
Cotton manufactures.....	10,782,956	15,263,167
Agricultural implements.....	4,007,772	13,854,774
Chemicals.....	5,889,797	9,188,129
Wood manufactures.....	5,037,265	7,899,857
Scientific instruments.....	1,762,855	4,171,561
Paper and mfrs. of.....	1,861,868	4,503,766
Tobacco manufactures.....	3,037,251	4,033,145
Cycles.....	2,449,260	2,517,717

Houses are made incombustible in Russia by painting with a solution of aluminum sulphate followed by one of potash. Sulphate of potash is formed and insoluble alumina is precipitated in the pores of the wood.—*Ex.*

The Spanish import duties paid during the first six months of the current year exceeded by 55,000,000 pesetas those for the corresponding period of 1899.—*Ex.*

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—Kindly answer the following questions through the columns of your paper: First. If I place an order in May for shipment on August or September 1st, 30 days net, must I pay for goods on October 1st, even if the goods are not here? Second. Should I pay drayage? Third. Should retailers come together and form a combination, only buying from first-class houses?

REPLY.—As we understand the terms of sale, where goods are sold as described above, "30 days net" refers to payment 30 days after the shipment has actually been made and does not refer to the date specified in the order. The goods in reality have not been delivered; we would therefore advise that, in our opinion, you were not obliged to pay for the goods until 30 days after their delivery. As to whether or not you should pay drayage would depend upon the terms of sale in question as to this particular point. In the absence of any express terms in the contract or any custom affecting the question, we are of the opinion that on a sale, such as has been described, the purchaser would pay the drayage. Third. If the retailers can form a successful combination which would be beneficial to them for the purposes suggested, we see no objection to their doing so.

QUESTION.—I have leased a store for a number of years. I have occupied it for about two years, and my lease has three years more to run. I have recently learned of a store which I could obtain at less rent and which is in a better locality than the store I occupy at present. Kindly inform me whether my landlord could sue me for the rent for the remaining three years of my lease if I should leave the premises I now occupy, and, if so, whether the landlord can attach my money in the bank and my goods in the store.

REPLY.—If you vacate the premises in question and fail to pay rent for the unexpired term of your lease the landlord would have a cause of action against you for the amount of rent for that period of time. If the landlord obtained a judgment against you he would be able to reach your money in the bank if he could ascertain its whereabouts, and could also satisfy his judgment out of any goods not exempt owned by you.

QUESTION.—I own a house and lot in Newark, N. J., and my wife owns some property outside of the city. I have had a good offer from a party in Newark to buy my house and lot, and I wish to sell it. My wife, however, does not wish me to sell it, and says she will not sign a deed of the premises. Is it necessary in New Jersey for the wife to sign the deed when her husband owns the property? Could I sell the property without my wife signing the deed? Could my wife sell her property without my consent?

REPLY.—In New Jersey the wife's right of dower is recognized, and a married man cannot defeat his wife's right of dower against her will or without her consent. If, however, you could find a purchaser willing to buy the property, subject to your wife's dower right, you could sell it and give a good title to the same, subject, nevertheless, to the dower right of your wife, which consists of an estate for her life in one-third of the property. If your wife owns real property in New Jersey, and there has been issue born alive of your marriage, you have the right of courtesy in your wife's real property, which she cannot defeat by her conveyance any more than you can defeat her dower by the conveyance of your lots. Many States have abolished this estate of the husband in his wife's realty, and some States, such as New York, have modified the estate by allowing the husband courtesy in only so much of his wife's property which, at her death, was undisposed of; but New Jersey still follows the common law doctrine, and the consent of the husband is necessary to the wife if she desires to convey a free and clear title to her property in that State.

QUESTION: Kindly answer the following question: A man died having made a will devising one-half of the real estate and one-quarter of the personal property to his wife and the balance of his estate to his children. Could the wife refuse to accept the terms of the will and demand her one-third life estate in the real property and one-third of the personal property, which she would have been entitled to had her husband made no will, leaving the other two-thirds of the estate to be divided between the children, thus practically setting aside the will?

ANSWER: In a case such as you describe, where a person died having made a will devising one-half of the real estate and one-quarter of the personal property to his wife and the balance of his estate to his children, the widow would be at liberty to refuse to accept the terms of the will, so far as they sought to defeat her right of dower in her husband's property. A man cannot by his own act defeat his wife's right of dower in all the real property in which she has an estate of inheritance during marriage. The most he can do is to make a devise to his wife in his will in which he can provide, that if she accept, it must be taken in lieu of dower. The wife, therefore, has the privilege either to accept or to refuse to accept the devise and take her dower in the property. The wife has one year in which to make her election. As to the personal property, however, the same rule does not apply. A widow under the circumstances referred to, where her husband dies intestate, has the right to one-third of the personal estate; but if her husband dies leaving a will, the statute has no application whatever, and she will receive only so much of the personal property as is bequeathed to her in the will.

QUESTION: My father died March 2d, this year, and the will was admitted to probate this year, April 17th, father appointing me his executor in conjunction with a certain trust company. As I understand from the company, I receive no money until the year is up. I have been sick for the past month and unable to make a living. Will you kindly state how I can get any money to support my family through this Winter?

ANSWER: It is not quite clear from your question whether you refer to the time that you will be able to receive your commissions as one of the executors of your father's estate, or whether you refer to a legacy to be received by you under the will. The settlement of an estate generally takes a year or more, and the payment of legacies cannot be enforced earlier than a year from the date of the granting of the Letters Testamentary. The reason of this, however, is to allow ample time for advertising for the creditors of the deceased, as the debts must be paid before the legacies. If you are able to convince the trust company, which acts as your co-executor, that the deceased has no debts or that the assets of the estate exceed the liabilities, the trust company might be willing to consent to the payment of your legacy without waiting for one year to expire.

## When was Coke First Made.

In answer to this question, *Ironmongery* (Eng.) says: It is difficult to decide when it was first made, but not difficult to fix the time when it was commercially produced. John Evelyn, in his diary, writes under date 1664: "Came home by Greenwich ferry, where I saw Sir John Winter's new project of charring sea coal, to burn out the sulphur and render it sweet. He did it by burning the coals in such earthen pots as glassmen melt their metal in, so firing them without consuming them, using a bar of iron in each crucible, which bar has a hook at one end, so that the coals, being melted in a furnace with other crude sea coals under them, may be drawn out of the pot sticking to the iron, whence they are beaten off in great half exhausted cinders, which, being rekindled, make a clean, pleasant chamber fire, deprived of their sulphur and arsenic malignity." It was not until the year 1818 that the London Gas Light Co. sold the coal thus charred and freed from tar, and gave the name of "coke."

## ITEMS OF INTEREST FROM EVERYWHERE.

Handles of knives and forks are utilized for the storage of salt and pepper under a new patent, each handle being formed of a tube, which has spring clips to hold it on the shank; and has an internal reservoir for the salt and pepper, which is shaken through the ends.

The manufacture of cast steel in India can be traced back for over 2,000 years, while there are also examples of wrought iron work nearly as old. Near Delhi, close to the Kutub, there is an enormous wrought iron pillar which weighs ten tons and is thought to be over 1,800 years old.

Every horse in the English army is numbered and has a little history kept for it. The number is branded on the animal's feet—the thousands on the near hind foot and the units, tens and hundreds on the off hind foot. Thus the horse whose number is, say, 8,354, will have an 8 on his left hind foot and 354 on the right foot.

A new cartridge, claimed by an Italian electrician to be an effective substitute for dynamite and smokeless powder for mines and heavy ordnance, contains a mixture of carbonate of potash and chloride of ammonia. While the mixture is ordinarily harmless, the passage of an electric spark sets up electrolytic action, giving a violent explosion.

The corn crop along the Missouri River is very heavy and large, many of the farmers realizing more from their cobs than they do for the corn, as the former are in demand for making tobacco pipes. Factories for making them are becoming numerous. Washington, Mo., is the original home of the corn cob pipe, "Missouri Meerschaum," and boasts of four factories devoted to that industry.

A manufacturing firm in Hamburg has recently brought out nails of vulcanite or ebonite for use in electrical work and in places where iron nails are not available. The vulcanite nails are not attacked by oxidation or chemical agents, and can be used in the form of hooks for hanging electrical conductors. They are also intended to be used in laboratories and in connection with the manufacture of explosives.

A striking commentary on the growth and success of the International Correspondence Schools is shown by the fact that whereas seven years ago their postage was barely 5 per cent. of the total receipts of the Scranton, Pa., postoffice, it is now one-third their postage, amounting to over \$5,000 a month. As \$1 would pay the postage of fifty letters, this shows that their monthly mail amounts to 250,000 letters sent out, and their annual mail to 3,000,000 letters.

A German firm has recently brought out a type of incandescent lamp which can be set in advance to burn a given number of hours and then automatically extinguish itself. In the base of the lamp is fixed a copper tube containing a central part of copper wire and filled with a solution of sulphate of copper. A current is arranged to pass through this solution from the wire to the tube, so that a continual electrolytic solution of the wire takes place. As soon as the wire is all dissolved the current is broken and the lamp goes out. The size and length of the wire may be set for any given number of hours and the lamp thus becomes automatic in its action.

It is probable that the metric system will be introduced before long in Russia; the bill which has been prepared to this effect by the Minister of Finance has received the approba-

tion of the State Council, with the understanding that the University and the various scientific societies will give their assistance in the verification of the weights and measures necessary for commercial use. The details have been nearly all decided upon, and will be submitted to the Council in the near future. Since 1896 the metric system has been used by the medical service of the army in the compounding of formulas, this having been made obligatory.

Herr Schneider, of Strassburg, has brought out a new substitute for gutta-percha, which is favorably reported upon by the polytechnic institute of that city. No information has yet been given as to the composition of the material. In ordinary temperature, it is hard, like pitch, and fairly firm against pressure, but not brittle. It does not break when hammered, even at freezing point; in a warmer atmosphere the mass softens. Thin plates kept in sea water at 34° F. did not lose in weight in a fortnight, nor did the water take up anything by solution.

A diamond circular saw for cutting stone is said to cut hard sandstone blocks at the rate of five feet per minute. The saw has dovetailed recesses in which are fitted steel blocks, each containing a diamond. A hole is drilled into the block, but stopped before running through. A diamond is dropped into the hole, and a steel wire-peg driven in behind it. The block is then put in an electric welding machine, and when it is softened, pressure is applied until the diamond is exposed, and the sides are milled to fit the dovetailed recesses in the saw. The positions of the diamonds in the blocks vary, so as to enable the saw to clear itself in making the cut.

A French scientist, M. A. Dufour, has succeeded in constructing a thermometer for high temperature by employing quartz. For a long time quartz, or rock crystal, was regarded as a matter which could not be melted or softened, but the English physician, Dr. Boys, succeeded finally in softening to a paste with a flame of oxyhydrogen. M. Dufour based his experiments on this fact, and finally succeeded in making tubes of quartz for his thermometer. In this instrument the bulb and tube of quartz are similar to those of an ordinary mercury thermometer, but the metal inside is tin. The scale runs from 240 to 580 degrees. As quartz cannot be softened at a lower temperature than from 1,000 to 1,200 degrees, it would be possible to make a thermometer which would register 900 degrees. The points taken for grading the new thermometer were the boiling points of mercury and sulphur respectively. The instrument gives the most precise results.

More than \$15,000,000 worth of the old-fashioned paper currency is outstanding, and though some of it has doubtless been destroyed, the bulk of it is held by collectors and private individuals. Every now and then some old person dies, and the heirs, finding a quantity of the "shinplasters" in a disused pocketbook or some other hiding place, send them to Washington to be redeemed. Occasionally, too, banks forward quite a lot of the notes in unbroken sheets, just as they got them many years ago. At first these sheets had to be cut apart with scissors, but afterward they were perforated like postage stamps, so as to be torn apart. Not long ago the Treasury received a handkerchief full of this currency, of the first issue, each note being signed by Treasurer Spinner with his own hand. About \$3,000 worth of this fractional paper comes in for redemption each year, and some of the best of it is saved out by the department to be given away in response to applications by collectors.

### National Sewing Machine Co.'s Increasing Plant.

In our issue of March 10th last we had the pleasure of giving our readers some brief statistical information regarding the immense plant of the National Sewing Machine Co., of Belvidere, Ill., which at that time covered a ground area of 10 1-4 acres, and contained 8 1-2 acres of factory floor space, in which was installed a plant containing 1050 machine tools of various kinds, five steam engines of an aggregate horse power of 1500, and employed a force of over 1900 men, and represented a maximum output of 1000 sewing machines per day.

The plant as then described was not only one of the largest, but certainly one of the best and most completely equipped of its kind, and had grown to its large dimensions within eleven years. It would seem, however, that the prosperity which always follows a good business, properly handled, has already rendered this very large plant much too small, and within the past three months the company have purchased nearly nine acres of additional ground, giving them a total ground space of a trifle over nineteen acres.

On a portion of this new land is now being erected a series of large additional buildings, commencing with a foundry building 500 feet long and 90 feet wide, equipped with two cupolas and connected with core ovens, sand rooms, coke storage building, etc., aggregating 50x90 feet.

Adjoining the foundry, at its centre, and running at right angles with it, is a one-story building 65x225 feet, used for tumbling and grinding and japanning departments. Beyond this is an immense new four-story warehouse and shipping building, 275x80 feet, this building alone having a floor space of 90,000 square feet, which, added to the 45,000 feet of the foundry and the space of the smaller buildings, gives an immediate net addition to the available floor space of more than 3 1-2 acres, and making a total of 11 4-5 acres of floor space for the entire plant.

These additions provide room for the employment of 450 more hands, making a total of 2300 for the entire plant.

In connection with the above described new buildings are also being erected new engine room and boiler room, in which are being installed a battery of modern water tube boilers and a Corliss compound engine of 750 horse power. For the boilers a large brick stack of 175 feet in height is being erected, and for the new buildings above enumerated there have been laid over 900 feet of additional railroad sidings, making a total railroad trackage in the plant of 2900.

Upward of \$65,000 worth of new machinery, much of it special, has been ordered, and is being built ready for installation in the buildings as soon as they are completed. All of the work on the buildings is being pushed with utmost vigor, and it is designed to have everything complete and in working order on January 1st next. The forceful explanation for the reason for vigorous pushing of this work is found in the fact that the entire force of the present large factory is now compelled to run nights to keep up with the demand.

It isn't often that *Hardware* has the opportunity to describe to its readers a rapid growth of such magnitude for any industry, but the significance of the above described additions are only made more clear by the statement that they are really only preliminary to still greater extensions and additions which are to be built in the Spring as soon as weather conditions permit. At that time a complete woodworking plant, with a main building 400x80 feet, four stories high, will be erected, together with necessary smaller buildings to constitute a complete plant for all of the sewing machine cabinet work used by the company.

When this plant is completed it will be by all odds the largest manufactory of family sewing machines the world ever contained, and *Hardware* hopes to have the pleasure of presenting its readers with description and illustration of the entire plant when completed.

### Rules for College Bred Men.

Dr. Edward Kirk concludes an article on college bred men in manufacturing establishments, recently contributed to the *American Manufacturer*, with the following rules, which he guardedly says may lead to the successful management of men in mechanical pursuits if the man has the ability to be a manager:

1. Learn to control your temper under all circumstances.
2. Cultivate a manner of address that will win the respect of the highest or lowest of workmen.
3. Be firm and polite in demeanor, and an ardent student of human nature, that you may win the respect of all men.
4. Cultivate executive ability, and never give up until you have accomplished the end in view.
5. Be sure you are right before you go ahead; it is better to abandon a theory or hobby than to make a failure of it.
6. Be temperate in habits and language.
7. Treat all workmen under your charge with due respect in and out of the shop; but never make companions of them, either out of or in the shop.
8. Always remember that you do not know it all, and cultivate the habit of learning from the workmen under your charge, and others, all you can without exposing your ignorance.
9. Learn to apply such knowledge without giving others credit, and to improve upon it or present it in such a way that the man from whom you obtained the knowledge would not recognize it as his own, and give you credit for knowing more than he did.
10. Never try to instruct a workman how to do a job you do not know anything about; first find out if the workman knows how to do the job, and if he does not, give it to another who does, and learn from him how it is done, so you may be able to instruct another.
11. Strive to get the largest possible amount of work done, and well done, by each man, and look after the interest of your employers in all things, for you are employed to make money for your employers, and if you cannot do it, they will not require your services very long.

### New Catalogue of Fishing Tackle.

Enterprise Mfg. Co., Akron, Ohio, have issued recently the most extensive catalogue of fishing tackle manufactured and controlled by one concern that has been brought to our knowledge. It is of a large size, 9x12 inches, oblong, and covers their extremely important line, manufactured solely by this company, of Pflueger's luminous artificial fish baits and other anglers' specialties, including trolling spoons, American spinners, hard and soft rubber phantom minnows, frogs, crawfish, grasshoppers, insects and every variety and pattern of bass, salmon and trout flies. Included in its contents will be found a large line of rods, reels, hooks to gut and gimp, line spreaders, minnow gangs, furnished lines, floats, sinkers, etc., etc. These goods are all handsomely illustrated throughout the volume, being printed on excellent coated paper so that the veriest tyro could readily select a line of fishing tackle that would add largely to his sales from this catalogue alone. The above company have recently purchased the machinery, stock, tools, good will, etc., of the American Fish Hook Co., New Haven, Conn., which they intend moving and adding to their factory at Akron, Ohio. This will add largely to their facilities for supplying this class of goods, which will be found advantageous for the progressive development of the interests of the company. The catalogue includes several pages devoted to illustrating a number of phenomenal catches of fish from photographs sent by sportsmen all over the country, advertising in each instance the advantages of using luminous bait. The several pages make an extremely appetizing display, and provide persuasive reasons why "luminous bait" should be largely represented in a general stock of anglers' supplies.



## CONSULAR COMMERCIAL COMMENTS.

### 1 UNITED STATES SAMPLE ROOM IN ZURICH.

I take pleasure in informing the Department that a practical way of introducing American goods into Switzerland has at last been evolved, and will be carried into execution in the near future. The writing of letters, distribution of circulars, etc., is useless in foreign trade. An agent, understanding the business habits of the people and the kind of goods desired, must be on the ground in person, not only for a day or two, but all the year round. Zurich is the commercial center of Switzerland and a sample room here will be of great advantage to American manufacturers.

Mr. W. A. Steinmann, a native of Switzerland, who has spent six or seven years in the United States—a practical and successful business man—is willing to devote a few rooms as sample apartments for American goods, and to exhibit them to the best advantage. I prefer to give his own language as to his plans and intentions:

"In May next, I shall move my present business into buildings which are much larger—so large that they would be sufficient to make a beginning in the above-mentioned business. I have four traveling clerks and five agents that go to every corner of Switzerland. Therefore a beginning would be made with little additional expense, and if I should not succeed there will be little lost. However, taking the matter in hand as I am used to doing trade, I am sure that I can build up a business worth having. The name of the firm would be 'First American Import House for Switzerland, Zurich,' general manager, Wm. A. Steinmann. Naturally, it would have my personal guaranty and responsibility. I shall take the general agency for the whole of Switzerland of the most powerful and largest manufacturers (not merchants) in the United States; they must all be A1 firms that can compete with any one in the United States, and they must agree not to enter into business relations with any other firm in Switzerland. They are to send me all the samples required to give a clear idea of their article, free of charge and delivered to my store. I shall not confine myself to any special line of goods, but will handle all salable articles, such as chemicals, wood, leather, shoes, tools of all descriptions, Hardware and machinery, metals, minerals, food stuffs, inventions of all kinds, etc. I agree to open a large and fine exhibition of samples, to advertise them extensively, and to introduce the goods into our markets. My sales at the beginning would be on commission, and the manufacturers would have to ship their goods to the buyers with direct invoice, as the new firm will not take any responsibility for pay; but being a business man who knows the financial standing of almost everybody, and having 5,000 customers in my own business, loss is absolutely excluded. The firms that I represent as sole agent in Switzerland must accommodate themselves more or less to the customs prevailing in our country if they want to succeed, i. e., they will have to sell three or six months' time against draft. The great mistake American exporters make is that they always want to be paid cash. All European exporters to the United States give trustworthy firms credit, and that is what the latter will have to do, too, in order to establish a large foreign trade. It is the custom of this country."

Such a course as outlined above is the only proper way to introduce and sell goods in Switzerland. I trust that our manufacturers will meet the requirements.

A. LIEBERKNECHT,  
Consul.

Zurich, August 23, 1900.

### A NEW WAY TO INCREASE OUR EXPORTS.

In my replies to inquiries from manufacturers in our country as to how to gain foreign markets for their products, as also in my reports to the Department, I have impressed upon our exporters the necessity of personally studying the wants of foreign markets; of meeting the usual terms of credit, time and place of delivery, standard of weight and measure: of knowing the language of customers; of combination in foreign trade, etc.

There is another mode which promises splendid returns for

those employing it, which will also stimulate our export trade. This consists in establishing American department stores in the large European cities.

In Germany and most other Continental countries there are large retail warehouses and stores which sell different lines of dry goods and clothing for female wear. Department stores on the order of our own, containing almost everything for human needs, are hardly known here. Consequently one finds in a European city hundreds of retail stores, carrying small stocks and selling articles at high prices. I think department stores would find conditions more favorable here than at home, in amount of sales and return on the capital invested; but the importance of the plan consists in the immense impetus they would give to the sale of American specialties—household articles of all kinds, clothing, kitchen and ironware, small machines, tools and instruments, toys, carriages and vehicles, office and dwelling furniture, fruits and meal, etc. I am confident that such a concern established in Frankfort could within a few years sell American specialties alone to an amount of \$3,000,000 to \$4,000,000 annually, and distribute further quantities by giving agencies to leading dealers of interior towns and cities. In shoes alone it could transact a large trade. Our manufacturers need then but offer their products to the home-purchasing office, in order to do a foreign trade.

SIMON W. HANAUER,

Vice-Consul-General, Frankfort, August 31, 1900.

### MARKET IN FRANCE FOR MEASURING TOOLS.\*

The market in France for the sale of steel rules, caliper gauges, and graduated scales is an open one—that is to say, it is not controlled or regulated by any particular house or syndicate. There is, in my opinion, a good opportunity for the introduction into France of this class of American-made tools; and the Americans, with their extensive and practical knowledge and the improved methods they use in manufacturing their goods, should be able to command the lion's share of the trade.

The only competitors worthy of notice are the Germans, who, by their geographical position, their imitation of American patterns, and their ready adaptation to French requirements, have gained an important position in the French tool market. Americans, however—with their much greater mechanical ability, not to mention their up-to-date machinery and the cheapness of raw material in the United States—if they would show an equal readiness to comply with foreign requirements, would have very little difficulty in outdistancing their German rivals.

Of course the scales must, in every case, be metrical, as no other system of measurement is used in France. In this respect, at least, the French lead the way; and it is to be hoped that America will not be long in following suit, as no one can dispute the fact that the metric system excels all others in simplicity and practical usefulness. Its general adoption by all countries is to be greatly desired by those who wish to foster and extend the commercial and industrial intercourse between the various nations.

I am informed by the customs authorities of Havre that gauges, calipers, etc., are classed under the head of scientific instruments, upon which there is no duty when imported direct from the country of origin. If imported from America into France via one of the European countries, there is a surtax of 3.6 francs (69.5 cents) per 100 kilograms (220.46 pounds).

To successfully create a foreign outlet for the sale of

\*This report is in answer to inquiries by a New York firm, to which copy has been sent.



American goods, the field must be carefully exploited. Our manufacturers can not expect to make satisfactory arrangements for opening up a trade by sending to the different Consulates catalogues, price lists, circulars, etc., printed in English, with a request to the Consuls to deliver the same to some of the principal local dealers. This only takes up the time of the consular officers and seldom does any good, as the books are generally thrown aside or go into the waste-paper basket.

If our manufacturers want to open up a foreign trade, they should send abroad intelligent representatives (those speaking the language of the country would have more chance of getting satisfactory results) to investigate the economic and industrial conditions of the market, with a view of either establishing agencies managed and run by their own people (which is by far the best) or of selecting local agents whose financial condition and moral character have been ascertained to be good.

It is a great pleasure to note that during the past year there have been more visits received at this consulate from American manufacturers or their representatives than during the preceding years of the incumbency of the present consular officer.

A. M. THACKARA, Consul.

Havre, August 21, 1900.

#### IRON BEDSTEDS AND HARDWARE IN SYRIA.

At Haifa, North Palestine, industrial development is to be noted, which is largely due to the building of the railroad from Haifa to Damascus. There is a growing demand for carpenters' tools, locks, and other builders' Hardware. These articles are at present only to be had in inferior quality and are disproportionately high in price. To meet with a ready sale, they must be simple and strong in construction.

#### John H. Graham & Co.'s Export Catalogue.

In addition to the handsome catalogue issued by them in the interest of their domestic trade, John H. Graham & Co. have issued one, separate and distinct as to representation and contents, designed for distribution to foreign buyers for their representatives in the export trade of New York. It forms a volume of 382 pages, 8x11 inches in size, and bound in stiff cloth covers, with gilt title, representing the output of nearly fifty manufacturers. This export edition of a catalogue covering the products of so many leaders among the Hardware manufacturers is a valuable addition to the trade literature of the Hardware industry, and gives evidence in every page of great care and thoroughness in its compilation that must prove of considerable advantage in the distribution to foreign countries of so vast an assortment of the goods for which America has long been noted.

Being especially intended for export purposes, a few firms embodied in the other catalogue, who personally handle their export distribution, are omitted in this, so that the entire contents represent plants the export trade of which is handled exclusively by John H. Graham & Co.

Since the compilation of this catalogue they have become exclusive agents for the products of the Continental Tool Co., and, as previously noted in our paper, an extremely important addition for export trade, and new pages will at a later date be forwarded for addition to the catalogue. They will cover the several lines largely placed on the market by this company.

The valuable pages referred to in our review of the Domestic Catalogue, in which are given the contents of full cases, dimensions and gross and net weights, become all the more valuable to the representative of the foreign buyer, who can readily estimate costs of transportation in order to form an intelligent idea as to the economy of a foreign distribution under competitive costs.

Foreign buyers can be placed in possession of this desirable catalogue by making application through the New York representatives of their respective houses.

#### Hardware Advertising.

Manufacturing and merchandising on a scale broad enough to employ large capital and a large number of people must be so systematized that the principals are relieved from the strain and annoyance of detail. This is done by placing confidence in and throwing responsibilities on the employed. Untired minds and bodies successfully grasp and control important situations and pilot the interests of the stockholders and their patrons to a happy conclusion. Managers of retail stores, as ordinarily conducted, undertake too much and become so wearied by long hours and trifling details that they lose sight of larger matters bringing greater profits, and the remedy for this bad condition is a better distribution of store responsibilities. The experiment will surprise the employer and the employed. You have overdeveloped yourself, and underdeveloped your help. The chances are, if you make the trail of shifting detail responsibility on to the shoulders of clerks who give a little advance promise of future usefulness, that a surprise party will await you, as they will show an absence of old fogysm and key matters up to a 1900 pitch. and you become the pupil and they the teacher.

In this improved situation begins that class of Hardware advertising that pays. Your house is advertised as prompt and errorless. The stove department is under one manager, who becomes accountable for a full line of goods—well blackened and mounted on clean trucks. Pricing is perfect, miscellaneous orders for repairs, and notices of same to customer on arrival of his wants, and attention to collecting the pay, shuts off the item of "dead stove repairs." The implements and implement "extras" require another man with another order of talent, but under the same discipline and clothed with the same responsibility. The plumbing stock and estimates for builders—the building Hardware and general stock—each has its head. The new department responsibilities will create new zeal—disperse little jealousies—lessen opportunities for shirking. You ask, "What is the proprietor to do when others do the work?" Others don't do it. They clear the track and give the real race horse a chance to show his speed. The proprietor becomes the advertising head—meets the trade and shakes hands with them. Handshaking is as good in business as in politics, if you know how to do it. He sees that the implement clerk doesn't plumb the plumbing clerk's customer, or the plumbing clerk doesn't plow under the implement clerk's man.

Customers are human and humanity craves attention, and when the customer calls he always wants the proprietor to know he is "trading" with him, and the "head of the house" can do the welcoming act in a moment and pass him over to the proper salesman to finish the detail. The strain is slight, the customer is happy and the deal will go through.

"Warranted" goods provide a fruitful pasture for the growth of disputes and dissatisfaction. Have all cases referred to yourself. All goods "returned" in a year's time really amount to a very small sum. You can make the biggest kind of advertising out of every case, and, as I grow older in experience, I wish more customers would bring back more goods so I could do more advertising. Take the goods back and give new ones for them, but do it pleasantly and leave such a good feeling by the act that the customers will kick themselves all the way home for having troubled such a good fellow with such a beggarly trifle. That is advertising—they talk about you to your advantage from their seats on the rail fences and their seats at the "Parson's donation."

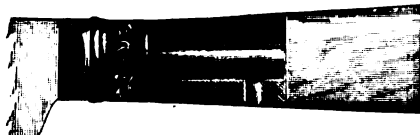
This freedom from detail gives you a chance to jog the memory of the delinquent, and press the collecting spur with tender delicacy. The proprietor becomes a walking bill-board, and his working hours are well occupied if he divides them fairly between the traveling agent, clerks and customers, with a little time on Sunday for church and family.

GEO. W. HUBBARD in *Detroit Trade*.

Goods should figure well in a discount sheet.

### Solving a Difficult Problem.

Loosening of the handles of table knives and forks is one of the most serious questions confronting the manufacturer, the dealer and the user. In the better grades of table cutlery rivets through the handle are undesirable as detracting from the appearance and finish; hence resort has been to cements for uniting tang to handle. Being subjected to constant use and frequent immersion into hot or boiling water, the action of the heat causes softening of the cement, with consequent expansion, resulting in splitting of handles, as well as destroying the adhesive qualities and allowing handles to come loose. While many excellent cements are to be had for this purpose,

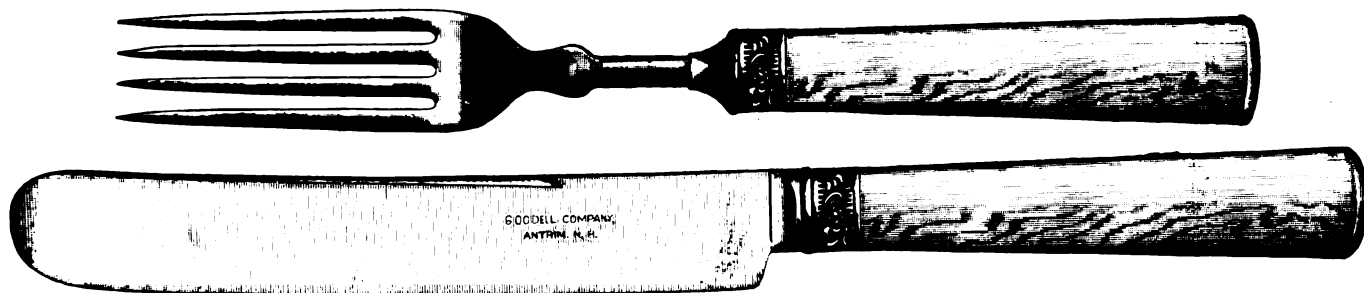


there is none which will withstand the constant washing in hot water, and for this purpose manufacturers have long sought for some method of insuring permanency of fastening without sacrificing the finish and appearance.

The problem has been solved in a most admirable manner by the Goodell Co., Antrim, N. H., in the production of its new "400 Line" of table knives and forks, by the patented method here shown and described, whereby absolute rigidity and permanency are assured, and a product which for strength, durability and appearance is unsurpassed.

As shown in the accompanying illustration, the handle is bored to receive the tang in the usual manner. At the proper point a transverse channel is bored to the opening. The bolster is then placed in position, the tang inserted in the handle, and into the transverse opening is introduced hot metal, under heavy pressure. The nature of this metal is such that it unites solidly with the tang and bolster, and filling all interstices between these parts and the handle, unites the latter rigidly to the blade as one solid construction. The metal, being unaffected by atmospheric conditions, does not expand nor contract, like cement; hence splitting of handles is avoided and the durability limited only by actual wear of the parts. The durability of this fastening is attested by the fact that at a recent exhibition one of these handles was kept in boiling water with no result other than to somewhat impair the high polish of the wood.

In addition to the great improvement in method of fastening the "400 Line" is an exceedingly attractive one, as will be seen by reference to the advertisement of the Goodell Co. on



page 13. The bolster is handsomely designed and nickel-plated. The blades of the knives are highly polished and burnished. Forks are latest design, 4-tined and full nickel-plated throughout, being first treated with a heavy coating of block tin to insure perfect union of metals. Eight different styles of handles are furnished, with choice of ebony or cocobolo.

This line is in no way competitive, as it stands in a class by itself, being in every way superior to anything ever attempted in this direction. Permanency and solidity of fastening are absolutely guaranteed, while for design and finish it is unsurpassed. As in all other lines, the policy has here been adhered to of making only the best possible, which policy has been fully justified by the constant growth and

steady development of the company into its present position in the front rank of progressing American establishments.

### A New Advertising Plaque.

We show herewith a representation of a very attractive enameled sign which the Nicholson File Co., of Providence, R. I., has just brought out. It is a steel plaque, finished in a



deep blue enamel on one side and a brilliant scarlet on the reverse. The cuts of the file and rasp are shown in the exact shade of color of the steel, while the lettering is in silver and white. The plaque is designed to be hung up, and makes a very fine showing on the counter or walls of the Hardware store. It is quite in keeping with other effective advertising novelties brought out by this company from time to time.

The Nicholson Co. wish it announced that they will be pleased to furnish all wholesale and retail dealers who handle their various brands of files and rasps, as well as all machine and other shops where their files are used, with the above sign upon receipt of a request. If it is a large house and more than one would be desirable for distribution among its customers, the number required will be supplied. The company propose to enclose the sign in shipments to those of their customers who desire them. In the case of a concern which does not order direct, the sign will be supplied through their jobber or dealer.

Fultonville, N. Y., Sept. 10, 1900.

Lafin & Rand Powder Co., New York City:

Dear Sirs—Kindly accept thanks for catalogue and other

matter which came to hand to-day. They are very pleasing indeed to any one who is fond of hunting. This is my second season in the use of your shot gun "Smokeless," and I can assure you that your claims to its many good points are quite modest. It seems to be a "far reacher," and of good penetrating qualities at that. I have used a "Smokeless" that fouled the gun so badly that it was almost impossible to get it clean, even with a scratcher, but not so with the Lafin & Rand, which makes cleaning a pleasure.

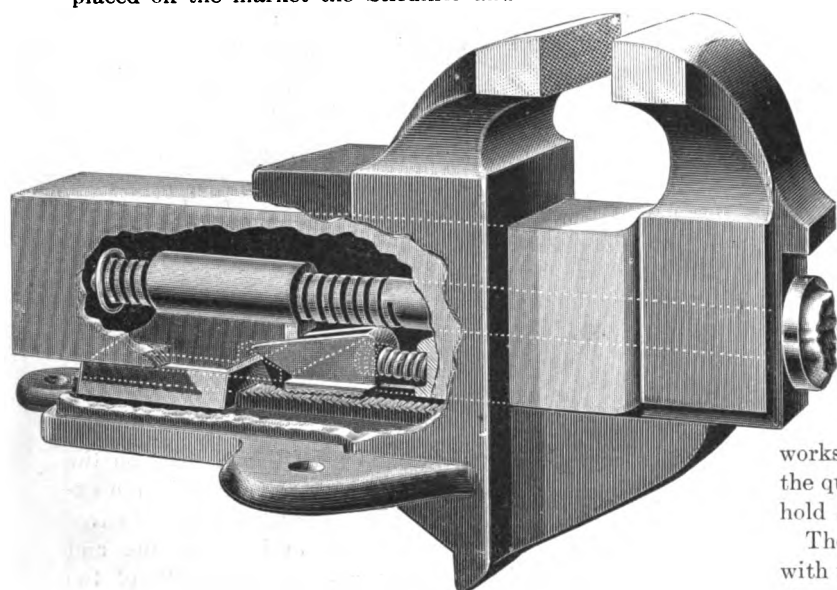
Respectfully yours,

EDW. E. SIMPSON.

In 1898 the tobacco monopoly yielded France an income of 329,000,000 francs.

### National Vise and Tool Works.

The National Vise and Tool Works is a newly-organized concern which succeeds in a very gratifying manner to the entire vise business formerly controlled by W. E. Snediker, Jersey City. Tower & Lyon, 95 Chambers Street, New York, are the direct representatives of the new company, and will have complete control of their entire output, both for the export and domestic trade, they having for a long period placed on the market the Snediker and also the well-known

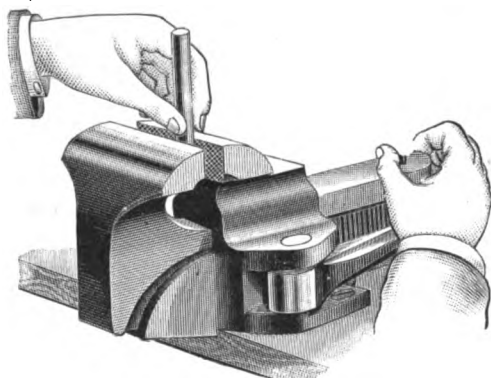


THE SNEDIKER QUICK ADJUSTING VISE.

Stephens vise, which was first manufactured by Nathan Stephens, nearly forty years ago; and who, having implicit faith in its selling merits, which was justified by the results, had a stock made by Cook, of Hartford, putting a large amount of money in the enterprise. Melvin Stephens, on the death of Nathan Stephens, succeeded to the business, but various other large enterprises prevented his giving the vise business the attention it deserved, so it was deemed advisable to establish the National Vise and Tool Works, with ample means for the manufacture and sale of goods already so well known and approved of. Mr. Snediker, who will be the practical head of the manufacturing department, has long been the maker of the "Stephens" and "Snediker" quick adjusting vises, of which we give illustrations herewith:

In this illustration the side is cut away so that all the working parts appear in their proper positions.

When the Screw Handle (not shown in the cut) is turned to the left, the Solid Nut is separated or recedes from the

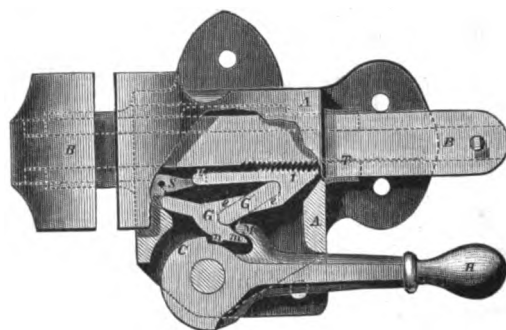


THE STEPHENS PATENT VISE

toothed Nut Block; the Spiral Spring—the pressure being thus removed—pushes the toothed Nut Block up out of engagement with the toothed Rack in the Base or Stock, leaving the Sliding Jaw to be moved freely in or out without turning the screw. When the front jaw is pushed up against the work, one turn of the Screw Handle to the right draws the Solid Nut forward again into contact with, and pressing the toothed Nut Block down into engagement with, the Base Rack, when a further turn of the Screw tightens the Jaws on the work.

These improvements have made this an extremely popular vise. It has the advantage of an instant quick adjustment by a single motion with the powerful sure grip of an ordinary screw vise, and this is accomplished by adding two pieces to the ordinary common screw vise: the toothed rack in the bottom of the stock and the toothed nut block which engages in the rack, both of steel construction.

We give an illustration of the Stephens Patent Vises, which will form so large a part of the product of the new



SHOWING WORKING PARTS OF STEPHENS VISE.

works, showing the principle underlying their construction, the quick adjusting cam and toggle joint, which insure a firm hold and quick work.

The improved action made possible by this vise does away with the slow-moving screw, gives the solid bar with its added strength, and the power instantly applied, of the lever and cam and toggle joint. It is the intention of the new company to place upon the market at an early date an entirely new line of Stephens Patent Jewelers' Vises, which have been popular with that industry.

Tower & Lyon are equipping themselves by an additional force of salesmen to market this important product, with the design of making the trade in every large city fully conversant with their merit. The foreign trade will receive more attention than usual, as it is in contemplation to have one of the firm go abroad in the interest of the vise business at an early date.

### New York State Association of Hardware Jobbers.

The annual meeting of the New York State Association of Hardware Jobbers was held in New York City on Thursday, September 27th. The old officers were all re-elected to their respective positions as follows: President, J. W. Black, Burhans & Black Co., Syracuse; vice-president, James H. Boucher, Mathews & Boucher, Rochester; secretary-treasurer, S. J. Weaver, Weaver, Palmer & Richmond, Rochester; directors, Frederick Barker, Barker, Rose & Clinton Co., Elmira, and Charles W. Wells, Buffalo. Nothing important outside of the regular routine of business was transacted except that during the day opportunity was given for interesting conferences with representatives of the American Steel and Wire Co. and the Tuttle & Bailey Mfg. Co. In response to the courteous invitation of the American Tin Plate Co. the annual meeting was held at the Hotel Manhattan, and at 6:30 o'clock the members of the association, together with Secretary-Treasurer T. James Fernley, of the National Hardware Association, were the guests of the American Tin Plate Co. at an elaborately prepared banquet, and in the evening were finely entertained by their generous hosts at a theatre party. The American Tin Plate Co. did their very best to make it pleasant for the gentlemen representing this important organization, and in connection with which was the use of an unique table service and the necessary furnishings, which were all made of American tin plate, especially for the occasion.

During the last twenty-five years the American people have imported \$180,000,000 worth of precious stones.



## FORTY YEARS IN HARDWARE.

### SOME CHANGES WHICH FOUR DECADES HAVE WROUGHT.

You ask me to furnish your readers with some information as to the difference in methods of conducting the Hardware business, as we are accustomed now to know them, and conditions eighteen years ago.

The first thought is that this is an easy thing to do, that there have been great changes in eighteen years, and that one can easily fill a column or two in enumerating them, but I find it a very difficult task to write a satisfactory article confined to the experiences of so short a time.

It is true that in eighteen years there have been many changes, both in goods and in methods. A score of years ago we had more trade with lumbermen and less with furniture manufacturers. It is within this period of time, I think, that the old iron cut nail has been displaced by the steel cut nail, and it in turn by the steel wire nail, now almost exclusively used. I would not like you to ask me to go back and give you a history of changes which have taken place since Wilder D. Foster started the first tinshop in this city in 1837, for this is only a matter of hearsay, and I would not be good authority. Neither ask me to commence with 1845, when the firm of Foster & Parry was formed, for that, while a matter of record, was before my time.

I have before me, as I write, the articles of co-partnership above referred to, dated July 22, 1845, in which I find the following sentence:

"They each of them have this day paid in full sum of one hundred and fifty dollars to be used, laid out and employed in common between them, in the management of said trade and business, to their mutual benefit and advantage."

Ask me to tell you some of the changes which have taken place in the Hardware business during the past thirty-eight years and a more extended article can be written. Strange as it may seem, I think it is a fact that as we grow older we live over again in our minds the days of our youth. We live in the past. We remember much more vividly the happenings of our daily life when young than we do the occurrences of later life. So it seems I remember more distinctly the early methods, the class of goods handled and the people we did business with.

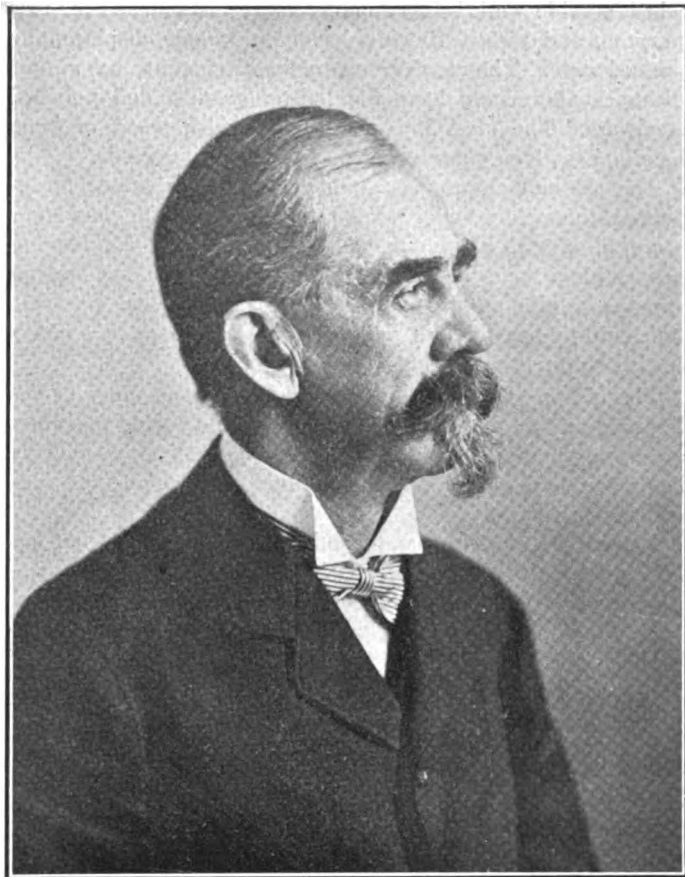
In 1862 the shelves of a Hardware establishment did not look much as they do now. Then most of the shelf and many of the heavy goods were imported. We did not have the tasteful paper and wooden boxes nicely sampled on our shelves, but instead a clumsily done up paper package, with a sample of the contents tied on the outside. Every time an article was sold this package had to be taken down, the contents shown, and, after a sale was made, what was left was done up again, re-sampled and returned to its place on the shelf. You can readily imagine the appearance of the shelves after the day's work was done; and the days were long—from early morning until 9 o'clock or after, six days in the week.

There was no wholesale Hardware trade in the city, as there were no country stores tributary to us who handled Hardware. There were no railroads to bring us customers. Our trade, outside of the city, was exclusively with lumbermen and farmers, and how we did dread the rainy periods of Spring and Fall when the roads were impassable by reason of the mud and our customers could not come to town!

There were no factories making pressed tinware, the result being that every establishment had to run a well-equipped tinshop for making pieced ware, stovepipe, elbows, etc., besides doing general job work, from putting up conductors and cave troughs to making steam pipes of copper for our river

boats, at \$1 per pound for the copper and \$8 per day for coppersmith and helper. I remember, also, that we paid 75 cents per dozen for making common stovepipe elbows, we furnishing tools, shop room, stock, heat and light.

There was much barter in the early days of the Hardware trade in Grand Rapids. Anything the farmer raised could be changed for goods. Wood, dressed hogs, corn, potatoes, cheese and butter were taken and disposed of to employees. Our factories and mills paid their hands largely in orders on the stores and settled their accounts once each year. The farmer was offended if asked to pay before harvest, and



WILDER D. STEVENS.

did not always pay then. It was necessary to keep a man on the road all the time, with a buckboard in summer and sleigh in winter, making settlements, and many a note was saved from outlawing by endorsing the value of a meal taken with him, usually 25 cents.

The store was not supplied with porters to wash windows, get up heavy goods from the basement and wood for heating. The clerks did all of that work and the brunt of it usually fell upon the youngest of them.

One feature is still remembered with vividness and that is the rag bin. All Hardware stores took rags—both city and country rags—for goods. In some convenient place in the floor of the salesroom was a trap door leading to the bin in the basement. After weighing the bag—they were usually brought in a bag—the contents were shaken out into the bin, stones and all, for even the honest farmer would sometimes not be careful in filling the bag. When the bin was full and trade quiet, the "cub" was sent into the bin to assort and sack ready for shipment to Eastern paper mills. I should think I spent nearly half of my first year in the rag bin, working by the light of a coal oil lantern or candle, and this

reminds me that I can remember when the only lantern made or sold in our establishment used a candle as a means of light. It was constructed of tin, with a light of 7 x 9 glass in front; in fact, our first production had no glass, the rays of light coming through slits cut in the tin with what was called a "lantern chisel." I doubt if there is a "lantern chisel" in any Hardware store in the United States at the present time.

There have been many, many changes in the character of goods handled. I can not begin to enumerate them. The scythe and cradle have been to a great extent displaced by the mower and reaper, now handled exclusively by agricultural and implement dealers in the city. Belting, packing and mill supplies generally have left the Hardware stock and are sold by establishments paying particular attention to this class of goods. The wagon, carriage and harness Hardware is also handled by exclusive houses. The spinning wheel, which used to take up so much room, has given place to the bicycle in many Hardware stores. The tinshop has been almost abolished, outside work being done by houses established for this purpose, and pieced tinware has been largely displaced by pressed ware. The rough ironware for kitchen use has almost disappeared and we have the lighter granite and polished steelware. The steel knife and fork, with wood or bone handle, has given place to fine plated or sterling goods.

The old and clumsy counters have to some extent disappeared, their place being taken by handsome plate glass show cases, filled with attractive goods. Barbed wire for fencing now employs the capital formerly invested in mill and logging supplies, while sporting goods occupy the space formerly taken up by heavier and rougher goods necessary in a newly settled country.

The old wooden carpenter planes have given place to the lighter iron tool, in endless variety. The old boring machines are nearly a thing of the past, and shop work by machinery has made unnecessary many carpenter tools which were constantly called for.

I think the most important and gratifying change that has been made in the Hardware business is the change from imported goods to those of American manufacture. American iron, American steel, American tinplate, and the manufactured products thereof, constitute 95 per cent. of a stock of Hardware at the present time, while in 1862 about as large a proportion was imported.

WILDER D. STEVENS, in *The Michigan Tradesman*.

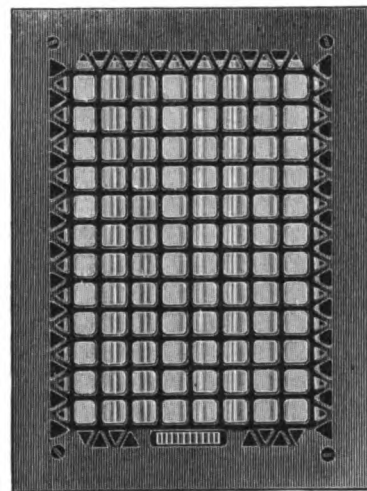
### M. S. Benedict Mfg. Co.'s New Catalogues.

The M. S. Benedict Mfg. Co., East Syracuse, N. Y., with branch offices at 409 Broadway, New York, 40 Yonge Street, Toronto, Ont., and 111 Wabash Avenue, Chicago, Ill., have recently published three extremely handsome catalogues, oblong in shape, 9x12 inches in size, devoted to the exhibition of the several lines of goods with the sale of which they have been long identified. The catalogue devoted to silver-plated hollow ware and flat ware, is No. 16, and contains 175 pages, bound in bright red covers, with gilt embossed title. The illustrations are of the most handsome character that we have seen in a catalogue of this description, very finely engraved, illustrating the goods admirably, and including with the fine full-page half-tone illustrations of silver tea sets, a number of pages printed in color covering a line of specialties such as cracker jars and sugar and pickle sets, water bottles and creamers, etc., manufactured from imported Bohemian ware in all the various colors, royal blue, chocolate brown, gold decorated, old rose, carnation pink, etc., with hand burnished gold-plated mountings, and also quadruple silver-plated mountings. These pages are artistically presented in the handsome colors and tints that fully illustrate these high-toned goods, and to those unfamiliar with the excellence of a publication of this kind will seem extremely unique. In their introductory remarks, the company state they cast and

roll direct from the ingot, silver included, all metals that enter into the manufacture of their ware, effecting a saving of intermediate profits and reducing the cost of production to a low figure. They also state that any piece of metal ware bearing their stamp or label is guaranteed quadruple plate of pure silver .999 fine on a base of pure hard white metal, and warranted to wear ten years with ordinary use. An excellent two-page index at the end of the book gives quick reference to its contents, which include several pages of genuine cut glass ware, which now forms an attractive feature in connection with a display of silver ware. Issued at the same time as a supplementary volume, covering the novelties in the way of silverware that are now usually found in a well assorted stock, is a pamphlet catalogue No. 17, of the same dimensions as No. 16, having 96 pages, and displays their entirely new designs of sterling silver-mounted goods, toilet sets, sterling silver manicure articles, ormolu gold and silver-plated frames and novelties, including a line of burnished ormolu gold-plated clocks. A very good idea of these goods can be obtained from the line engravings with which this catalogue is filled. An additional catalogue completes the set, of the same size as the others, but having only 22 pages, and covers a line of silver plated ware of standard A1 plate on an 18 per cent. nickel base. The assortment includes forks and knives that are warranted "twelve" pennyweight, and are so stamped. This is a very valuable set of catalogues, which in their completeness and style, would indicate the importance of the manufacturing facilities of this well-known company.

### Novelty Mfg. Co.'s "Neverbreak" Steel Registers.

The Novelty Mfg. Co., Jackson, Mich., are placing upon the market a line of warm air registers and ventilators



"NEVERBREAK" STEEL REGISTER.

manufactured entirely from sheet steel and steel plate. They are marketed under the name of the "Neverbreak" steel registers, and are claimed by the manufacturers from their careful construction and modern material, to be absolutely indestructible. An illustration of these goods is given herewith, presenting as they do features in common with all corresponding styles of registers. They are made in all standard sizes, and furnished in any style of finish desired to harmonize with the other metal trimmings where it is designed to place them. The method of construction and the material used enable the manufacturers to make smoother, handsomer and better finished goods than are usually found in the older styles of cast iron registers. They are provided with aluminum bronze valves, unless otherwise ordered, as the manufacturers contend that aluminum bronze will always retain its color and does not show dirt and dust like any other color, and from the nature of the metal used, it is more readily discovered whether the valves are opened or closed, which is frequently difficult with the ordinary register so generally used heretofore.

## RECENT TRADE PUBLICATIONS.

**PITTSBURGH STOVE & RANGE Co.,** successors to Bissell & Co., Pittsburgh, Pa. Sixty-page catalogue of stoves and ranges well known to the Hardware trade under the name of the Triumph. The catalogue is printed on excellent paper, and the illustrations are very handsome and admirably show the artistic style which is the crowning feature of most of those shown.

**ART STOVE Co.,** Detroit, Mich. Descriptive catalogue and price list of Laurel stoves and ranges. Pamphlet catalogue of 128 pages, printed on coated paper, and beautifully illustrated with half tones showing the complete line of goods manufactured by this company, including steel ranges in large variety, cast iron ranges, cook and parlor stoves, all of which are described in a thorough manner intelligible to the buyer.

**KAMPFE BROTHERS,** 8 Reade Street, New York. Oblong catalogue of 28 pages, printed on excellent paper, of genuine "Star" Safety Razors, and handsomely illustrated in colors, showing their line in all the various styles in which they are put up, including those in cases. Included in the contents will also be found the razor-stropping machine and "Star" honing machine, and a line of razor strops suitable for use in connection with this well-known safety razor.

**S. W. CARD MFG. Co.,** Mansfield, Mass. Pamphlet catalogue of 76 pages, embracing the line of high-grade goods manufactured by this well-known company, including in its contents machinists' hand taps, pulley, taper, hob, stove-bolt and stay-bolt taps, blacksmiths' taper taps, reamers, machinists' screw plates in large variety, gunsmiths' and amateurs' screw-plates, and a line of high-grade screw-plates marketed under the name of the "Diamond," etc., etc. This small catalogue is a reproduction by photo-engraving of their large catalogue, and is intended for a more general distribution, in order to familiarize the trade with the extensive line which this company are now engaged in manufacturing.

**INTERNATIONAL SILVER Co.,** successors of Rogers & Bro., Waterbury, Conn. Catalogue No. 70, covering the line of goods of the celebrated Star brand, and known under the name of Rogers & Brother's A No. 1. This extremely handsome catalogue of convenient size, covering 100 pages with cover, embraces in its contents every description of flat ware manufactured under the above trade mark, including all the latest styles of ornamentation as well as the old established lines so well known to the Hardware trade; is printed on excellent paper, and finely illustrated with illustrations of the highest grade of art, reflecting credit on the company distributing the same, and undoubtedly worthy of acceptance by the Hardware trade to whom it is sent.

**SYRACUSE PLOW Co.,** Syracuse, N. Y. Pamphlet catalogue of 50 pages, being their barrow and truck catalogue No. 9. Printed in colors throughout, and with an embossed cover lettered in bronze. This catalogue contains within its contents their line of wood and steel wheelbarrows, contractors' plows, steel sewer buckets, drag, road and wheel scrapers, charging barrows, steel skips, push carts, store and warehouse trucks, railroad, wharf, grocery and baggage trucks. This is a very fine catalogue of the class of goods distributed, the assortment being one that is extremely complete, list prices accompanying the entire line, subject to a discount furnished to the trade by the company. It is a very desirable catalogue for the Hardware trade handling these important goods.

**WILCOX Mfg. Co.,** Aurora, Ill. Pamphlet catalogue of 64 pages of their large line of door hangers and Hardware specialties, which include the Richards improved door hangers in large variety, and roller bearing steel barn door hangers; also the fire door hangers manufactured by this company, and well known to those handling such supplies. They also manufacture a large line of overhead carrying track systems which are graphically illustrated and explained in this catalogue, together with their ball-bearing ladder fixtures for Hardware stores. Included in the contents are elevator door hangers in variety, door holders, barn door hangers, steel door tracks, latches, stay rollers, etc. Their line of goods is well known to the trade, and this, their latest catalogue, includes all the improved styles that have been added to their assortment since the date of their previous catalogue.

**WHEELING CORRUGATING Co.,** Wheeling, W. Va. Seventy-six-page catalogue 8 x 10 inches in size, very handsomely gotten up as to style of paper, printing and illustration, and showing in a remarkably graphic manner the various patterns and designs of ornamentation noticeable in their line of products of metal ceilings, the half tone illustrations depicting the same being of a high grade of art, and showing the patterns admirably. This is evidently intended for distribution in Spanish-American countries, all the text being printed in Spanish, and should largely assist in introducing this class of goods wherever the catalogue is distributed. It certainly reflects credit upon the catalogue department of this company, that a catalogue so complete in all its parts and printed in a foreign language and so worthy of distribution should be undertaken by them. It is certainly a beauty.

**THE SIMMONS HARDWARE Co.,** St. Louis, Mo., distributing as they do to a large constituency so many and various catalogues, in addition to the mammoth one which forms their business text book and authority, are occasionally able for a special department to publish something extremely artistic, graphic and wide-reaching. And such an one is Catalogue 375, issued in the interest of their department embracing lamps, jardinières and art pictures, and to properly and adequately exploit the extensive line covered by these few names makes necessary a volume of 360 pages, oblong in shape, 7 1-2 x 9 1-2 inches, and admirably illustrated throughout, many of the pages being printed by the aid of a color process, in the natural colors of the articles represented, that makes an exceedingly attractive display of the contents of the pages. Especially is this noticeable in lamps and globes and framed pictures and other art goods.

**STANDARD WELDING Co.,** Cleveland, Ohio. Catalogue No. 3, covering the seamless steel tube bicycle parts made by this company, and illustrating their system of electric welding of metals. This is a very handsomely gotten up catalogue of 30 pages, and illustrates seat posts, rear forks and stays, fork sides, chain adjusters, mud guard braces, and refers to the seamless steel tubes of all the standard sizes and gauges manufactured by this well known company, together with parts, illustrations of the same, and illustrations showing the feasibility of using the process of electric welding which is the great specialty of this company. Illustrations are given of the numerous sheet steel stampings for bicycles with the manufacture of which this company is identified. A list is given on the final page of a large number of articles that have been welded by this process, and which is in daily use by them. It is well worthy of consideration by those interested.



## NEW GOODS AND SPECIALTIES.

### "Never-Twist" Screw Driver.

Braunsdorf-Mueller Co. are placing upon the market something new and desirable in the way of a screw driver, which is marketed under the name of the Never-Twist Screw Driver, referring as it does to one of its special features, being guaranteed by the manufacturers never to twist in the handle. In fact, so confident are they of this fact that they agree to give one dozen screw drivers for every Never-Twist Screw Driver that turns in the handle. Notwith-



FIG. 1.—"NEVER-TWIST" SCREW DRIVER.

standing the number of drivers already on the market, each of them possessing features of merit that commend them to the user, there is still room in the trade for the introduction of another, provided it possesses new and original points of interest. In this one under consideration (see Fig. 1), attention is called to the construction of the ferrules; as will be noticed in Fig. 2, they are square, thus enabling the screw driver to maintain that rigidity and inability to turn so confidently relied upon by the manufacturers. The holes



FIG. 2.—"NEVER-TWIST" SCREW DRIVER

in the bottom of the ferrules, through which the tangs of blades pass, are also square, subsequently making the blades firm and unturnable, the blade, ferrule and handle being as rigid in this connection as if constructed of one piece. They are very handsomely finished, manufactured from the very highest grade of tool steel; great care is taken in tempering the blades to have them of uniform evenness. Every screw driver that leaves the factory is warranted perfect. A patent has been applied for on this novel device, and there is every reason to believe that it will be promptly granted. The address of the Braunsdorf-Mueller Co. is Elizabeth, N. J.

### "The Dolly" Washing Machine.

The Novelty Mfg. Co., Rock Island, Ill., are manufacturing for sale to the Hardware and housefurnishing trade "The Dolly" Washer, an illustration of which we give in this article. It is claimed to be one of the cheapest machines for the purpose placed before the trade, and suitable for any small family, and on this account likely to prove an attract-

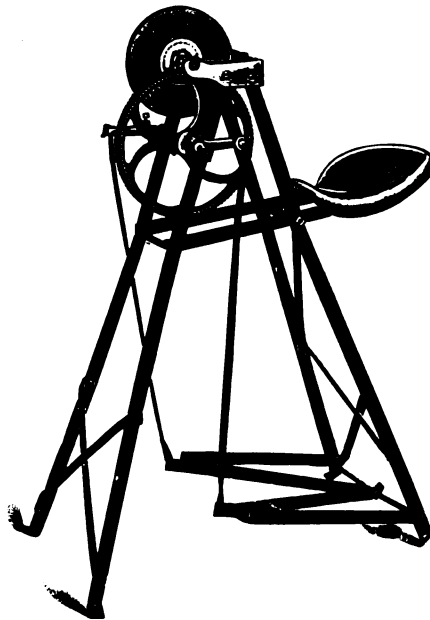


"THE DOLLY" WASHING MACHINE.

ive seller. It will fit any wash tub, and is claimed to wash the clothes clean without the aid of a washboard. One of its principal recommendations is the fact that it can be marketed so as to be retailed at one dollar, and still pay a good profit to the dealer. It is noiseless in operation, and sufficiently strong to be durable, weighing only six pounds. Further information will be given by the manufacturers upon application.

### Geared Bi-Treadle Emery Wheel Grinders.

Schofield & Co., Freeport, Ill., are successfully placing upon the market the geared bi-treadle emery wheel grinder, which is illustrated herewith. It possesses a steel frame, and in its method of construction requires no belt. The manufacturers state that the grinder will do any grinding that can be done with a grindstone, and will do it twice as fast.

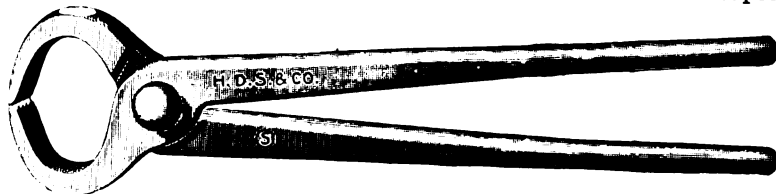


GEARED BI-TREADLE EMERY WHEEL GRINDER.

They also state that the machine will be found much more desirable for the use of a farmer than any grindstone. They have had on the market for several years a bi-treadle grinder, and, in comparison with that, the geared grinder illustrated here runs with much less friction, consequently runs more easily, and it is also claimed can be sold cheaper than the older machine. It can also be provided with a sickle-grinder attachment at a slight additional cost. This geared emery wheel grinder is especially adapted for use in blacksmith shops; in fact, all repair shops, being useful in all kinds of tool grinding.

### "Circle S" Horse Shoe Pincer.

H. D. Smith & Co., Plantsville, Conn., and 253 Broadway, New York, among their numerous specialties have recently placed upon the market a high-grade horse-shoe pincer, patented under the recent date of August 14, 1900. We illustrate this desirable article herewith. It is intended to super-



"CIRCLE S" HORSE SHOE PINCER.

sede the German article of similar appearance, which has for a long time been known to the Hardware trade, and the quality of which bears no comparison with the class of goods represented by the article under review. It is in common with other productions of this well-known company commended to the trade as an article of superior merit, and corresponds in excellence with the carpenters' pincer which has been before the market some time and made by the same company. It is made of high grade steel, nicely finished, and has well tempered jaws. The hammer device on each side

of the head is a practical and convenient innovation. The horse shoe pincer is made in sizes of 10 and 12 inch, and are packed in wooden boxes, with a sliding cover, of one-third of a dozen each, six dozen to an original case, and are branded "Circle S," which indicates on goods manufactured by this company that they are made from their best forgings.

**Improved Cold Handle Sad Irons.**

The Wrightsville Hardware Co., Wrightsville, Pa., Alder & Boyd, 37 Warren Street, New York, agents, have recently



FIG. 1—MRS. BEST'S IMPROVED IRONS

placed upon the market the improved sad irons illustrated in this article. The new and unique feature of these irons lies in the handle stretcher, and the novel method of attaching it to the irons, three of which constitute a set. In Fig. 1 it will be noticed a hole is seen in the lug which extends below the center of the stretcher. The lug is stationary. In attaching to the iron the handle is placed crosswise, as in Fig. 2, a pin on the iron entering the hole in the lug. The handle then by being turned lengthwise of the iron, enables the narrow lugs near each end of the stretcher being actuated by a spring, to drop into openings provided in the top of the iron. As the center lug extends under the plate on the iron, it prevents the handle being lifted off, while the end lugs keep the handle lengthwise of the iron. When necessary to remove the handle, the end lugs are lifted by means of the knob on the top of the stretcher, enabling the handle to be turned around and taken off. The manufacturers state that with reasonable care the handle will last a lifetime, and that



FIG. 2.—SHOWING MODE OF ADJUSTMENT.

no fear need be entertained that the device for attaching the handle to the iron will become loose and allow the iron to drop on the floor.

**"The Masterpiece" Saw Set No. 95.**

Among the many tools of the carpenter that have developed with the more intelligent requirements of the skilled mechanic, the saw set which for several decades showed but few signs of improvement is to-day found away in advance, and

in the perfect saw set, No. 95, manufactured by Charles Morrill, 275 Broadway, New York, has finally arrived at a point of excellence which makes the name of "The Masterpiece" fairly applicable. We present herewith an illustration of this tool, together with a sectional view giving in detail the principal mechanism of its movement. As will be noted, the revolving anvil with indicator is subdivided and marked

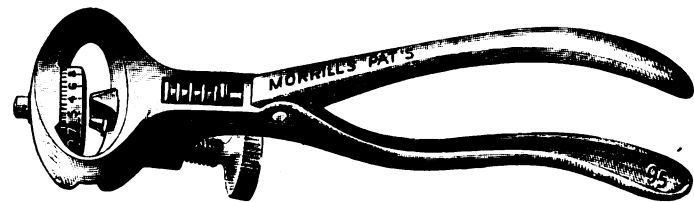


FIG. 1—"THE MASTERPIECE" SAW SET NO. 95

with figures, the figures showing the number of teeth to the inch in the saw to be set. If the saw, for example, has 10 teeth to the inch, the anvil is turned until the figure 10, as indicated in the cut, comes up directly in front of the plunger, and the set is operated in the usual manner. The gauge screw is placed so the saw can pass through without friction in its operation, the saw blades being held rigid by vise or clamp, the head of the saw set being held steadily against the blade of the saw, the right hand being used to

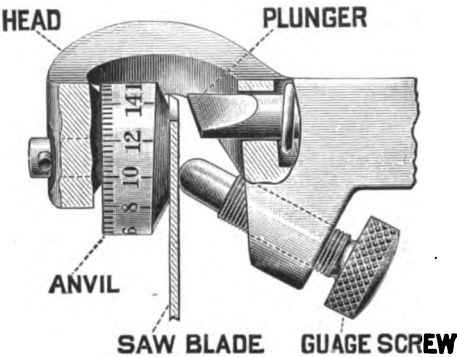


FIG. 2.—SECTIONAL VIEW, SHOWING MECHANISM.

compress the handles carrying the plunger forward and setting the teeth properly.

**Hart's Flag Staff Brackets.**

Walter Hart, 113 Liberty Street, New York, has recently appointed John H. Graham & Co., 113 Chambers Street, New York, his general agent (other than in Greater New

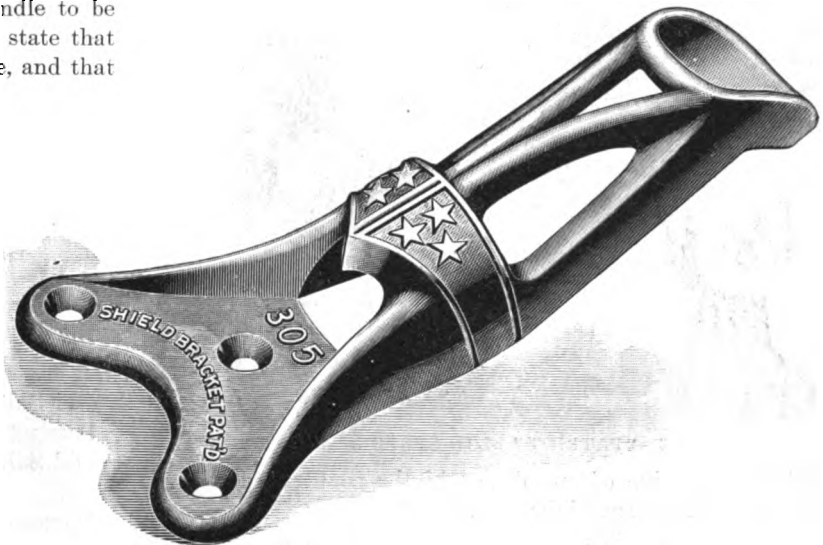


FIG. 1.—"SHIELD" FLAG STAFF BRACKET.

York). Mr. Hart, for the last twenty years, has been a large manufacturer of a line of specialties known as flag-staff brackets. It is a rare thing to find his line of goods represented by such a variety, but Mr. Hart, as patentee and manufacturer, has made a specialty of this particular class of goods, and has added to the assortment about everything that could reasonably be required for the purpose. We present herewith a number of the leading styles. Fig. 1 shows

the "Shield" Bracket, which is non-adjustable, and fills the call for a bracket of the lowest possible cost, yet ornamental enough to attract and make it a good seller. Fig. 2 is the "Ball and Socket" flag staff bracket, which is adjustable, but of simple construction, consisting only of two parts, but meeting



FIG. 2.—"BALL AND SOCKET" FLAG-STAFF BRACKET.

the demand for an article of this description at a moderate cost. One of the higher grade brackets found in the assortment is the "Patriot" flag staff bracket. This has a double adjustability, and is so constructed that it can be set up on bases, an improvement that we have not seen in any other bracket now on the market. Other improvements suggested by long experience have been added by the patentee and manufacturer, making this a most desirable style, as it overcomes every difficulty of alignment of the flag staff, being adjustable both horizontally and perpendicularly. These goods are sold at a good discount to the trade, and might be



FIG. 3.—"PATRIOT" FLAG-STAFF BRACKET.

added to the line of any dealer in the country and found salable at all seasons of the year.

#### "Simplicity" Incandescent Vapor Gas Lamps.

H. Merkel, 509-511 Elm Street, St. Louis, Mo., is placing upon the market at the present time a line of incandescent vapor gas lamps, which are called the "Simplicity," and from their general appearance, ease of adjustment and method of accomplishing results, deserve their name. They are intended for the use of gasoline, which is claimed by the manufacturer to be the most brilliant and cheapest light of the age, estimated to be ten times as cheap as electric light, five times as cheap as gas and accomplishing results in the way of

illumination that are wonderful, considering the slight cost. We present herewith several illustrations showing the styles in which these goods are marketed by the manufacturer, Fig. 1 representing a study, or portable lamp, the stand for which is heavily weighted, in order to prevent upsetting.

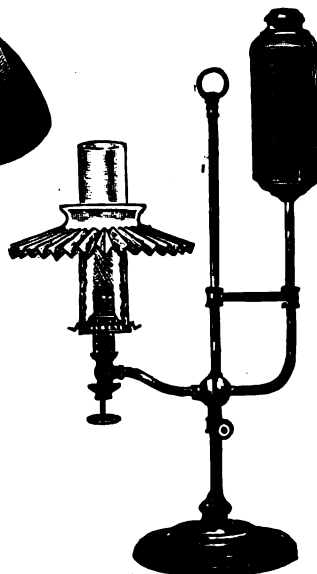


FIG. 1.—"STUDY" LAMP.

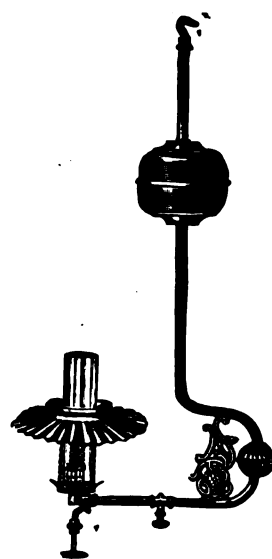


FIG. 2.—SINGLE-LIGHT PENDANT.

Fig. 2 shows their single-light pendant, manufactured from solid brass, highly polished, and with gilt ornament, representing their No. 5, as shown in the catalogue. Fig. 3 illustrates their two-light chandelier, also constructed from highly polished solid brass, and containing reservoir that holds two

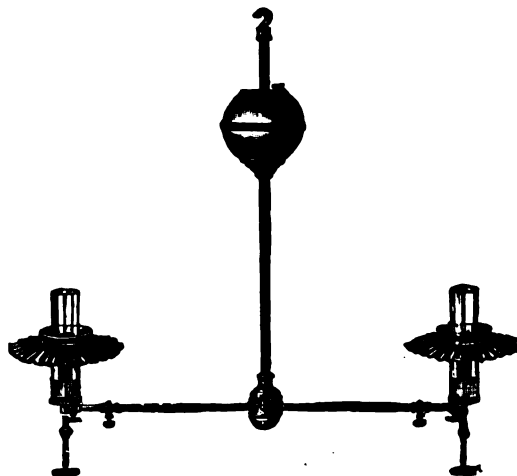


FIG. 3.—TWO-LIGHT CHANDELIER.

quarts. Each light is calculated to give 100 candle-power. The manufacturer publishes a catalogue illustrating a number of styles of these appliances, which may be had for the asking.

Passenger—Can you tell me, my good man, the name of that fine bird hovering about?"

Old Salt—That's a halbatross, sir.

Passenger—It's a rara avis, is it not?

Old Salt—Dunno, sir; I've always heard it called a halbatross.

Passenger—Yes, yes, my good fellow; but I call that a rara avis just as I call you a genus homo.

Old Salt (indignantly)—Oh, then, I calls that a halbatross just the same as I calls you an old idiot.—*Collier's Weekly*.

# PATENTS

Preliminary Consultation Free.

HENRY J. MILLER,

55 Equitable Building,

BOSTON.



REVIEW OF THE MARKETS.

**Hardware:** The demand for general Hardware has been improving every week as the season progresses, and has in many respects been a surprise to the jobbers, who are accustomed to discount the deterrent influence associated with a National political canvass. The consumers generally are in good condition to buy, and have stimulated trade from the proper end—that of the retail buyer. The conditions at present are very safe, satisfactory and encouraging.

**Wire Nails:** The business in wire nails has been remarkably good in average demand, although large specifications have not generally been the feature. There is no change in the current quotations, which may be named as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	\$2.20
less than carload lots	2.25
To retailers in carload lots	2.30
less than carload lots	2.40

New York prices remain as heretofore:

To retailers, carload lots on dock	\$2.48
less than carload lots on dock	2.55
Small lots from store	\$2.60 to 2.65

**Cut Nails:** There is but a moderate demand for cut nails, and mostly of a sorting-up character. Prices are held steadily at mill, but are occasionally shaded for smaller quantities from jobbers' hands. Prices are as previously quoted, f. o. b. Pittsburgh, terms 60 days 2 per cent. off in 10 days:

Carload lots	\$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York prices remain the same, the following quotations representing the market

To jobbers in carload lots on dock	\$2.13
less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	\$2.30 to 2.35

**Barb Wire:** Only a fairly moderate trade is shown for Barb Wire, the season being pretty well over for large requirements for domestic orders. Prices remain as previously quoted for domestic trade, as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	\$2.50
Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
Galvanized	2.85
To retailers in carload lots, Painted	2.60
Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** The demand for Plain Wire indicates a more active demand than previously reported, and is regarded with satisfaction by the manufacturers. Current quotations remain as previously established, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

	Base sizes.	Plain.	Galv.
To jobbers in carload lots	\$2.15	\$2.55	
less than carload lots	2.20	2.60	
To retailers in carload lots	2.25	2.65	
less than carload lots	2.35	2.75	

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)			
Nos.	Base	Galvanized.	
6 to 9	\$0.05 advance over base	\$0.40 extra.	
10	.10	.40	
11	.15	.40	
12 and 12½	.25	.40	
13	.35	.40	
14	.45	.40	
15	.55	.75	
16	.75	.75	
17	.85	1.00	
18		1.00	

Galvanized Wire up to No. 14 is 40 cents advance on Plain,

Nos. 15 and 16, 75 cents advance, and Nos. 17 and 18, \$1 advance.

**Cordage:** The cordage market still indicates a weakness in Manila Rope, but Sisal has evidently touched bottom. The following quotations represent the market at the present time:

	Pounds.	Cents.
Manila, 7-16 inch and larger	9½	
¾ inch	10	
¾ inch and 5-16 inch	10½	
Sisal, 7-16 inch and larger	6½	
¾ inch	7	
¾ inch and 5-16 inch	7½	
Lath Yarn, Medium and Coarse	6½	

**Linseed Oil:** Dean Linseed Oil Co. quote as follows:  
In lots of less than 5 barrels.....62 cents per gallon.  
In lots of 5 barrels or more.....61 cents per gallon.  
The five barrel price only applies to deliveries of that quantity at one time.  
Boiled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil, 76 cents per gallon.

THE ALBANY TRADE.

Fall trade started with its usual vigor, orders showing that business vitality had not been wholly sapped by the extraordinary length and fierceness of "the heated term." A slight reaction is somewhat noticeable just now, as it appears that "Old Sol" and "Gen. Humidity" feel that they have not quite discharged their obligations, and have a few more laps to run before taking leave of us. Consequently it imparts some sluggishness in the moving of Winter goods that probably would keep up the pace originally started were the weather normal. It may be, however, that a drop in the temperature will come suddenly before this is printed; then nothing but the coal strike and the excitement over the coming election will interfere with trade. The lesson of patience has within the past two years been fairly well learned by Hardwaremen. Surprises in prices, scarcity in goods at intervals, overstocks at reduced prices, and many other evils occur in rapid succession, and do not seem to create the disturbance of earlier days. If people would buy Hardware on the same basis that Mrs. Partington bought her tea (by the fifty cents' worth), how smoothly everything would run along, and how unnecessary to make rebates at settlements to meet the drop occurring after shipments are made. The delightful banquet enjoyed by the members of the New York State Association of Hardware Jobbers at the Hotel Manhattan, New York, on September 27th, tendered by the American Tin Plate Co., in return for similar courtesies on the part of the jobbers in the past, was a most felicitous occasion, and decidedly unique. The entire dinner service was especially made for this banquet, and though of silvery brightness, was nothing more or less than genuine American tinplate in the conventional shapes used at banquets. The plates for the Little Necks, the soup, the entrees, the roasts, game, punch, salad and desserts were not only exact copies of china service, but the sherry, sauterne, claret, and champagne were served in tins shaped like the customary cut glasses. The decorations of the table were exquisite—flowers in tall vases of brightly burnished tinplate. At the first glance of the table, no doubt the perilous flavor of "free silver" was suggested, but an examination of the menu and guest cards (all in tin) dispelled the thought and the conclusion was quickly reached that this was a great object lesson, showing the product of one of the youngest of the great industries of the United States, made possible by a gold standard of money, the protection of American labor, and the commendable progress of skill, industry and indefatigable labor exemplified by the great American Tin Plate Co. An exhibition of this remarkable dinner service would elicit unstinted praise for the makers, and interest the public unquestionably.

ALBANY HARDWARE & IRON CO.

**THE PHILADELPHIA TRADE.**

Fall trade has now fairly opened, and, considering the unusually warm weather, it is very gratifying to find the demand for Hardware should be so good. Reports from various sources show that stocks generally are low, and the orders received indicate such is the fact, as a general assortment of goods is in demand, and the volume of sales is very well maintained without any pressure to sell goods ahead. Of course, the weather has retarded future business, and Fall and Winter goods can hardly be expected to move until we have a lower temperature.

The condition of the market is such as to make us realize the old saying that doubtful things are always uncertain. While some prices are lower, others, again, have reached such a low point, manufacturers are already talking of a reaction, and it is difficult now to see how some lines of goods can be manufactured at the prices for which they are sold.

The event of the past two weeks has been the marked increase in the price of Cotton Sash Cord—all cotton goods being higher in consequence of the short crop and the Galveston disaster.

BIDDLE HARDWARE CO.

**THE PITTSBURGH TRADE.**

Fall trade is going on prosperously with a very good consuming demand, which keeps goods moving through regular channels in good quantity. There is no buying beyond immediate wants, and this fact, coupled with the good output, shows the consumer to be using up a very fair quantity. Regarding prices, we think most goods have touched bottom, and if a good, steady demand continues, may even react in some items. This is not the case, however, with wire, nails and shovels. These prices are still artificial, and controlled by combinations, which no doubt intend to make all the money they can before competition arrives. That there is a good demand for these goods only proves the prosperous condition of the country, for no jobber will stock beyond his immediate requirements. We do not grudge the manufacturer a fair profit, but \$30 margin between pig iron and nails is too large to be healthful. Political matters are not making nearly the stir here that might be expected. Pennsylvania not being a doubtful State, we are allowed to go our own way and attend to regular business.

LOGAN-GREGG HARDWARE CO.

**THE BIRMINGHAM TRADE.**

There is a steady demand for goods, and very little talk given to the electing of President of the United States. We would judge from the want of discussion on this subject that the public generally had about decided that their efforts would not change results, and have given their thought and attention to business, which we consider a favorable indication. It would appear that the politicians are powerless to create issues that stir the people, and that real issues come in the existing conditions. The people are not afraid of becoming an empire. The agriculturist is now happy that cotton has reached ten cents a pound, which condition was beyond his hopes only a few years ago. This will stimulate trade in all the lines of goods which he consumes and help a class of our people which have suffered most in the depressions through which we have passed. The Tennessee Coal, Iron and Railroad Company are going ahead with their rail mill, also the Austin-Bryan Mfg. Company, who make plow shapes or steel blades for the former, are now turning out their product and gradually our district is consuming more and more of the raw material, which is a hopeful sign and will help to produce steady consumption and continuous run of the mines and furnaces. Two rolling mills of the Republic Iron and Steel Co. started up on the first of the month, and now we hope to obtain supplies of bar and sheet iron more readily. While the demand for goods is steady and large, the prices remain somewhat unsettled, and we will be glad to see a more steady market.

MOORE & HANDLEY HARDWARE CO.

**THE CLEVELAND TRADE.**

The general impression that there will be no change in the administration keeps business fairly active, but certainty on that point would at once create an activity that would remind us of the Fall of '98.

We have nothing to fear but ourselves; every indication save the fear of our own folly favors a splendid business outlook.

There is likely to be continued hesitation in business until the election is over, when a radical change will take place one way or the other. The plan to change the Constitution to give Congress power to deal with Trusts is the only danger of imperialism to be feared. That would change our entire system of government.

If Congress is given the power to control the internal relations of the States, we shall have an empire and not a republic; it would be like burning a house to destroy bedbugs. That a way will be found to solve our difficulties without destroying our form of government, or the business of the country, is certain if we can use good sense and get the people to give it dispassionate consideration. That Congress has no power to prevent or control combinations incorporated by the States ought to be conceded by all parties. Nothing effective will be done until this is accepted, when the States, to whom the matter belongs, will take it up in earnest.

If clamor of politicians compels Congress to attempt legislation to this end, it means long years of prosperity to the trusts, while the people wait for the law's delay, which is sure to end in decision, and such a law is unconstitutional. This will be delay for the benefit of the trusts. Abolish the Supreme Court, say some, but a shorter cut would be to choose a king and abandon all attempts of self-government.

THE LOCKWOOD-TAYLOR HARDWARE CO.

**THE COLUMBUS TRADE.**

The weather is fine but too dry for seeding in this immediate vicinity. There have been good rains north and east. This is the kind of weather that makes one feel like sleeping in the woods, listening to the chipmunk sing. I forgot the chipmunk does not sing, and will not get poetical; but you can hear something sing in the woods this time of the year. It is a small bird, known as a mosquito. They sing but one tune, but, my oh! it is "stirring" music. I have just returned from an outing trip and know their tune by heart.

Trade continues good, and it is hard to tell when Fall trade started in, as there has been no dull season so far during the year. Prices are declining on a great many articles. In fact, most all goods are reasonable in price now except such lines as are controlled by combinations, such as shovels, wire and nails, axes and a few other articles. Some goods are too low, and we think there will be some advances. Building is very brisk in our city and surrounding towns. The demand for builders' Hardware is improving and will be good until bad weather sets in.

THE SMITH BROS. HARDWARE CO.

**THE OMAHA TRADE.**

Trade is moving in exceptionally large volume in nearly every line and the prospects for an exceptional Fall trade were never better. One noticeable feature is the exceptional increase in the local demand for wire and nails, owing to the fact that the trade who have ordinarily bought in carload lots have held their stocks down and bought in a local way, and with increased demand comes increased orders for local shipment which taxes the ability of the jobbers to the utmost to handle promptly and keep up stock. Collections are up to the average, and, if present conditions continue, Fall trade promises to be above it.

RECTOR & WILHELMY CO.

**THE ST. PAUL TRADE.**

The business in our territory is not good, because of a great shortage of crop, and there can be no better conditions until next year. We have no total failure, but we have a shortage of 150 million bushels of wheat in the territory we travel, and any one can readily see that this affects all busi-

ness. Still, most of our farmers are in good financial condition and can readily stand an off year.

Our state is Republican, and will give McKinley 60,000 plurality, though the Republican candidate for Governor will probably be elected by 7,500 majority only. This shows that many people have views which they dare to express in their ballots.

Prices are held quite firmly, but large orders and good buyers can get prices nearly to cost.

C. W. HACKETT HARDWARE CO.

#### THE DAVENPORT TRADE.

The political pot is boiling now. Gov. Roosevelt will be here to-day, and there will be a "hot time" in the old town to-night. Notwithstanding the increasing excitement incident to the Presidential campaign, there is great activity in business, and we find difficulty in getting goods, especially staple and seasonable articles enough to satisfy the demand.

There is less cutting in prices than usual, as dealers are too busy to think of throwing goods away.

Rope, which has been on the continual down grade for several months, seems to have hit the bottom at last, for there has been an advance in this market of a quarter of a cent. There is now some speculative demand for rope and fodder twine.

Mr. Charles Ffrench, publisher of *Iron & Steel*, Chicago, favored us with a call yesterday; hope he will come again.

Mr. Robert Sickels, president of this company and manager of Sickels & Nutting Co., 35 Barclay Street, New York, will make us his regular annual visit, leaving New York October 10th. He spent many years of active business life in this city, where he is well known and very much beloved.

Weather perfect, roads smooth, pastures as green as in June. Crops have been abundant, prices fair, factories all running full time, everybody happy.

T. James Fernley, the popular secretary of the National Hardware Association, expects all of the members of the association and their wives in Richmond, Va., in November. There is no doubt but this meeting will be of great benefit and will give much pleasure to all who may have the good fortune to attend.

SICKELS, PRESTON & NUTTING CO.

#### THE SAN FRANCISCO TRADE.

Not a flaw in trade conditions could be detected in the outspoken talk of prominent representatives interviewed by *Hardware's* correspondent on the 2d inst. Such houses as these were visited: Dunham, Carrigan & Hayden Co., Yost-Alexander Co., J. H. Kruse, American Steel and Wire Co., W. S. Ray Mfg. Co., Osborn Hardware and Tool Co., Philpot & Armstrong and Miller, Sloss & Scott.

T. C. Hamilton, member of the Dunham, Carrigan & Hayden Co., director and manager of the shelf Hardware department, who returned October 1st from a buying trip to New York, said: "Everything looks well from our viewpoint, both present and prospective; farmers all over the coast are having abundant harvests and getting good prices and paying the interior merchants who, in turn, are not only paying the jobbers and wholesalers, but sending in good orders. To meet this anticipated activity we too are busy selecting stocks. To-morrow our tools department manager, Charles M. Curtis, will start East for goods."

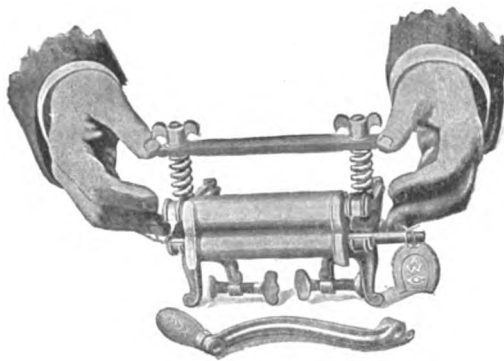
Passing to the next floor above, your correspondent found himself in the busy bicycle department, where the Dayton, Crawford and the D. C. & H. Co. Roadster are the lines handled. The output from this department thus far this season is a little upward of three thousand machines; and the season in this country is yet in its prime; no end to it till the new 1901 models arrive in December. The veteran cyclist who is at the head of this department as manager is E. E. Stoddard. This manager was not in, having gone East to negotiate for his house with a view of business expansion the coming season. The purpose is to add a motor cycle line and carry automobile parts.

"Trade is looking up well and everything is looking favorable," was the responsive remark of Geo. H. Ismon, successor to Frank L. Brown as Pacific Coast sales agent of the American Steel and Wire Co. Mr. Brown, it will be remembered, resigned in favor of a Chicago office as Western sales agent for the Shelby Steel Tube Co. Manager Ismon, the new sales agent, was Mr. Brown's first assistant, the logical successor having been prominently associated with the company and its predecessors twenty-eight years.

TRADES PRESS ASSOCIATION.

#### The "Gem" Toy Wringer.

The American Wringer Co., 99 Chambers Street, New York City, manufacturers of the Horse-Shoe Brand clothes wringers, in order to meet the great demand for such a toy, are, at the present time, placing on the market the "Gem" toy wringer, of which we give an illustration. While this article can be used as a toy for the children in wringing out



dolls' clothes, it possesses a positive value as a practical wringer for the bathroom which will be appreciated by ladies who wish to wring out laces, handkerchiefs, stockings and other small articles of a similar character.

#### The Rifle Event of the Year.

The National Rifle Association and the New Jersey State Rifle Association Tournament, which is held each year at Sea Girt, N. J., has become the great rifle contest of the world, and at these ranges the rifle experts meet each year to test their skill. This year there were many teams from the various military organizations, both the regulars and the National Guards of the different States, besides other well known rifle organizations. The first large prize contested for was the famous Wimbledon Cup, a magnificent silver piece, valued at \$350. It was presented by the British Rifle Association to the American Association a number of years ago, and is shot for each year on the 1000-yard range; this being the greatest test of skill and ammunition. Two years ago it was won by Lieutenant F. C. Wilson, of Georgia, using King's Semi-Smokeless powder. This year it was won by W. D. Faulk, of Philadelphia, also using semi-smokeless.

Peters cartridges, loaded with King's Semi-Smokeless, won eight of the large prizes, as follows:

Wimbledon Cup, Schuetzen Match, Interstate Military Match, Interstate Regimental Team Match, All Comers' Military Match, New Jersey Rifle Association Trophy Match, Winchester Match, Revolver Re-entry Match, Revolver Team Match.

The results of this tournament show most conclusively the high grade qualities of King's Semi-Smokeless as a rifle and pistol powder, and also show that the 45-70-500 Springfield rifle is by no means a "back number" when accuracy is demanded.

The Peters Cartridge Co. is loading semi-smokeless in all their metallic cartridges, thus placing high-grade ammunition in the hands of sportsmen without any advance in price.

A nugget weighing 1,150 ounces was found recently in the Ural gold mines of Orsk, in the government of Orenberg.



**JAP-A-LAC**  
is the hardest, smoothest, most elastic, brilliant and durable finish on the market for

**Floors and Interior Woodwork.**  
It is also used on Furniture, Wire Screens, Radiators, Iron Fences, Carriages, etc. Architects should specify it. Painters should use it. Builders Should insist on it. Our magazine advertising is creating a demand for

**JAP-A-LAC.**  
Dealers should write for our money-making proposition.  
**The Glidden Varnish Co.,**  
Cleveland, Ohio.

### Pennsylvania Pioneer Blast Furnaces.

Iron ore was known to exist in Western Pennsylvania in the days of the Revolution. In 1780 mention is made of a bed of iron ore in a land transfer on the Youghiogheny, in Fayette County. In 1790, John Hayden, of Haydentown, Fayette County, smelted a small piece of iron from this vein in a blacksmith's fire. He interested John Nicholson, of Philadelphia, then State Comptroller, in a project to erect an iron plant, and as a result the Hayden Furnace in 1792. But before this time William Turnbull, Peter Marmie and Colonel John Holker had erected a furnace on Jacobs Creek, in Fayette County, the first ever put in operation in Western Pennsylvania. It was located about a mile above the mouth of the creek, and was blown in on November 1, 1790.

This pioneer furnace during its operation bore a number of names. It was known as Jacobs Creek Furnace, Alliance Furnace, Alliance Iron Works, Turnbull's Iron Works and Colonel Holker's Iron Works. The old furnace was operated spasmodically until 1802, and, it proving a losing venture, not an uncommon thing with the early iron furnaces in this section, was then abandoned.

Peter Marmie, who was connected with this pioneer attempt at iron making, was a most picturesque character. He was a Frenchman, who came to this country with Lafayette as private secretary. In 1793, after the dissolution of the firm, he was left alone with the furnace and forge. Loss of fortune and shattered ambition drove him to despair, and tradition would have it that on a stormy night he committed suicide by jumping into the fiery mouth of the furnace, first driving in his faithful hounds.

For long years there have been stories of Marmie, "the mad Frenchman," and he is now "the specter huntsman" of that section of Fayette County, and the mountaineers will tell you in all earnestness how, on stormy nights, he can be seen to wind a parting blast upon his horn and disappear in the ruins of the old furnace.

Besides manufacturing implements of peace this old furnace turned out munitions of war. Turnbull was the agent for Pennsylvania during the Revolution, and in 1792 General Knox, then Secretary of War, wrote him to secure shot for the six-pounders at the old furnace. Later shells and shot for the howitzers were furnished, and the shot used by General Wayne in his expedition against the Ohio Indians was manufactured here.

Another historic Fayette County furnace was Union Furnace, on Dunbar Creek, which was put in operation in March, 1791. It was built by Isaac Meason. Two years later it was replaced by a larger one.

The old Fairfield Furnace, on Georges Creek, was built by John Hayden in 1797, and the following year he sold it to John and Andrew Oliphant and Nathaniel Breeding. A few years later the Oliphants became sole owners, and it was at this furnace that the first attempt to use coke as a fuel was

made. Cannon balls used by General Jackson at the battle of New Orleans were cast here. They were rafted down the Monongahela, Ohio and Mississippi Rivers.

Pine Grove Furnace was built in George Township in 1795. It was located on Pine Grove Run, near the present town of Smithfield. The Plumsock Rolling Mill was built in 1794, Laurel Hill Furnace in 1797, Redstone Furnace the same year, and Springhill Furnace in 1794. Cool Spring Furnace was erected in 1816, and New Laurel Hill Furnace in 1820. As early as 1811 a fine grade of steel was manufactured at a furnace operated by Truman & Co., at Brownsville.

Of the old furnaces of Western Pennsylvania none are more interesting than those of Westmoreland County. Ligonier Valley was an important center of the early iron industry, and in 1792 the old Westmoreland Furnace was erected near the foot of Laurel Hill, a few miles from Ligonier. This furnace was built and operated by John Probst, and the following year he built a forge there. At one time this furnace was owned and operated by George Anshutz, one of Pittsburgh's pioneer ironmakers.

In 1802 General Arthur St. Clair built the Hermitage Furnace, on Mill Creek, two miles east of Ligonier. This was after his removal from the Governorship of the Northwest Territory, and he hoped by this venture to retrieve his lost fortunes, but he was unsuccessful, and in the end lost everything, and was forced from his spacious home nearby to end his days in poverty and neglect in a miserable cabin up on the Chestnut Ridge Mountains. In 1808 this furnace was purchased by General O'Hara, of Pittsburgh, and was operated until 1818.

Another interesting Ligonier Valley furnace was old Washington Furnace, the ruins of which can still be seen on the Pittsburgh and Philadelphia Turnpike, a mile above Laughlintown. This furnace was erected by Johnston & McClurg, of Pittsburgh, in 1809, and was operated until about 1856. California Furnace, near by, was erected in 1853, Hillview Furnace was erected by L. C. Hall in 1850, and Oakgrove Furnace in 1853 by Colonel James Clifford. These make up the old furnaces about Ligonier.

Old Ross Furnace, on Tubmill Creek, was built in 1814. It is now on the resort of the Ross Furnace Club, a well-known Pittsburgh organization. Hannah's Furnace, near by, was built in 1810. A new stack was built here in 1842, and the furnace was operated until 1855. Baldwin Furnace, on the Conemaugh, was built in 1818. Old Kingston Furnace, on the Loyalhanna, at Kingston, was built by Alexander Johnston in 1811. In the old Johnston mansion, which stands near by, were born three Governors of as many great States.

The first furnace in Allegheny County was built by George Anshutz at Shadyside in 1792. This pioneer furnace was abandoned two years later because no ore could be found in the vicinity, and the expense of bringing it from the mountains was too great.

Such were the ideas of the industry in those early days, but in the lapse of time wondrous changes have been wrought. No longer is it deemed necessary to erect an iron furnace at an ore-pit. To-day one can find in the stockyards of the great iron plants of this city ores from all parts of the world. Russia, Greece, Turkey, France, Spain, Chili, Cuba and other foreign countries all add their stores of ores to those from the Lake Superior region here in this domain of Tubal Cain.

Before the Shadyside Furnace was built William Porter engaged in the manufacture of iron implements in this city. In 1803, axes, hoes, plows, iron chains, cut and hammered nails and other iron products were made here, and the immigrants who were pouring into the Northwest Territory were supplied with utensils here.

Joseph McClurg established a foundry here in 1803, and in it were cast the cannon which blazed in victory from Perry's fleet on Lake Erie. The first rolling mill in Allegheny County was put in operation in 1812 by Christopher Cowon. It stood at the corner of Penn Avenue and Cecil Alley, and had no



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

puddling furnace connected with it. In 1814 this mill was transferred to Stackpole & Whiting, and in 1818 it was owned by Ruggles, Stackpole & Whiting, which firm failed in 1819. This section experienced a financial depression about that time.—*Pittsburgh Dispatch.*

### Kentucky Retail Hardware and Stove Dealers' Association.

In response to the call which was given in full in our previous issue, about fifty Hardware and stove dealers from all over the State held a meeting in the Board of Trade Hall, in Louisville, on the 20th ult., and the organization of a State Hardware Association in Kentucky became an accom-

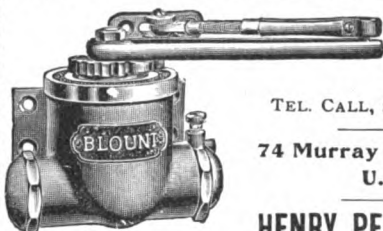
plished fact. A constitution and by-laws were adopted and the official designation of the association became "The Kentucky Retail Hardware and Stove Dealers' Association." It was decided to apply for membership in the Interstate Retail Hardware Dealers' Association. The following officers were elected for the preliminary term. George Dehler, Louisville, president; J. S. Ogden, Ashland, first vice-president; Chas. D. Winn, Paris, second vice-president; Paul Wagner, Louisville, secretary; Wm. Dehler, Louisville, assistant secretary, and Henry Heick, Louisville, treasurer. C. P. Sanders, I. W. Buchanan, L. S. Johnson, T. R. Mahan and M. P. Lancaster were appointed members of a committee to solicit membership for the organization. The next meeting of the association will convene on the second Tuesday in February, 1901.

**Try Mugford's Half-Tones,**  
WOOD CUTS AND ELECTROTYPES.  
"You See them Everywhere."  
**A. MUGFORD, Engraver and**  
**HAERTFORD, CONN.**  
New York Office, No. 120 Liberty Street.

The . . .  
"ORIGINAL  
JENNINGS"  
AUGERS and  
AUGER BITS  
FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.



Genuine have  
"Russell Jennings"  
stamped in full  
on the Round of  
each Bit.



The only House in U. S.  
who handle Door Checks  
exclusively as a livelihood.

TEL. CALL, 1754 CORTLANDT.

74 Murray St., New York,  
U. S. A.

**HENRY PEARL & SONS,**

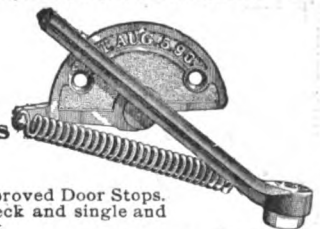
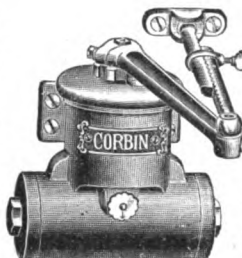
Wholesale and Retail  
Dealers in the

Norton, Blount,  
Corbin, Eclipse,  
Columbia Door Checks  
and Springs, etc.

Also have on sale all the latest improved Door Stops.  
We repair every kind of Door Check and single and  
double-action Spring Hinges that  
are repairable, at short notice.



Sole Agents for the  
Improved Norton Door Check.



THE BROHARD DOOR STOP.

**Blake Lamb Traps.**  
Lightest and  
Strongest Made.  
For 40 years the favorite  
wherever used. Send for  
catalogue to the  
**HAWKINS CO., Successors,**  
Waterbury, Conn.

### Brauer's Pat. Ankle Support

For Skaters with Weak Ankles.

Dealers interested  
in sale of skates  
should not overlook  
this article as it sells  
itself.

Write our repre-  
sentatives for prices  
and samples.



**CASKEY & WYANT,**  
97 Reade St., N. Y. City.

**W. S. CLEVELAND,**  
4609 Champlain Ave., Chicago, Ill.

**BRAUER BROS., Manufacturers,**  
2004 Locust St., St. Louis, Mo.



Are you going  
hunting this Fall?

## GUNPOWDER.

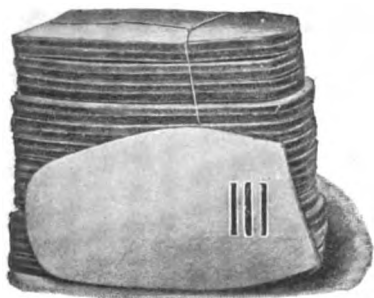
Be sure and take  
shells loaded with

**L. & R. Smokeless, or**  
**Orange Extra Black Powder.**

**Laflin & Rand Powder Co.**

99 Cedar Street,

NEW YORK CITY.



**THREE-BAR LEATHER**  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

**Baxter Schenkelberger & Co,**

350 Congress street, Boston.

### The Profession of Business.

The question is often asked concerning a young man who is starting out for himself in life whether he is going to begin a business or a professional career. The thought that business and the so-called professions are so far apart in all their intents and purposes seems to cling to people with wonderful tenacity.

Why is not business a profession? To the proper and complete success of a career are there any less years of experience and hard work required, any less really technical training and any less study demanded in business than in law or medicine or science? This question does not apply to dabblers, but to the men who are known as successful. Freaks and fakes are as frequently met with in business as in other walks of life. The certain degree of scorn which the great majority of professionals are given to casting upon business men is the scorn born of ignorance and misunderstanding. Because the business man is pursuing the ways that shall return him profits the professional is disposed to look upon him as a miser, a greedy gloater, a man whose life work is on a lower level of human existence than his own.

No so-called professional man ever advanced into a wilderness and opened a country for the sake of settlement and a development of resources—his object was always some scientific research. No professional man ever built mills and produced new fabrics for the sake of establishing a great industry. No professional man ever exchanged his money with the farmer for his grain in order that the latter might move his crops. The world would be in sad plight without the professional man, but it would be in yet sadder plight without the business man, for it is on business and trade that the world exists.

This power and real worth of the business end of life are finding rapid recognition in the present day progressiveness. The country and the world are coming to understand more completely that the technical education of a business man is as imperative to the complete and highest success of his life as is the technical education of the lawyer, preacher and doctor to theirs. Textile schools are yearly becoming more prominent from the strong work that their students are accomplishing and the great universities are establishing elaborate courses in commercial education. The latter are providing systems of business, commercial, corporation and international law, accounting, banking, credits, commerce, treaties, shipping, transportation, colonial systems, finance and many other branches of practical learning, together with foreign languages. This means that the powers of business are being recognized by the great seats of learning in a different manner than at one time—business is becoming a recognized profession. And business is even a greater profession than this indicates, from the fact that actual experience is far more a requirement for success in business than in the other professions.

True worth is not necessarily what other people think of you.

"Yes, we had quite a blowout at our house early this morning."

"Peculiar time for it."

"Yes. The new hired girl blew out the gas in the gas stove, and the gas blew out the side of the kitchen.—*Cleveland Plain Dealer.*"

**THIS ILLUSTRATES OUR STYLE No. 1,**

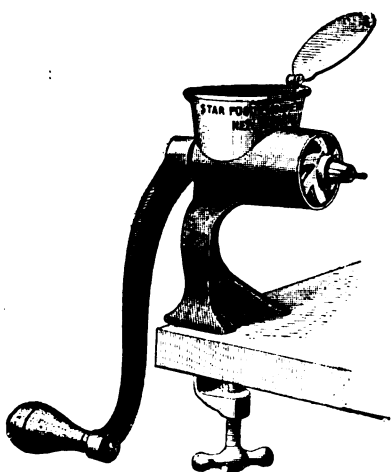


With one side turned off and the other turned down for a half or night light, or for other purposes where a small light is required temporarily; the little needle valve at the same time removing any obstruction from the rear of the gas orifice. Made in  $\frac{1}{2}$ ,  $\frac{3}{4}$  and 1 foot sizes when the needle valve is withdrawn. Can be turned into alignment.

**PRICE—EACH 35c.**

Write for Special Discounts on larger quantities of the Drake's Adjustable Burners and any of the parts.

**Drake Acetylene Apparatus Co., MFRS.,**  
38 HATHAWAY ST., CLEVELAND, O.



**If it is a Food Chopper Without a Lid, Don't Buy It.**

A distinguishing and exclusive feature of the STAR FOOD CHOPPER is a plate hinged at the top of the hopper which, when pressed on the food to be cut, forces it upon the feed screw, thus preventing the possibility of injuring or soiling the fingers, which is liable to occur in using the other choppers.

The STAR is unquestionably the best machine of its kind ever offered to the public. It will cut without crushing raw or cooked meat, sea food, fruit, vegetables, etc., into coarse or fine pieces, according to the cutter used, of which three accompany each chopper.

It has eliminated all the objectionable features of other choppers, and has added several improvements that are distinctly its own. It is always in order, and the knives require no sharpening.

No other chopper has the many merits of the STAR. None is more simple in construction or easier to understand or clean. From start to finish in the small points as well as in the large, the STAR FOOD CHOPPER is the best.

**CHAS. D. BROWN, Agent,**

160-162 Duane Street, New York City.



Examine  
it  
critically.  
It  
will  
bear  
inspection  
if  
it's an  
Arcade

It looks like and is like a hand-cut file, that is our intention.

The irregular spacing and uneven height of the teeth which characterizes the hand-cut file are reproduced with scrupulous fidelity in the Weed increment cut -

A file with this hoof-print  
last longer than any other



will cut faster and  
file on the market -

**The Arcade File Works.**

NEW YORK  
97 CHAMBERS ST.

Established 1842.  
WORKS: ANDERSON, IND.

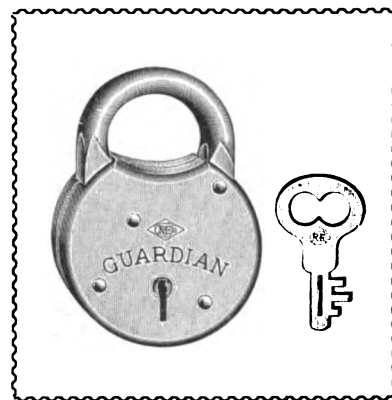
CHICAGO  
118 LAKE ST.

# PADLOCKS



**MAIL POUCH.**  
No. 7425.

**WHICH ARE**  
**SELLERS.**



**GUARDIAN.**  
Nos. 1460 to 1560.

## RUSSELL & ERWIN MFG. CO.

**NEW BRITAIN, CONN.**

**NEW YORK.**

**PHILADELPHIA.**

**CHICAGO.**

**BOSTON.**

**SAN FRANCISCO.**

**BALTIMORE.**

**LONDON.**

"I'll bust that Novelty Steel Register or it'll bust me."



"The harder you jump on it,  
the better it stands."

## HE CAN'T BUST IT,

But it may bust him. If our price was double that of cast iron registers there would still be a strong demand for the new "Never Break"

### NOVELTY Stamped Steel Registers.

With no difference in price our steel goods would sell over the others ninety-nine times out of a hundred, if for no other reason than superior beauty of design and finish.

When you figure that there's 40 per cent. difference in freight and absolutely no breakage there isn't much show for the old man.

Our catalogue will convince you that you want these goods.

**NOVELTY MFG. CO.,**  
**JACKSON, MICH.**





**T**WELVE styles of *Carrom* and *Billiardette* games, *Chess*, including the men. Four styles of *Checkers*, Two *Backgammon* games, Four styles of *Crokinole*, Seven styles of *Ten Pin* games; also many new, highly instructive, and fascinating games, such as *National Exports*, *Chess Arabia*, *Battles of the British and Boers*, *The Pawn Shop*, *Prisoner's Goal*, *Bagatelle*, *Curling*, *Foot Ball*, *Parlor Croquet* and *The Automobile Race*, all on one board.

....40 COUNT THEM 40....

**COMBINOLA** means a combination of all the best games. Easy to remember, easy to buy, easy to sell. Don't miss it. A sample package, all different styles, 3 of **COMBINOLA**, 3 of **CROKINOLE** and 1 revolving **GAME STAND**, shipped and delivered for \$10.12. Order one immediately. You will then place your Fall order with us. **Send for Catalogue.**

**LEONARD MFG. CO.,** Ottawa St., **GRAND RAPIDS, MICH.**

The following table shows the value of the importations of crude india rubber and gutta percha into the United States in each fiscal year from 1890 to 1900:—

Fiscal year.	Dollars.
1890.....	14,854,512
1891.....	18,020,804
1892.....	19,833,090
1893.....	17,964,667
1894.....	15,162,333
1895.....	18,475,382
1896.....	16,781,533
1897.....	17,558,163
1898.....	25,545,391
1899.....	31,875,207
1900.....	31,555,483

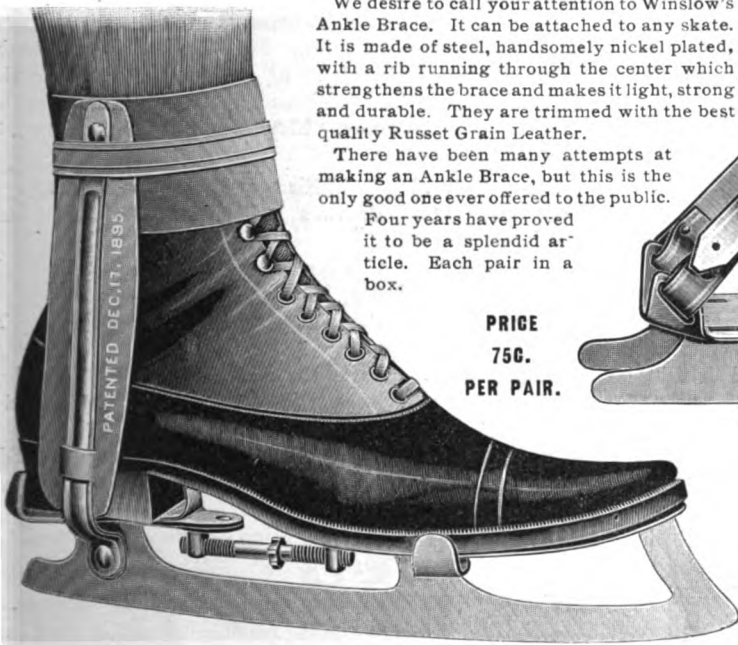
A printer doesn't rush to the doctor when he is out of "sorts." Nor to the baker when he is out of "pi." Nor to hell when he wants the "devil." Nor to the Bible when he wants a good "rule." Nor to the gun-shop when he wants a "shooting-stick." Nor to a cabinet shop when he wants "furniture." Nor to a bank when he wants "quoins." Nor to a girl when he wants a "press." Nor to a lawyer when he has a "dirty case." Nor to a butcher when he wants "phat." Nor to a pump when he's dry—and has ten cents in his pocket.—*Ex.*

# WINSLOW'S ANKLE BRACE 1900.

Patented December 17, 1895.

The only perfect Ankle Support made.

Can be attached to any skate.



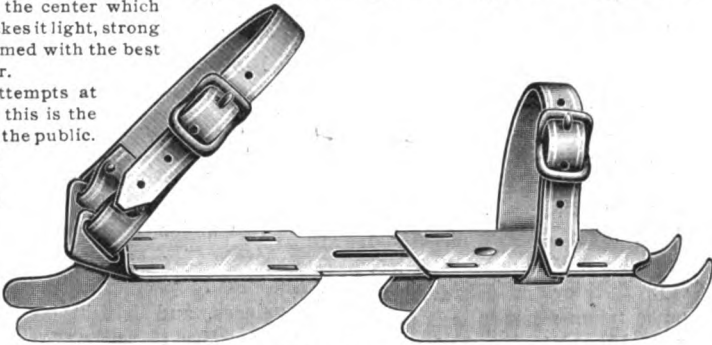
We desire to call your attention to Winslow's Ankle Brace. It can be attached to any skate. It is made of steel, handsomely nickel plated, with a rib running through the center which strengthens the brace and makes it light, strong and durable. They are trimmed with the best quality Russet Grain Leather.

There have been many attempts at making an Ankle Brace, but this is the only good one ever offered to the public.

Four years have proved it to be a splendid article. Each pair in a box.

PRICE  
75C.  
PER PAIR.

## Winslow's Double Runner Skate.



This skate is especially adapted for children learning to skate, is strapped and ready for use. The runners are so wide apart that a child can stand on them with perfect ease. They are adjustable and can be made from a 6 inch to a 9 inch skate by simply adjusting the thumb screw.

PRICE, 50 cts. PER PAIR.

THE ABOVE SPECIALTIES ARE MANUFACTURED BY

**The Samuel Winslow Skate Manufacturing Company, Worcester, Mass.**

SEND FOR COMPLETE CATALOGUE.

**ALSO MAKERS OF ALL KINDS OF ICE AND ROLLER SKATES.**

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Adrian, Mich.—Geo. E. Greene.  
Alpena, Mich.—G. Sepull, Beck block.  
Coalton, Ohio.—James Rose.  
Dardanelle, Ark.—Abner Lawrence.  
Glasgow, Ky.—Bradford & Myers.  
Lafayette, Ind.—The Jamison-Pierce Hardware Co. has been incorporated. Capital stock, \$3500. Directors, A. R. Jamison, George A. Jamison, William F. Pierce, S. H. Jackson and F. B. Southworth.

Lockport, N. Y.—The Fred D. Morris Co. has been incorporated, to deal in Hardware; capital, \$7500. Directors, Fred D. Morris, Minnie E. Morris and M. Jennie Wicker of Lockport.

Marion, N. C.—Thomas & Lazenby.

Ottawa, Ont.—O'Connor, O'Callaghan & Co., Bank Street.

Tallahassee, Fla.—Letters patent have been issued for the incorporation of the Thomas Hardware & Seed Co., at Gainesville, with a capital of \$50,000. This company will buy and sell Hardware, seeds, furniture and general merchandise. The stockholders are: F. F. Thomas, A. O. Sternberg and James M. Graham.

### Changes and Improvements.

Agency, Ia.—F. L. Lewis has moved his Hardware store to Nira, and expects to make that place his future home.

Alden, Kan.—William Ross has purchased the Hardware business of J. W. Piehler, and will continue the business at the old stand.

Beaver, Pa.—The invoicing of the Hardware stock of J. B. Wilson & Son, in this place, is about completed, after which the store will be in charge of Wilson Bros. of Hookstown.

Beloit, Wis.—Watson & Andre have bought the entire stock of the Beloit Hardware Co., and will remove it to their store.

Bradshaw, Neb.—The stock of Hardware owned by J. H. Buckmaster has been sold to J. Buckley of Henderson. Mr. Buckley has taken possession.

Braymer, Mo.—W. H. Craig & Sons have sold their Hardware store to Merrit Goddard and P. S. Proctor.

Cherokee, Tex.—Jno. Walker has bought J. D. Hill's interest in their shop and Hardware business.

Clearmont, Mo.—Garrett Brothers have bought the Buckner Hardware store and taken possession.

Cohocton, N. Y.—A new plate glass front has been put into the Harris Hardware store, occupied by the Geo. W. Peck Co.

College Corner, O.—Wright & Reed will move their stock of Hardware, etc., bought of W. M. Routson, to their room in the Wilson & Hanna Block.

Crookston, Minn.—Thompson & Bustard, who have been engaged in the Hardware business at 118 Robert Street for the past two years, have decided to close out their stock.

Delta, Ia.—Cap. Sampson has sold his Hardware store to Ball & Bollinger.

Fairmount, W. Va.—The large Hardware establishment on Main Street owned by D. N. Snyder & Co. has been purchased by B. Hood and Fielding Clelland, both of this city.

Fergus Falls, Minn.—Brockhoff & Spiekerman have rented the Shacht Building and will move their Hardware stock there.

Galena, Ill.—A business deal has been consummated whereby C. A. Asmus has come into possession of the stock of tin and Hardware formerly owned by the late John Heid, whose place of business was on lower Main Street. Mr. Asmus will remove his purchase to his place of business.

Hoytville, O.—Geo. Brooks has purchased the Hardware stock of Jeff Richcreek.

Ironton, Wis.—L. Goedecke, of the firm of Matthews & Goedecke, has purchased the Hardware business of W. H. Crook.

Lena, Ill.—L. D. Overstreet of the Northside Hardware store, has bought the Fleming property on Mason Street. He will remodel and enlarge the house before occupying it.

Lovington, Ill.—Jenne & Beckman, Hardware and furniture dealers, have begun moving their old building out into the street preparatory to erecting a fine brick building on the site. The structure will be 28x94 feet, two stories with a basement 28x40. The front will be of plate glass and steel. The firm will occupy the basement and lower floor.

Mankato, Minn.—A deal has been closed whereby G. H. Culver and M. A. Culver of Minneapolis, formerly of Britton, S. D., become proprietors of the Hardware store of Charles Macbeth. The new firm will be known under the name of Culver Bros.

Maple City, Ill.—Seeley & Peterson have dissolved partnership in the Hardware business, and it will be conducted hereafter under the firm name of Peterson & Co. Mr. Peterson will be manager.

Moscow, N. Y.—Brophel & Co. have purchased the building site of C. N. Stoble, where they will erect a store for Hardware, agricultural implements, buggies, wagons and carriages.

Perry, N. Y.—E. N. Cooper, Hardware dealer, has sold a half interest in his business to F. V. Moore of Addison, who will personally have charge of the store.

Scribner, Neb.—Wm. Eidam has sold his Hardware store to F. H. Ranslem.

Sioux City, Ia.—The Knapp & Spencer Hardware Co. has leased as a warehouse the east 150 feet of the old Sioux City & Northern warehouse, on Second Street,

between Jackson and Nebraska Streets, vacated when the Great Northern withdrew from use of the terminal company's facilities here.

St. Joseph, Ill.—C. W. Gibson is making preparations to build an extension of about twenty feet on the rear of his brick store room occupied by J. E. Harvey. When it is completed he will move his stock of Hardware to that location.

Toledo, O.—The Starr Avenue Hardware Co. will remove to new quarters this month in the Pilliod Building, corner of Starr Avenue and Platt Street.

Vesper, Wis.—The Johnson & Hill Co. have purchased the stock of Hardware of T. J. Evans.

Victor, N. Y.—Charles F. Frayer, who has been engaged in the Hardware business for several years, has disposed of his stock to his father, John P. Frayer, who will conduct the business in the future.

Wakarusa, Ind.—Yoder Brothers have moved into their handsome new quarters. They occupy two floors one hundred feet deep, and the basement.

Washington, Ia.—D. C. Olive has purchased the Hardware store of John H. Augustine.

### Business Embarrassments.

Baltimore, Md.—Joseph Erwin Albert has instituted suit in the Circuit Court for the appointment of a receiver for the Baltimore Hardware Co., 501 West Baltimore Street.

Montreal, Canada.—James Johnston, Hardware merchant, has assigned at the demand of Mrs. James Johnston, with liabilities of about \$2,500.

St. Louis, Mo.—George W. Kurtzeborn, President of the Mound City Hardware Co., has filed a petition in voluntary bankruptcy. Liabilities, \$35,756.50; assets, \$19,153.

### Fires in Hardware Stores.

Brown's Valley, Minn.—G. S. Lines & Co.

Charleston, Ill.—Ginther & Son. Loss \$3000; insurance \$2300.

Pandora, Ohio.—John Labadie. Total loss.

Paris, Ont.—Patton Bros. Total loss.

Rock Hill, S. C.—Rock Hill Hardware Co. Loss \$400; fully insured.

Syracuse, N. Y.—Burhans & Black; damaged by smoke and water; fully insured.

Waseca, Minn.—Bailey & Garland. Loss \$500; insured.

### Burglaries in Hardware Stores.

Chehalis, Wash.—Everett & Co., cutlery, etc.

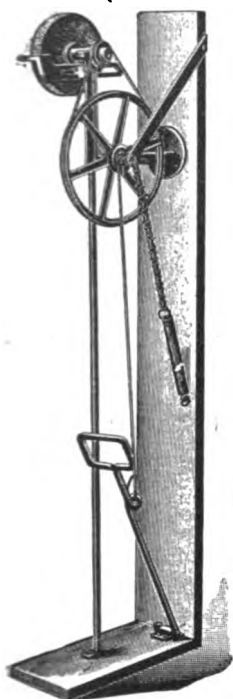
Des Moines, Ia.—Bolton's Hardware store; \$50.

Mechanicsburg, Pa.—Hauck Bros., cutlery.

Opelousas, La.—P. T. Blacksher; \$300.

Sleepy Eye, Minn.—Christerton's store, revolvers and ammunition.

# Reisch's EMERY Wheel Tool Grinder.



FOOT POWER.

Sharpens or  
Polishes  
Anything.

4 Feet High.  
Wheel, 6 x 1 Inches.

FITTED WITH  
Coarse Emery,  
Fine Emery,  
Quartz,  
Oil Stone or  
Grindstone  
Wheel--  
Our Own Make.

RETAILS FOR  
\$6.00

LIBERAL DISCOUNTS  
TO DEALERS.

Sent on Ten Days'  
Trial.

Buffalo Emery Wheel Co.

30 Look St., Buffalo, N. Y.

## Recent Victories!

At Sea Girt, Aug. 31, Sept. 8,  
1900, Great International Rifle,  
Revolver and Military contests,

Peters Cartridges and  
King's Semi-Smokeless

Took all the following prizes:

WIMBLEDON CUP, 1000 yards,  
SCHUETZEN MATCH,  
INTERSTATE MILITARY  
MATCH,  
INTERSTATE REGIMENTAL  
TEAM MATCH,  
ALL COMERS MILITARY  
MATCH,  
NEW JERSEY RIFLE  
ASSOCIATION TROPHY  
MATCH,  
WINCHESTER MATCH,  
REVOLVER RE-ENTRY  
MATCH,  
REVOLVER TEAM MATCH;  
in fact almost everything  
within sight.

Peters Cartridges are all loaded  
with the famous King's Semi-  
Smokeless.

THE PETERS CARTRIDGE CO., Cincinnati.

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spence, Bartlett & Co., Chicago, Ill.

## OILERS.

"PERFECT"



25c.

"GEM"



5c.

"LEADER"



10c.

"STAR"



10c.

We make oilers for almost the entire trade. The  
quality of our oilers is unequalled.

CUSHMAN & DENISON Mfrs. 240-2 W. 22d St., N. Y.

PATENT PENDING.



STORE LAMP.

THE

M. & M.

(TRADE MARK)

Arc Lamp

450 CANDLE POWER

Burns 12 to 15 Hours with  
One Filling.

THIS is an air pressure lamp  
with overhead generator,  
which produces a light equal in  
brilliancy to any commercial

arc. We do not claim more than our lamp will do, but leave it to those who see it to judge  
of its candle power and light-distributing qualities. We do not claim 100 candle power  
and give you 40. Every lamp is guaranteed to do all we claim for it. It is made en-  
tirely of brass, of the heaviest gauge of any gasoline lamp made, and there is no reason  
why a lamp should not last for fifty years.

ABSOLUTELY PORTABLE.

Finished in Oxidized Copper. Presents a very handsome appearance.

It has been passed by Board of Underwriters without penalty. It is absolutely non-explosive. No  
smell; no smoke. You cannot only own your own gas plant, but electric plant as well,  
as our claims are not in excess of what we produce.

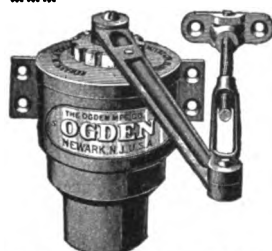
MARTIN & MOREHEAD, 53 W. Washington Street,  
CHICAGO.

PATENT PENDING.



STREET LAMP.

## THE OGDEN AUTOMATICALLY REGULATED LIQUID DOOR CHECK and SPRING



"The Ogden Check" in Brief is

The only check that controls the door entirely.  
The simplest and strongest check made.  
Easily applied by anyone of ordinary intelligence.  
Refilled with liquid, when necessary, through the fill-  
ing chamber without removing from the door.  
Positively regulated under all conditions and cannot  
leak.

SIMPLICITY SIMPLIFIED.

MANUFACTURED BY

THE OGDEN MFG. CO., NEWARK, N. J., U. S. A.

## THE NULITE

750 Candle Power

ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper  
than Kerosene Oil.

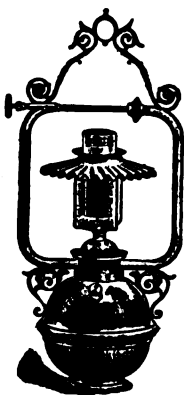
A 20th Century Revolution in the Art of Lighting.

They darkness into daylight turn,  
And air instead of money burn.

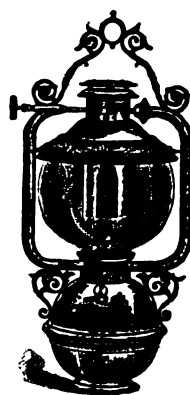
NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.  
They are Portable. Place them anywhere.

We also manufacture Table Lamps, Pendants, Wall Lamps,  
Chandeliers, Street Lamps, etc. The best and only really  
successful Incandescent Vapor Gas Lamps made. They sell at  
sight. Good Agents Wanted. Write for Catalog and Prices.

CHICAGO SOLAR LIGHT CO. Garden City Bldg.  
CHICAGO.

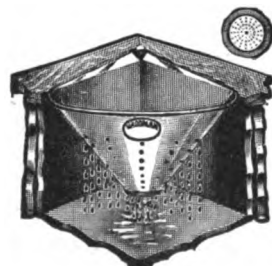


Indoor.



Outdoor.

## Mrs. Vrooman's PATENT SANITARY Sink Strainer.



Modern Kitchen Necessity.

Best on the Market.

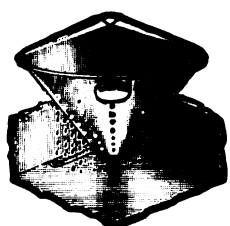
Utility Self-Evident.

Ready Seller.

Should be handled by all dealers in  
House Furnishing Goods.

—MANUFACTURED ONLY BY—

F. H. & E. B. VROOMAN, 225 Dearborn Street,  
... CHICAGO.



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Appleton, Wis.—The Wisconsin Wire Co. have been incorporated, with a capital stock of \$15,000, for the manufacture of paper machine wires, dandy rolls, jackets and other woven wire specialties used by paper manufacturers.

Boston, Mass.—The Hatch Automatic Damper Co. has been incorporated, with a capital stock of \$5,000. President, T. C. Hatch; treasurer, R. S. Barrows.

Buffalo, N. Y.—The Buffalo Tool & Machine Co. has been incorporated, with a capital stock of \$15,000. Directors: Robert Bartel, Charles Hood and Frank H. Button, of Buffalo.

Camden, N. J.—The Philadelphia Rubber Co. has been incorporated to buy, sell and manufacture rubber goods; capital, \$50,000. Incorporators, W. H. Barnard, Alice Arment, T. D. McGlathey.

Canal Dover, O.—The Dover Mfg. Co. has been organized with a capital of \$100,000, and the plant of the Sad Iron Co. of Stoughton, Wis., has been absorbed by the new company. Plans and specifications for the new factory have been made, and Chas. T. Johnson expects to be ready for business in the new location by the first of next year.

Canton, O.—The incorporation of the Essig Window Co. has been authorized by Secretary of State Kinney. The corporation is formed for the purpose of manufacturing and dealing in the Essig patented window devices and all subsequent improvements pertaining thereto, and of manufacturing and dealing in window supplies. The capital stock is fixed at \$25,000. The incorporators are: Ozian A. Essig, William A. Hammerly, Peter G. Williams, Martin O. Richards and Harry V. Williams.

Chicago, Ill.—The American Steel Tool Co. has been incorporated; capital stock, \$10,000. Incorporators, Raymond O. Evans, Edgar J. Pratt and Benjamin M. Frees.

Dodge, Mass.—A wooden building with water power has been leased by F. B. Dodge to H. L. Page of Dudley, who will occupy it for the manufacture of knives. This will be a new industry for the place.

Kansas City, Mo.—W. J. Smith will begin, in a short time, the manufacture of farm implements. For the present he will use a two-story building 90 by 120 feet at the corner of Lexington and Guinotte Avenues, and will make hay presses, plow shares and cultivator shovels.

Millville, N. J.—Peterson's new paint works, at the corner of Fourth and Pine Streets, has begun operations.

New York, N. Y.—The Trebor Mfg. Co. has been incorporated, to manufacture door locks and fastening devices. Capital, \$10,000.

Directors: Thomas W. Fox, Bernard Biglin and R. J. Fox, of New York City.

Philadelphia, Pa.—The Safety Kerosene Stove & Light Co. has been incorporated; capital, \$5,000.

Portland, Me.—The New England Mica Co. has been organized at Portland, for the purpose of carrying on a general mining business, with \$50,000 capital stock. The officers are: President, Ernest Mendum of Melrose, Mass.; treasurer, Geo. W. Mansfield of Melrose, Mass.

Tacoma, Wash.—The Eureka Automatic Scale Co. has been incorporated; capital stock, \$10,000.

### Changes and Improvements.

Findlay, O.—Walter C. Stone, who was general manager of the Salem Wire Nail Mill, in this city, for several years, and who was transferred to the New Castle, Pa., mills two years ago, has been transferred to Anderson, Ill., mills.

Fulton, N. Y.—The plant of the Fulton Pulley Co. has been sold to the Oneida Steel Pulley Co., which was recently organized, for a consideration of \$40,000.

Grand Rapids, Mich.—The Keeler Brass Co. are to build a two-story factory on Godfrey Avenue, at a cost of \$10,000.

Hanover, Mich.—The Electric Oil Stove Works have been moved to Jackson, where they will be consolidated with another factory of the same kind. The business was started in 1890 by B. F. Goodrich. It was purchased last December by H. L. Smith, of Jackson.

Highland Park, Ill.—The vacant Grey electric factory building is to be used as a tinware factory.

Kanawha City, W. Va.—The nail works, which have been shut down for about six weeks, have resumed operations under the name of the Norton Iron Works, a new company having leased the plant. T. M. Adams of Ashland, Ky., is President of the company, the principal office of which is located at Ashland. John P. Chenoweth, who was general manager under the old company, will continue in the same capacity. The new company will employ 250 men and will manufacture wire and wire nails. A branch plant at Ashland will manufacture cut nails.

Marietta, O.—The Leidecker Tool Co. have broken ground for the erection of another addition to their works on Second street. The new building will be 55x35 in dimensions and two stories high and will be used for the engine department. It will be pushed to completion as soon as possible, so as to have the machinery installed before cold weather.

Philadelphia, Pa.—Plans have been made for a large addition to the glue factory at Ontario and Braband Streets for A. Berg & Co. The plans show the new addition to be of brick and iron, measuring 16x79 feet.

Pittsburgh, Pa.—The American Iron &

Steel Mfg. Co. will begin at once the erection of a bolt works on Neville Island, having recently purchased the James Hamilton farm of 27 acres for \$67,500. The company now has two works in operation, one at Lebanon and the other at Reading. Its capital stock is \$20,000,000.

Springfield, Mass.—A petition has been filed asking for the dissolution of the Seymour Cutlery Co. for the reason that the company has sold and transferred all its property and paid all its debts, and completed the work for which it was organized. The petitioners are Samuel R. Whiting and Albert H. Seymour, who claim to hold \$12,600 of the company's total \$25,000 stock, and the court has fixed the first Monday in November as a date for all interested to appear and show cause why the petition should not be granted.

Tacoma, Wash.—Ben Moyses, A. Winberg and W. H. Pritchard have purchased an extensive interest in the Pacific Pulley Co. The deal has just been consummated, and the reorganized company will take possession at once. This will mean an enlargement of the plant of the company and the immediate increase of its output. The company has a location on the East Side, in the centre of the manufacturing district.

Wausau, Wis.—The capital stock of the Northwestern Flint & Sandpaper Co. has been increased from \$50,000 to \$100,000, and extensive additions to the plant are contemplated.

Worcester, Mass.—The Washburn Wire Co. has acquired a controlling interest in the plant of the American Electrical Works, located at East Providence, R. I., makers of bare and insulated copper wires, and will not build a copper wire plant, as has been reported. The management of the Washburn Wire Co. has been very reluctant to bring additional wire machinery into operation, and secured a location for its works immediately adjoining the plant of the American Electrical Works in order that this purpose might be accomplished.

### Recent Fires.

Crofton, Ky.—The large ax handle factory of Randolph & Simmons has been destroyed by fire, together with all its contents. The origin of the fire is not known, but is believed to have been incendiary. The building will be rebuilt at once and the factory will resume operations. The loss is heavy, with \$2000 insurance.

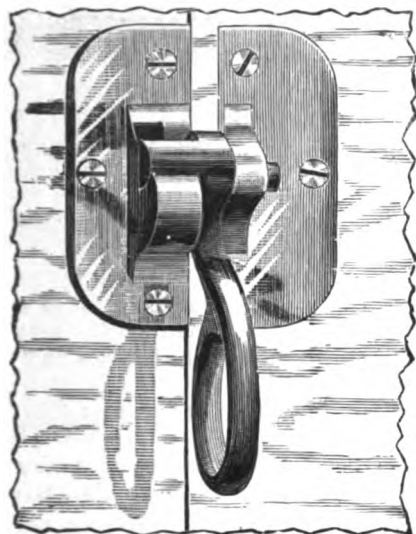
### Miscellaneous.

Wichita, Kan.—At a meeting of the directory of the new Buckeridge Pump Co., the permanent officers of the firm were elected. They are: President, J. C. Durst of Denver; vice-president, C. L. Davidson; secretary and treasurer, M. J. Loyd; general manager, A. T. Buckeridge. The pump company has already secured a charter and will commence business with a capital of \$10,000 and with the privilege of using \$50,000 capital if they may desire.



## The CONROY PATENT Refrigerator Fastener.

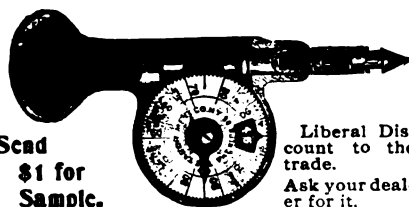
The only Practical Fastener in use



Manufactured and sold to the trade by  
**P. J. CONROY,**  
Beware of Infringements. Paschall, Phila.

## TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

The Tabor Revolution Counter,  
Elizabeth, N. J.

## HORSESHOE MAGNET HAMMER.

WARRANTED



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made.  
**ARTHUR E. ROBERTSON,** Patentee and Sole Mfr.,  
124 Oliver Street, Boston, Mass.

## The Only First Hand Source of

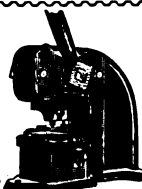
**GENUINE  
MARTY  
TRAPS**



is with  
**BURDITT & WILLIAMS,**  
Sole Importers. BOSTON, MASS.

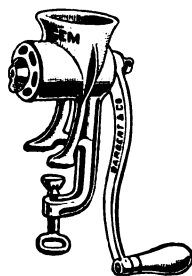
## Federal Bench Punch.

10 inches high, 10 inches long,  
Weights 64 pounds.  
PUNCHES 5-16 inch hole in 1/4 in.  
Iron plate, 3/4 in. from edge.



SEND FOR CIRCULAR.  
**SHANDLER & FARQUHAR,**  
131 Congress St., Boston, U.S.A.

# You Can Sell It!



SARGENT'S GEM FOOD CHOPPER is an article for kitchen use, intended to take the place of chopping bowl and knife. It is carefully made and nicely tinned; self-cleaning and self-sharpening, with steel cutters that cannot break.

Chops all kinds of meat, both raw and cooked, fruits, vegetables and other articles of food. Chops quickly, quietly and easily; is easy to take apart, easy to put together, easy to adjust.

**SARGENT & COMPANY,**

Manufacturers,

New Haven, Conn., New York, Philadelphia, Boston.

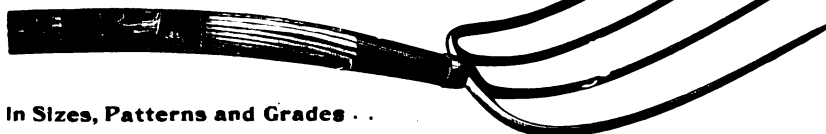
## FORKS, HOES, RAKES, &C., FOR EXPORT.

We make more than . . .

740 KINDS OF FORKS.

350 KINDS OF HOES.

40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

**FOR ALL MARKETS OF THE WORLD.**

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

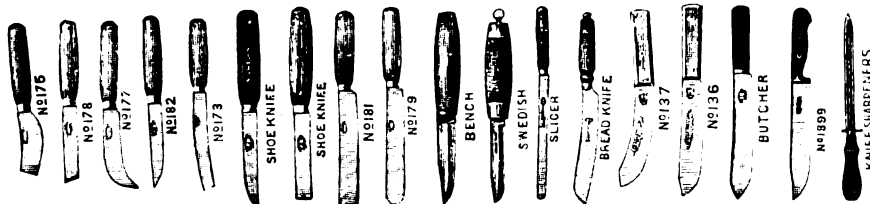
**THE IOWA FARMING TOOL CO.,**

Illustrated Catalog  
on Application. . .

**FORT MADISON, IOWA, U.S.A.**

## HARDWARE SPECIALTIES.

ILLUSTRATING A FEW OF OUR KNIVES.



We also manufacture NIPPERS and PLYERS, SNIPS, PRUNING SHEARS, SCISSORS, HAMMERS, RAZORS, RAZOR STOPS, &c. Write for new Catalogue.

**SMITH & HEMENWAY CO., 296 Broadway, New York.**

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Auburn, N. Y.—The Auburn Ball Bearing Co. has been organized, with the following officers: Mark D. Knowlton of Rochester, president; Frederick A. Wiggins of Auburn, vice-president; Harry G. Latimer of Auburn, secretary; and John E. Myer of Auburn, treasurer. The business will be under the direction of Mr. Myer as general manager. Henry La Casse of Rochester will be superintendent of the manufacturing department. Ball bearing hubs and wheels of all kinds will be a special feature of the business.

Buffalo, N. Y.—The Erie County Tire Inflating Co. has been incorporated, with \$10,000 capital. Directors: Maurice B. Patch, Thomas W. Symons, William P. Smith, Ansley D. White and John Laughlin.

Claverack, N. Y.—Walter Beardsley, repairing

Denver, Col.—The George N. Pierce Co. has been incorporated, with \$250,000 capital; office, Buffalo, N. Y. Incorporators: George N. Pierce, Henry May, Samuel J. Thompson, E. Clifford Potter and Lorenzo B. Sowerby.

East Lockport, N. Y.—H. W. Kratzer, 274 Market Street.

Lindenhurst, N. Y.—W. F. Wild, Wellwood Avenue, repairing

Los Angeles, Cal.—G. J. Parker, Belmont and Temple Streets.

Newark, N. J.—The National Frame & Metal Co., which will manufacture frames and other parts of bicycles, has had its articles of incorporation recorded with the county clerk. The capital stock is fixed at \$60,000. Charles A. Fox, John S. Kaufman and O. T. Seymour are named as the incorporators. The principal local office will be in East Orange.

North Lima, O.—Charles D. Fox, repairing.

Painesville, O.—John Rice.

Philadelphia, Pa.—The Automobile Construction Co. has been incorporated, for manufacturing automobiles. Capital, \$5,000. Incorporators: R. Gultion, C. H. Reed, A. B. Stoughton, F. C. Lewin, all of Philadelphia, Pa.; J. R. Williams, of Merchantville.

Toronto, Ont.—The Nott Cycle & Motor Co. of St. Catharines has been chartered, with a share capital of \$100,000.

Trenton, N. J.—Du Bois Automobile Agency, Jersey City, has been incorporated for the manufacture of automobiles. Capital, \$100,000. Incorporators: K. K. McLaren, J. I. Billings, T. Parker.

Willow Lake, S. D.—C. E. Thomas.

### Changes and Improvements.

Anderson, Ind.—J. P. Carpenter has sold out.

Atchison, Kan.—L. Widmayer succeeds L. Widmayer & Co.

Austin, Minn.—Austin Cycle & Novelty Co. have purchased the business of J. W. Phillips.

Bristol, Conn.—De Witt Page has succeeded to the advertising managership of the New Departure Bell Co., filling the vacancy caused by the retirement of F. A. Southwick. Although new to the position, Mr. Page is no stranger, as he has been connected with the company for years.

Buffalo, N. Y.—H. C. Colton succeeds Colton & Cook.

Caro, Mich.—Ray B. Parker succeeds B. H. Smith.

Castleton, Ill.—E. Steer has sold out.

Corning, N. Y.—George W. Robertson and George T. Wolcott, trading as Crystal City Cycle Store, have dissolved partnership; Mr. Wolcott will continue business.

De Pere, Wis.—W. E. Hopkins is closing out.

Fort Smith, Ark.—C. J. Murta has sold out.

Lockport, N. Y.—J. S. Woodward & Son have sold out.

Meriden, Conn.—Wusterbarth Brothers, 108 Miller Street, succeed S. W. Proudman.

Miami, Fla.—W. B. Aultman has purchased the business of C. M. Greer.

Middletown, Conn.—The property of the Worcester Cycle Co. has been ordered sold at public auction Oct. 16.

Newark, N. J.—Under the title of the Martin-Koehler Sporting Goods Co., the business of the well known Keer & Martin Cycle Co. will be absorbed, and a more decided push on sporting goods of every character made. The officers of the new company are: Frank L. C. Martin, president; Frederick Keer, vice-president, and Herman J. Koehler, secretary and treasurer.

New Haven, Conn.—A. A. Rosenthal succeeds Merritt Cycle Co.

Northampton, Mass.—Tidd, Bridges & Co., who conducted a bicycle store for several months, have gone out of business.

Norwalk, O.—W. H. Cleveland & Son have sold out.

Oswego, N. Y.—Cole & Gaskill, 88 North Avenue, have bought out B. R. Blinn, 70 North Avenue.

Philadelphia, Pa.—The patents and business of the McCormick Mfg. Co., manufacturers of the McCormick bicycle package carrier, have been purchased by C. L. Miskell and J. S. Kelley, trading as the Melrose Mfg. Co., of Oakville, Conn.

Phillipsburg, Kan.—J. M. Wood & Co. have sold out.

Port Jervis, N. Y.—Frederick D. Brown has discontinued business.

Racine, Wis.—The new factory of the Wisconsin Wheel Works is completed, and operations have been resumed.

Stonington, Conn.—G. H. Bennett, who has conducted a bicycle repair shop on Grand Street for the past few months, has moved his business to Mystic.

Syracuse, N. Y.—The capital stock of the Stearns Bicycle Agency of Syracuse, N. Y., has been increased from \$6,000 to \$100,000. The increase is made in order to give wider scope to the company's business of wholesaling and retailing bicycles and bicycle sundries.

Toledo, O.—The Lozier Motor Co. are removing from Toledo to their new plant in Plattsburg, N. Y. Their motor tricycle and steam wagon will be ready for exploitation in about three weeks.

Waterloo, Ia.—John Rethline succeeds Rethline Brothers.

Webster, Mass.—J. Bergmann is making alterations to his store.

West Rutland, Vt.—Harry Cummings has closed his bicycle and repair shop here.

Winona, Minn.—L. L. Bartlett succeeds Dantzer & Bartlett.

York, Pa.—Ness Bros. & Co. of East King Street, whose plant was destroyed by fire on the night of August 15, have closed a deal for a site near the York Wire Cloth plant. The firm expects to have the plant in running order about January 1. It is their intention to continue the manufacture of wheels and spokes.

### Recent Embarrassments.

Asbury Park, N. J.—Zacharias & Co., bicycle dealers, have made an assignment to J. O. Thome for the benefit of their creditors.

Boston, Mass.—The Boston Cycle Co. has been petitioned into bankruptcy by the Excelsior Needle Co., the Veeder Mfg. Co. and the G. W. Cole Co., whose claims amount to \$954.59.

Bristol, Conn.—E. J. Schalk; closed by creditors.

Indianapolis, Ind.—The Outing Mfg. Co., of which Councilman G. H. Evans is the head, has assigned to Wayne C. Parker for the benefit of creditors. Assets, \$8,000; liabilities, \$6,000. The firm was formerly known as the Hay & Willits Mfg. Co., who manufactured and placed on the market the Outing bicycle.

New York, N. Y.—The Durant-McLean Co., dealers in bicycles, motor vehicles and sundries, at 299 Broadway, have made an assignment to John I. Cole.

Tyrone, Pa.—Warren Zerbe; involuntary bankruptcy petition filed.

### Recent Fires.

Buffalo, N. Y.—Manhattan Cycle Co., 364 Main Street.

Little Falls, N. J.—John Potts.

Paris, Ont.—P. H. Hamilton and C. R. Burns.

Spring Lake, N. J.—C. Edward White, total loss.

Springfield, Mo.—Kraft & Garnett.

### Recent Burglaries.

Oshkosh, Wis.—Frank Percy, guns.

ESTABLISHED 1840.

**Luther Boardman**

EAST HADDAM, & SONS.

MANUFACTURERS  
OF NICKEL SILVER  
SPOONS, FLAT TABLE WARE,  
FORKS, BUTTER KNIVES ETC.  
ALSO BRITANNIA SPOONS,  
QUALITY GUARANTEED.

THESE GOODS HAVE  
BEEN BEFORE THE PUBLIC  
FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPURCHASED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
UNEQUALLED DURABILITY.  
ASK YOUR DEALER FOR THEM  
AND TAKE NO OTHER



## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.

CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles.

List, per doz., Kameled, \$30.00; Full Nickel, \$42.00.

Write for Discounts to Trade.

WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

## THE GLOBE AIR RIFLE,

MANUFACTURED BY

J. A. Dubuar Mfg. Co.  
Northville, Mich.

It is a beauty. It makes a boy feel proud when he becomes the owner of one. It is made in both single-shot and repeaters. If you are a retailer, write us and we will give you the name of jobbers near by you who handle them. If you are a jobber, write us for prices. Anyway, place your order somewhere at once, and get ready for the Fall Trade.

## THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

The Champion Safety Lock Co.,  
CLEVELAND, OHIO.

## Hardware Dealers, Do You Know

That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,

"The Eastern."

Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
ranted.

Eastern Oil-Tank Co.

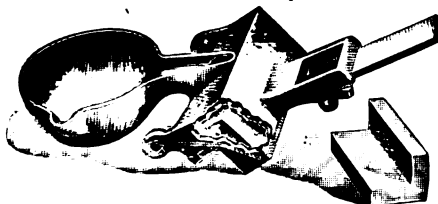
146 Fletcher St., Lowell, Mass.

SOMETHING NEW!

## Mould and Ladle, Combined,

For Casting Vise Jaws.

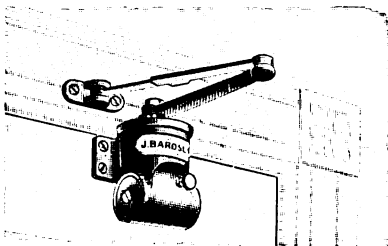
Also made for Casting Soft Hammers.



Price, complete, with One Pair Jaws for  
4-inch Vise, \$1.50.

CHARLES H. FIELD, 112 Point Street, Providence, R. I.

## THE "BARDSLEY" Oil Door Check & Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size A,	price each,	\$3.50
" B,	"	4.00
" C,	"	5.00
" D,	"	6.00
" E,	"	7.00

LIBERAL DISCOUNTS TO THE TRADE.

JOS. BARDSLEY,

147 to 151 Baxter St., NEW YORK CITY.

## Gasoline Motors,

One to Seven H. P.

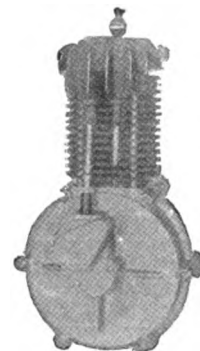
Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches  
and Other Purposes.

ADVANCE

BI-CYCLE MOTOR.



Also Complete Sets of Castings and Work-  
ing Drawings for Constructing  
these Motors.

Lowell Model Works

LOWELL, MASS.

Box 292.

ESTABLISHED 1774.

## HIGH GRADE AUGER BITS.

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The best fence for  
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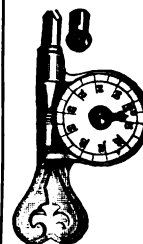
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## SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

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**PRIEST'S CLIPPERS**  
  
Largest Variety,  
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**ARE THE BEST.**  
Highest Quality Grooming and  
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**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
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SEAMAN'S PAT  
SEPT. 7, 98  
**The POSITIVE EXPANSION BOLT.**  
**D. C. SEAMAN & CO.,**  
1638 Hutchinson St., Philadelphia, Pa.  
FOR SALE BY  
NEAL & BRINKER, 18 Warren St., N. Y.  
It has been the aim of the Inventor to overcome  
the great existing evil of a bolt slipping in its  
fastenings and the object has been achieved.  
—SEND FOR PRICE LIST.—

**CUSTOM CASTING.**  
To order by Contract from Patterns on  
Hand or Furnished by Buyers. Over-  
flow Orders from Large Foundries So-  
licited.  
**C. H. LEETE,**  
POTSDAM, N. Y.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Help Wanted.

**BUILDERS' HARDWARE SALESMAN.**—One of good address,  
thoroughly familiar with the business, and capable of making  
correct estimates from architects' plans and specifications; one who is  
acquainted with the architects in New York City preferred. Address,  
stating experience and salary expected, N. Y. O., care **HARDWARE, 275**  
**Broadway, New York.** 126

**CUTLERY SALESMAN.**—Experienced cutlery salesman to solicit  
orders on commission for high grade American pocket knives from  
the retail Hardware trade in New England. Address, stating experience,  
etc., C. C., care **HARDWARE, 275 Broadway, New York.** 75

**CUTLERY GRINDER.**—An experienced pen and pocket-knife  
grinder, to grind and finish pocket-knife blades. Address A. BUR-  
KINSHAW'S SONS, Pepperell, Mass. 69

**HARDWARE SALESMEN.**—Experienced Hardware salesman for  
Greater New York to sell staple line of Hardware. Also salesman  
traveling New York State and one traveling New England States to take  
line, as a side line, on liberal commission. Address **STAPLE, care HARD-**  
**WARE, 275 Broadway, New York.** 97

**PUMP SALESMAN.**—Technically educated man of experience and  
ability as traveling salesman; must be energetic, and capable of  
handling large pump problems. Address X, care **HARDWARE, 275**  
**Broadway, New York.** 87

**SALESMEN** to sell a fine line of goods to Hardware and implement  
trade. Big commissions. **ULRICH MFG. CO., 112 River Street,**  
**Rock Falls, Ill.**

**TRAVELING SALESMAN.**—By a New York City jobbing house, a  
traveling salesman, thoroughly posted in general Hardware, to sell  
goods in New York, New Jersey and New England States. Address,  
stating experience and salary expected, O. W. O., care **HARDWARE,**  
**275 Broadway, New York.** 125

**TWO TINNERS,** familiar with bicycle repairing, who can also assist  
as clerks. \$20.00 per week for first-class men. Address Box 5,  
Durango, Colo. 70

#### Situations Wanted.

**BUILDERS' HARDWARE.**—Energetic young man would like  
position; builders' Hardware or salesman, in or out of New York  
city. Fourteen years' experience. Best of references. Address Z. H.,  
care **HARDWARE, 275 Broadway, New York.** 98

**COMPETENT BOOK-KEEPER,** can handle correspondence and  
office work in general, desires position with reliable house, with a  
view of growing up in the business. First-class reference. **RELIABLE,**  
**143 Montague Street, Brooklyn, N. Y.**

#### Situations Wanted.

**COMPETENT HARDWAREMAN,** reliable, 22 years as buyer,  
eleven years present position, desires to represent one or more firms  
in New England. Address F. L. B., care **HARDWARE, 275 Broadway,**  
**New York.** 73

**CUTLERY MAN,** now off the road and in retail Hardware trade, has  
sold out, and desires to travel again for cutlery, general Hardware, or  
any first-class line, or would be house salesman. Address **WM. A.**  
**STEWART, Denton, Md.** 81

**ENERGETIC YOUNG MAN,** having four years' experience as a  
salesman and manager in the business, desires a position in a retail  
or wholesale house in city. Best of references as to character, ability  
and habits. Will start on moderate salary. Address **PERMANENT, care**  
**HARDWARE, 275 Broadway, New York.** B

**EXPERIENCED ACCOUNTANT.**—By a young man of nineteen  
years' experience in Hardware, stoves, etc., for himself. Speaks  
English and German, is an accountant, would accept any good position.  
Best of references. Address Box 1105, Millheim, Pa. 118

**EXPERIENCED HARDWAREMAN.**—An ambitious young man  
would like a position as salesman (inside or road) with wholesale  
Hardware firm. Has had five years' experience. Can furnish best of  
reference. Address **AMBITIOUS, care HARDWARE, 275 Broadway,**  
**New York.** 66

**EXPERIENCED MANAGER,** eight years assistant-superintendent  
in a very busy factory (iron work), thoroughly familiar with hand-  
ling shop orders, keeping stock, cost, time, etc., would take charge of  
packing or shipping department. Best references. Address **J. H. G.,**  
**care HARDWARE, 275 Broadway, New York.** 117

**EXPERIENCED MANAGER.**—Position wanted by an **At** **Hard-**  
**wareman,** who means business, as manager of a retail Hardware  
store, or partner with party who has capital to invest, and wants a thor-  
oughly experienced man to run business. First-class references given as  
to ability and character. Address **S. H. F., care HARDWARE, 275**  
**Broadway, New York.** 84

**EXPERIENCED PATTERN MAKER.**—Position by an experienced  
and up to-date metal pattern and model maker, either at the bench  
or to take charge. Familiar with experimental work and the perfecting  
of inventions for manufacturers. Have several patentable articles in  
light hardware. Address **PATTERN MAKER, 447 Norman St., Bridge-**  
**port, Conn.** 76

**EXPERIENCED SALESMAN** desires position with retail Hardware  
or implement firm. Can furnish good references. Address Box 355,  
Forest, Ohio. 88

**EXPERIENCED SALESMAN,** traveled Washington, Maryland, Vir-  
ginia and Philadelphia (Pa.) for twenty years, is open for engage-  
ment. Commission preferred. Best of references. Address **BECKER,**  
**928 N. Bond Street, Baltimore, Md.** 124

**EXPORT.**—I would be glad to make a connection with any wholesale  
Hardware, mill supply, machinery, or agricultural implement house,  
or in fact any large house that does an export business, with the idea of  
developing their export trade, for which there is good opportunity at  
the present time. First-class experience and references. Address **H. F. F.,**  
**care HARDWARE, 275 Broadway, New York.** G



## Situations Wanted.

**GENERAL MANAGER.**—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. At references as to character, honesty and ability from the best Hardware houses in New York City. Address WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

**HARDWARE SALESMAN.**—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

**HARDWAREMAN.**—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address Mock, Box 142, Atlanta, Ga. 95

**HARDWARE CLERK.**—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

**OFFICE ASSISTANT.**—Situation as office assistant in wholesale house. Can furnish At reference as to character, etc. Salary, \$6.00 week. Address J. E. K., care HARDWARE, 275 Broadway, New York. 100

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

**SALESMAN.**—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

**SALESMAN.**—At salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

**SHOP FOREMAN.**—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN.**—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

**SALESMAN,** now selling the Hardware and housefurnishing trades in the small towns of New York and New Jersey, is open to handle one or more good lines on commission. Metal lines preferred. Address IWANTA, care HARDWARE, 275 Broadway, New York. 112

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN,** thoroughly acquainted with the jobbing and large retail trade of the United States and Canada, wants position with factory. Address H. C., Box 1, Middletown, N. Y.

**WANTED,** by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

**YOUNG MAN,** who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE, 275 Broadway, New York. 110

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

**WE GIVE** exclusive territory to live Hardwaremen for the sale of our gasoline lamp. We are the first people to manufacture practical pressure gasoline lamps. Liberal terms. Write for particulars. Address MARTIN & MOREHEAD, 53 W. Washington Street, Chicago, Ill. 115

## Side Line Offered.

**COMMISSION SALESMEN,** now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

**PUMP SPECIALTIES.**—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

**TRAVELING SALESMEN WANTED** to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BRUCLER, Stryker, Ohio. 78

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## Side Line Wanted.

**TRAVELER,** representing well-known factory, desires a side line, on salary or commission. Address HIGH GRADE, care HARDWARE, 275 Broadway, New York.

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

## Wanted to Purchase.

**PLATING OUTFIT.**—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

## Wanted, to Manufacture.

**NOVELTY WANTED.**—A novelty for the Hardware or bicycle trade. Have all the facilities to manufacture and sell, or act as sales agents. Address THE KIRKPATRICK SADDLE CO., Springfield, Ohio. 130

## Agency Wanted.

**RIVER PLATE** firm with first-class connections, and many years' experience of that market, desires to obtain agencies for American goods. Highest references given. Address, in first instance, RIVER PLATE, care HARDWARE, 275 Broadway, New York. 129

**WANTED.**—An agency for a good heavy Hardware manufacturing company for Greater New York. Can give best of references. Address S. E. V., care HARDWARE, 275 Broadway, New York.

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, 275 Broadway, New York. a

## To Rent.

**THIRD LOFT, 25x100 FT., CORNER CHAMBERS AND CHURCH STS.,** in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.

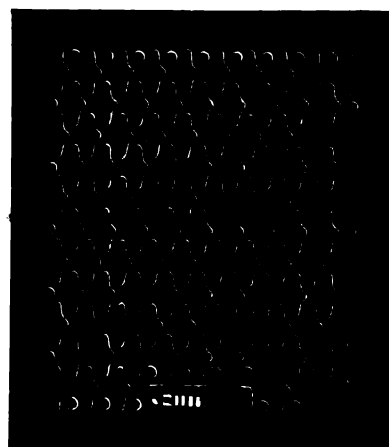
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**BOX ORNAMENTS AND CORNERS.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N.Y.  
 MANUFACTURERS OF  
 METAL GOODS IN BRASS, BRONZE, AND TIN.  
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

GET OUR PRICES BEFORE ORDERING

Mention "Hardware."

## Sheet Steel Registers & Ventilators.



Made of Sheet Steel.  
**ABSOLUTELY NON-BREAKABLE.**

*Exceeds all others in Strength, Air Capacity, Workmanship and Finish.*

Full line of sizes.  
 Finished in various styles.  
 Let us tell you about them.

Catalog and Prices upon application.

**The Canton Steel Roofing Co.**  
 Manufacturers,  
 CANTON, OHIO.



## IMPROVED YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or  
 Brass Scoop Top. Brass Dial.

**BEST IN THE WORLD.**

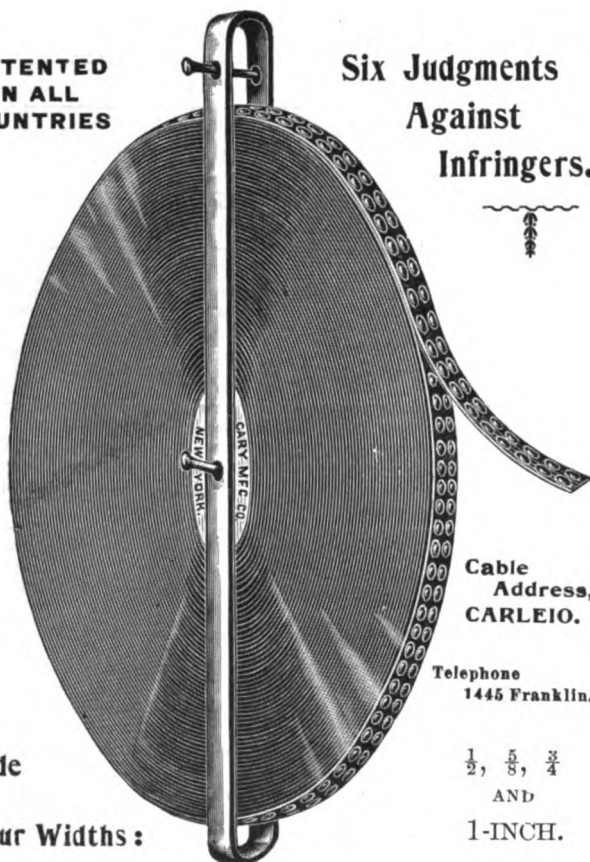
A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs so pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

MANUFACTURED BY  
**AMERICAN CUTLERY CO., Chicago, Ill.**

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES

Six Judgments  
 Against  
 Infringers.



Cable  
 Address,  
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Telephone  
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$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH.

Made  
 in  
 Four Widths:

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



JUST as we did last season, we will make

**"A Clean Sweep"**

In the Bicycle Tire business this year.

Wide awake jobbers will handle the

**Goodyear  
 ...Tires**

because we are the leaders, and that means a **SURE PROFIT** for them.

**THE GOODYEAR TIRE & RUBBER CO.,**  
 AKRON, OHIO.

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's .....	50%
Ship Carpenters .....	50%
Railroad .....	50%
<b>Ammunition—</b>	
CAPS, PERCUSSION— $\Phi$ 1000—	
U. M. C. Co., trimmed edge.....	40c
U. M. C. Co., ground edge, heavy.....	50c
Musket, Waterproof, 1-10's.....	60c
G. D. .....	35c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges .....	50%
Rim Fire Military .....	15%
Cent. Fire, Pistol and Rifle .....	25&5%
Cent. Fire, Military and Sport- ing.....	15&5%
Blank Cartridges, 22 cal.....	10&5%
Blank Cartridges, 32 cal.....	10&5%
Primed Shells and Bullets.....	15&5%
B. B. Cape, Round Ball.....	25&10%
B. B. Cape, Con. Ball, Swgd.....	net
<b>PRIMERS—</b>	
Berdan Primers .....	5%
B. L. Caps (for Sturtevant Shells).....	5%
All other Primers.....	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge.....	25%
First quality, 14, 16 and 20 gauge, \$7.50.....	20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....	33&4%
Primrose Club.....	15%
Nitro.....	15%
High Ball.....	15%
Smokeless.....	33&4%
Acme.....	33&4%
Brass Shot Shells, 1st quality.....	60%
Brass Shot Shells, Club, Rival and Climax.....	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder.....	40&5%
"New Rival," Black Powder.....	40&5%
"Smokeless" Nitro Powder.....	40&10&10&5%
"Acme," Dense Nitro Powder.....	40&10&10&5%
"Trap," Nitro Powder.....	40&10&10&5%
<b>GUN WADS—<math>\Phi</math> 1000—</b>	
B. E. 11 up.....	\$ .80
B. E. 9 & 10.....	.70
B. E. 8.....	.60
B. E. 7.....	.50
P. E. 11 up.....	1.00
P. E. 9 & 10.....	1.25
P. E. 8.....	1.50
P. E. 7.....	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: $\Phi$ bag	
Drop Shot, sizes smaller than B, 25-lb bags.....	\$1.40
Drop Shot, sizes smaller than B, 5-lb bags.....	.35
Drop Shot, B and larger sizes, 25-lb bags.....	1.65
Drop Shot, B and larger sizes, 5-lb bags.....	.40
Back Shot, 25-lb bags.....	1.65
Chilled Shot, 25-lb bags.....	1.65
Dust Shot, 25-lb bags.....	2.10
Dust Shot, 5-lb bags.....	.50
<b>POWDERS—</b>	
Lafin & Rand Powder Co.:	
<b>CANISTER POWDER—</b>	
Orange Lightning, Each	
Nos. 1, 2, 3, 4, 5, 6, 7, in canis- ters of 1 lb.....	.75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb.....	.45
Orange Rifle "Extra," F. FF, FFF, in canisters of 1 lb.....	.25
F. FF, FFF, in canisters of 1/4 lb.....	.15
F. FF, FFF, in canisters of 1/4 lb.....	.12
<b>KEG POWDER—</b>	
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb.....	8.00
Nos. 1, 2, 3, 4, 5, in 1/4 kegs of 12 1/2 lb.....	4.25
Nos. 1, 2, 3, 4, 5, in 1/4 kegs of 6 1/4 lb.....	2.25
<b>Orange, Special,</b>	
Nos. 1 and 2, in kegs of 25 lb.....	5.00
Nos. 1 and 2, in 1/4 kegs of 12 1/2 lb.....	2.75
Nos. 1 and 2, in 1/4 kegs of 6 1/4 lb.....	1.50
<b>Orange Rifle "Extra,"</b>	
F. FF, FFF, in kegs of 25 lb.....	4.00
F. FF, FFF, in 1/4 kegs of 12 1/2 lb.....	2.25
F. FF, FFF, in 1/4 kegs of 6 1/4 lb.....	1.25
<b>Meal Powder,</b>	
In kegs of 25 lb.....	4.00
<b>Shipping Powder,</b>	
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFFF, in kegs of 25 lb.....	2.65
<b>Blasting and Mining, "A,"</b>	
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFFF, in kegs of 25 lb.....	2.65
<b>Blasting and Mining, "B,"</b>	
CC, C, F, FF, FFF, FFFF, in kegs of 25 lb.....	2.65
<b>Fourth of July Powder,</b>	
In kegs of 25 lb.....	9.00
<b>Lafin &amp; Rand Smokeless,</b>	
10-Can Drums.....	1.00
Single Canisters.....	1.00
<b>Discounts on application.</b>	
<b>CANISTER POWDER—</b>	
E. I. Du Pont De Nemours & Co.:	
In cases of 25 each.....	Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb.....	\$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb.....	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1/4 lb.....	.30
Eagle Rifle and Superfine Sport- ing, in canisters of 1 lb.....	.45
Du Pont Rifle, Fg, Ffg, and FFfg, in canisters of 1 lb.....	.35
Du Pont Rifle, Fg, Ffg, and FFfg, in canisters of 1/4 lb.....	.15
Du Pont Rifle, Fg, Ffg, and FFfg, in canisters of 1/4 lb.....	.12
<b>KEG POWDER—</b>	
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb.....	\$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12 1/2 lb.....	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6 1/4 lb.....	2.25
Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 25 lb.....	4.00
Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 12 1/2 lb.....	2.25
Du Pont Rifle, FFFg, Ffg, and "Sea Shooting" Fg, in kegs, 6 1/4 lb.....	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb.....	4.00
"V. G. P." for Trap Shooting in kegs, 12 1/2 lb.....	2.25
"V. G. P." for Trap Shooting, in kegs, 6 1/4 lb.....	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb.....	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12 1/2 lb.....	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6 1/4 lb.....	1.50
Mealed Powder, in kegs, 25 lb.....	4.00
Shipping Powder, F. FF, FFF, FFFF and FFFFF, in kegs, 25 lb.....	2.25
<b>Mining and Blasting Powder,</b>	
(A), C, F, FF, FFF, FFFF, in kegs, 25 lb.....	2.25
<b>Mining and Blasting Powder,</b>	
(B), C, F, FF, FFF, FFFF, in kegs, 25 lb.....	1.50
<b>Du Pont Sporting Powder, for lots</b>	
1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder.....	\$2.00
Half kegs, equal in bulk to 12 1/2 lb Black Powder.....	11.25
Quarter kegs, equal in bulk to 6 1/4 lb Black Powder.....	5.75
Canisters, equal in bulk to 1 lb Black Powder.....	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder.....	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder.....	1.00

Du Pont U. S. 30 Calibre  
Smokeless Rifle Powder,  
per lb..... 1.25  
Discounts on application.

**Animal Pokes—**

Iowa Farming Tool Co.:  $\Phi$  doz.  
Hawkeye..... \$3.25  
Western..... 3.75

**Anti-Rattlers—**

Fernald, Wire..... 50&10%  
Burton's..... 50&10%  
Gem..... 60%  
Steel Drive..... 40%  
Kohler's:  $\Phi$  gro.  
Invisible, No. 3..... \$6.00  
Perfect, No. 2..... 7.00  
Bolt Holder, No. 1..... 9.00

**Anvils—**

American "Horse-Shoe"..... 94c  
Armstrong's Mouse Hole..... 94c  
Cincinnati..... 25&10%  
Eagle Anvil,  $\Phi$  lb 9c..... 15&15&5%  
Hay Budden, Wrought..... 83c  
Peter Wright's..... 94&101&4c  
Samson..... 40&10%  
Trenton..... 4c

**ANVIL AND VISE COMBINED—**

Cheney Anvil and Vise..... 40%  
Holt's..... 40&40&10%  
Millers Falls (with drill), \$18.00..... 15%

**Augers and Bits—**

Boring Machine..... 60&60&10%  
Com. Auger Bits..... 60&60&10%  
Cooks:  
Augers..... 50&50&10%  
Augers, Millwrights..... 45%  
Auger Bits..... 50&50&10&5%  
Car Bits..... 45%  
Forstner Pat. Bits..... 25%  
C. E. Jennings & Co.:  
Double Spur pattern car, No. 30..... 50%  
Nobles Double Spur, No. 33..... 50&10%  
No. 10 Extension Lip..... 40%  
No. 10 Extension Lip Car Bit..... 40%  
Car Bits, No. 10..... 50%  
Car Bits, No. 30..... 50%  
Ring Augers..... 70%  
Jennings' Pattern..... 50&10%  
Job T. Pugh's, Black..... 20%  
Job T. Pugh's, Jennings Pat..... 35%  
Snell's Ship Auger Pattern Car  
Bits..... 30&10%  
Swan's:  
Jennings' Pattern Auger Bits..... 60%  
Jennings' Pattern Car..... 4c  
Jennings' Pattern Machine..... 25%  
Russell Jennings' Augers and Bits  
25&10&2&4%

**HOLLOW AUGERS—**

Ames..... 25&10%  
Bonney's Adjustable, No. 4, \$24.00..... 25&25&10%  
Cincinnati Nos. 1, 2 and 3..... 25&10%  
Douglass..... 25&10%  
Ives..... 25&10%  
Millers Falls, Goodell..... 15&7&4%  
Swan's..... 10%  
Universal, each \$4.50..... 20%

**EXPANSIVE BITS—**

C. E. Jennings & Co..... 33&4%  
Clark's small, \$18..... 50&10%  
Clark's large, \$26..... 50&10%  
Ives' Model,  $\Phi$  doz. \$80..... 50%  
Swan's..... 50&10%

**DOUBLE CUT GIMLET BITS—**

Common..... 40&10&50%  
Mayhew's Diamond  $\Phi$  doz. \$1.25..... 40%  
Swan's..... 40%  
C. E. Jennings & Co..... 45%  
Ladd's..... 60&10%  
Mayhew's..... 40&10%  
Snell's..... 40&10%  
Snell's Bell Hangers..... 50%

**BIT STOCK DRILLS—**

Cincinnati Tool Co., for wood, 40&10%  
for metal, 60%  
Cleveland Wood Bits for Braces..... 50&10%  
Detroit..... 60%  
K. & F..... 60&10%  
Morse..... 50&10%  
Swan's, for wood..... 40&10%  
Syracuse, for wood..... 40%

**TWIST DRILLS—**

Cleveland..... 60&10%  
K. & F. Straight Shank..... 60&10%  
Morse Straight Shank..... 50&10%  
New Process..... 60&10%  
Standard..... 60&10%  
Standard Oil Tube Drills..... 15%  
Syracuse..... 60&10%  
W. & B. Diamond..... 60&5&60&10%  
W. & B. Universal Self-Oiling..... 10%

**SHIP AUGERS AND BITS—**

L'Hommedieu's..... 15&15&10%  
Snell's..... 30&10%  
Watrous..... 33&4%

**Awl and Auger Handles—**

See Handles.

**Awls—**

Handled Brad..... 40&10%  
Handled Scratch..... 40&10%  
Patent Peg..... 50%  
Sewing, Com..... 88c&\$1.00  
Shouldered Peg..... 50%  
Shouldered Brad..... 50%  
Socket Scratch  $\Phi$  doz..... \$1.00  
Stanley Rule & Level:  
Handled Brad..... 30&10%  
Patent Pegging..... 50&50&10%

**Awl and Tool Sets—**

Aiken's Awls and Tools:  
No. 10,  $\Phi$  doz. \$7.50; No. 20,  $\Phi$  doz.  
\$10..... 60%  
Brad Sets:  
No. 42, \$10.50; No. 45, \$12.50..... 70%  
Fray's Adj. Tool Hds., Nos. 1, \$12;  
2, \$18; 3, \$12; 4, \$9; 5, \$7..... 50%  
Ice Awls..... 55%  
Millers Falls Adj. Tool Holders:  
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18,  
15&15&10%  
C. E. Jennings & Co.'s Adjustable  
Tool Handles..... 33&4%  
Stanley's Excelsior, No. 1, \$7.50;  
No. 2, \$4.00; No. 3, \$5.50..... 30&10%

**Axes—**

First quality, best brands..... \$6.50&7.00  
First quality, other brands..... 6.00&6.50  
Beveled, add 25c.  $\Phi$  doz.

**BATCHES—**

Hunt's Underhill's or Blood's..... 40&10%  
Peck's:  
Champion Blade..... 45%  
Empire Brand..... 50&10%  
Fayette R. Plumb:  
Broad, New List..... 33&4%  
Lathing..... 33&4%  
Shingling..... 33&4%  
Warehouse..... 33&4%  
Vulcan Tool Co..... 40&5%  
D. Simmons & Co.:  
Broad..... 50&5%  
Shingling and Claw..... 50&5%  
Lath, Hunters, etc..... 50&5%  
M. C. Ogden's:  
Broad..... 40%  
Shingling, Claw, etc..... 50%  
Handled..... 40&10%  
Boys..... 50%

**Axle Grease—**

Dixons' "Everlasting":  
1-lb box..... 15  
2-lb box..... 25  
10-lb pail..... \$1.20  
25-lb keg..... 2.75  
50-lb keg..... 5.00

**Balances—**

Chatillon's:  
Light, Class A..... 40&10%  
Circular Balances, Class C..... 50%  
Ice Balances, Class B..... 50%  
Straight Balances, Class A1 and A2, 40%  
Large Dial, Class D..... 30%

**Balances, Sash—**

Pullman's..... 50&10&60%

**Barn Door Hangers—**

See Hangers.

**Barrel Drainers—**

National..... 30%

**Beef Shavers—**

Enterprise:  
Japanned, each, \$7.50..... 25&30%  
Tinned, each, \$9.00..... 25&30%

**Bells—**

HAND—  
Extra Heavy Brass..... 60&10%  
Light Brass..... 65&10%  
Eastlake..... 60&10%  
Pure Bell Metal..... 55%  
Globe (Cone's Patent)..... 35%  
Silver Chime..... 35%  
White Metal..... 65&5%

**DOOR—**

Trip, Gem..... 40%  
Alarm, Abbe's..... 40%  
Alarm, Yankee..... 50%  
Gong, Abbe's..... 40%  
Gong, Yankee..... 50%  
Lever, R. & E. Mfg. Co.'s..... 50&10%  
Multi-Stroke..... 40%  
New Departure..... 45&50%

**COW—**

Common Wrought..... 70%  
Kentucky..... 70&70&10%  
Kentucky, Sargent's List..... 70%  
Texas Star..... 50%  
Western, Sargent's List..... 70%

**Bellows—**

Blacksmiths'..... 60&10&5%  
Hand..... 25&10%  
Moulders'..... 25&10%

**Belting, Rubber—**

Boston Belting Co.:  
"Boston"..... 50%  
"Imperial," seamless, stitched..... 40%  
Cleveland Rubber Co.:  
Buckeye..... 60&10%  
Shield High Grade..... 50&10%  
War. 2 XL..... 40%

Common Standard.....75&10%  
Extra.....60&10&5%  
N. J. Car Spring & Rubber Co.:  
Extra Para.....40&10%  
Reliable.....50&10%  
Staple.....60&10%  
Standard.....70&10%

**Bench Stops—**

Cincinnati.....25&10%  
Morrell's No. 1, \$10.00 per doz.; No.  
2, \$11.00.....40&10%  
Seymour Smith & Sons.....25&10%  
Terrell's Nos. 1 and 2, \$8.00; No. 3,  
\$3.00 per doz.....25%  
Miller's Falls.....15&10%  
Weston's.....40%

**Blinder Twine—**

White Sisal, 500 ft. to lb.....8½¢  
Standard, 500 ft. to lb.....8½¢  
Manila, 600 ft. to lb.....11½¢  
Pure Manila, 650 ft. to lb.....12½¢

**Bit Holders—**

Angular.....45%  
Extension:  
Barber's, per doz. \$15.00.....45&50%  
Ives' per doz. \$20.00.....60&10%

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

Domestic, per doz. \$3.00.....33½¢  
Excelsior, per doz. \$10.00.....50&10&5%  
North's.....10%  
Zimmerman's.....50%

**Blind Fastenings and Tenons—**

Austin & Eddy per gro. sets.....\$5.50  
Forhan's Improved Star Tenon  
per gro. \$1.00.....25%  
Holt's Tenons.....70%  
Merriman's Brass Lever per gr.....\$15.00  
Merriman's Iron Lever per gr.....9.00  
Miller's Falls set \$1.00.....15&10%  
Security Gravity per gr.....\$8.00  
Washburne's Plate per gr.....9.00  
Zimmerman's.....50%

**Blind Hinges—**

See Hinges.

**Blocks—**

Chisholm & Moore Crane Load Blocks 15%  
Cleveland Block Co. Steel.....60&10&70%  
Eddy's.....60&10&70%  
Hariz' Steel.....50&60&10%  
Iron Strapped.....70%  
Rope Strapped.....60&10%  
L. V. Sheaves.....60%  
Lanes:  
Junior, Self Sustaining.....80%  
Pat. Automatic.....30%  
Perfect Safety.....30%  
Stowell, Novelty Block.....50&10%  
Regular Iron Strapped Blocks  
60&10&10&70%

**Bolts—**

**DOOR AND SHUTTER—**  
Cast Iron Barrel, Square, &c.....50&10%  
Cast Iron Chain.....50&10%  
Cast Iron Shutter Bolts.....45&10%  
Ives' Patent Door Bolts.....65%  
Wrought Barrel.....65%&66%&15%  
Wrought Square.....60&60&15%  
Wrought Shutter, Standard list.....40&10%  
Wrt Sunk Flush, Sargent's list.....50&50&10%  
Wrt Sunk Flush, Stanley's list.....45&45&10%  
Wrt B. K. Flush, Com'n, Stanley's  
list.....50&50&15%  
Wrought Spring, Sargent's.....75%

**CARRIAGE, MACHINE, &c.—**

Bolt Ends.....70&70&10%  
Machine.....70&10&70&10&10%  
Carriage, Common.....70&70&10%  
Norway Iron, list Oct. '94.....75%  
Phila., Eagle, list June 1, '99.....80%  
R. B. & W., \$2.40 list.....70%  
Sleigh Shoe.....50&10%

**TIRE—**

American Screw Co.:  
Bay State, Plain, list Dec. 28, '99.....65%  
Bay State, Finted.....65%  
Eagle Phila., list Feb. 26, '98.....77½¢  
Norway, Phila., list Feb. 26, '98.....75%  
Common, list Dec. 28, '99.....65%  
Norway, Phila.....75%  
R. B. & W., Norway.....75%

**STOVE AND PLOW—**

Plow.....50&10%  
R. B. & W. Plow.....50%  
Stove, list Dec. 28, '99.....60%

**MISCELLANEOUS—**

Sink.....63½¢

**Bone Mills.**

Enterprise.....25&30%  
Stearns.....40%

**Borers, Bung.**

Enterprise.....25&30%  
Each.....\$1.25, \$1.65, \$2.50  
Nos.....1 2 3  
C. E. Jennings & Co.:  
No. 6.....40%  
No. 10.....25%

**Borers, Tap—**

Common Ring.....20&10%  
Enterprise.....25&30%  
Ives.....25&10%

**Boring Machines—****WITHOUT AUGERS—**

Upright.....Angular.  
Douglass'.....\$2.75 \$3.38  
Jennings'.....3.00 3.75  
Miller's Falls.....7.50 15%  
Snell's, Rice's Pat. 2.75 3.00

**Bow Pins—**

Hotchkies.....60&10%

**Boxes, Mail.**

Heller's.....40&5%

**Box Strapping—**

Cary's "Universal," in case lots,  
20&10&20&10&10%

**Braces—**

Barbers'.....50&10&60&10%  
Barbers' Ratchet.....60&60&10%  
Common Ball American.....60&60&10%  
Ives':  
Barbers'.....60&5%  
Barbers' Ratchet.....60&60&10%  
New Haven Novelty.....70%  
New Haven Ratchet.....60&10%  
Spofford.....60&5%  
C. E. Jennings & Co.:  
No. 108&2114½.....50&10%  
No. 208½&214½.....50&10%  
Lancaster Mach. & Knife Works.....40%  
Peck's (P. S. & W. Co.).....60&60&5%  
Gen. Spofford's.....50&10&60%

**Brackets—**

Door Screen.....60&10%  
Shelf, Bradley's Patent.....75%  
Shelf, Plain, Regular list.....66½%  
Shelf, Fancy, Sargent's list.....40&10%  
@50&5%  
Window Screen Corner.....60&10%  
Reading, Plain.....60%  
Reading, Rosette.....60%

**Bracket Saw Frames—**

Miller's Falls Co.....25%

**Bracket Sets—**

Miller's Falls Co.....33½¢

**Box Hooks, Openers and Scrap-  
ers—**

Humason & Beckley's.....60&60&10%

**Bright Wire Goods—**

Standard. New list.....80%

**Bull Rings—**

Humason, Beckley & Co.'s.....80%  
Peck, Stow & Wilcox Co.'s.....60%  
Sargent's.....80%  
Seymour Smith & Sons.....60%

**Bull Punches—**

Humason & Beckley's.....25%

**Bush Hooks—**

See Hooks.

**Butchers' Cleavers—**

Bradley's.....25&30%  
Beatty's.....40%  
Foster Bros. Flat Hds.....30%  
Foster Bros. Round Hds.....80%  
Lancaster Mach. & Knife Wks. 33½¢&40%  
L. & I. J. White.....25%  
New Haven Edge Tool Co.'s.....40%  
P. S. & W.....33½¢&5%

**Butcher Knives—**

See Knives.

**Butchers' Saw Blades—**

Miller's Falls Co. Star.....15&15&10%  
C. E. Jennings & Co.....25&10%

**Butter and Cheese Triers—**

Ordinary Black Handle.....25%  
Humason & Beckley's.....25&10%

**Butt and Rabbit Gauges—**

Stanley's.....25&10%

**Butts—****BRASS—**

Cast Brass, Fast Joint.....40&10&50%  
Cast Brass, Ice House.....40%  
Cast Brass, Loose Joint.....40&10&50%  
Wrought Brass, list Sept. '96.....25&10%

**CAST IRON—**

Loose Joint.....70%

Loose Joint, Japanned.....70%  
Loose Joint, Jap. with Acorns.....70%  
Loose Pin.....70%  
Mayer's Hinges.....70%  
Parliament Butts.....70%  
Fast Joint, Broad.....60&60&10%  
Fast Joint, Narrow.....60&60&10%

**WROUGHT STEEL—**

List April 1, 1895.  
Bronzed Inside Blind Butts.....45&45&15%  
Bronzed, Narrow.....45&45&15%  
Fast Joint, Narrow.....45&45&15%  
Fast Joint, Light Narrow.....45&45&15%  
Fast Joint, Broad.....45&45&15%  
Loose Joint.....45&45&15%  
Loose Pin.....45&45&15%  
Table Butts, Back Flaps, etc.....45&45&15%

**Calipers—**

Bemis & Call:  
Wing.....65%  
Double.....65&10%  
Inside and Outside.....65&10%  
Straight Leg.....65&10%  
Call's Pattern, Inside.....55%

**Can Openers—**

American.....per gross, \$1.75@2.01  
Goodell's Acme.....per gross, 6.00  
No. 5, Iron Handle, per gross, \$2.00@2.25  
Sardine Scissors.....75&10%  
Sardine Scissors, Forged Steel.....per doz., \$4.50  
Sprague, No. 1, \$3.00; No. 2, \$2.25;  
No. 3, \$2.50.....75&10%  
Universal, per doz., \$3.00.....50%

**Cards—**

Cotton.....2%  
Horse and Curry.....25%  
Wool.....25%

**Carpet Stretchers—**

Montross' "Excelsior," per doz.,  
\$6.00.....80%  
Bullard's.....83½¢  
Cast Iron Steel Points.....per doz., \$8.00  
Socket.....per doz., \$1.75@2.01

**Carpet Sweepers—**

Bissell Carpet Sweeper Co.:  
American Queen.....per doz. \$27.00  
Crystal.....38.00  
Gold Medal.....34.00  
Grand.....36.00  
Grand Rapids.....22.00  
Hall.....60.00  
Prize.....24.00  
Premier.....24.00  
Superior.....24.00  
Welcome.....24.00  
Club.....54.00  
Crown Jewel, Japan Finish.....19.00  
Crown Jewel, Nickel.....21.00  
Furniture Protector, Japan.....22.00  
Furniture Protector, Nickel.....24.00  
"Standard A," Japan.....20.00  
"Standard A," Nickel.....22.00  
Lots of 5 dozen, \$1.00 per doz. less.  
Goshen Sweeper Co.:  
New Prices  
per doz.  
Goshen Junior.....\$9.00  
Kureka.....12.50  
Champion.....17.00  
Our Leader.....18.00  
Unrivaled, Broom-Action, Jap. 18.00  
Unrivaled, Broom-Action, Nic. 20.00  
Star, Broom-Action, Japan.....19.00  
Banner, Broom-Action, Japan.....20.00  
Banner, Broom-Action, Nickel.....22.00  
Reliable, Broom-Action, Japan.....20.00  
Reliable, Broom-Action, Nickel.....22.00  
Hapid, Broom-Action, Japan.....20.00  
Rapid, Broom-Action, Nickel.....22.00  
Select, Broom-Action, Japan.....20.00  
Select, Broom-Action, Nickel.....22.00  
Easy, Cam Action, Japan.....20.00  
Easy, Cam Action, Nickel.....22.00

**Carriage Bolts—**  
See Bolts.  
**Carriage Makers' Clamps—**  
See Clamps.  
**Cartridges—**  
See Ammunition.  
**Casters—**  
Bed.....60&10%  
Bracket Bed.....60&60&5%  
French or Phila. Iron Wheel.....60%  
Brass Wheel.....40&10%  
Martin's Patent (Phoenix).....50&50&10%  
Plate.....60&10%  
Payson's Truck Casters.....60&10%  
Payson's Furniture.....70%  
Payson's Truck.....70%  
Tucker's Patent, low list.....50%

**Cattle Leaders—**

Humason, Beckley & Co.'s.....70&10%  
Peck, Stow & W. Co.....65%  
Sargent's.....70&10%  
Wellons.....70&10%

**Chain—**

Aluminum Coil and Halter.....50&5%  
American Halter Chain.....50&50&5%  
American Proof Coil, 1000-lb lots,  
Inch.....Per lb.  
3-16.....\$7.90  
3-8.....6.00  
5-16.....5.00  
3-4.....4.15  
7-16.....4.00  
3-8.....3.90  
9-16.....3.80  
3-4.....3.70  
3-8.....3.65  
3-4.....3.55  
1.....3.55  
Less than cask lots, add 40c. per 100 lbs.

**Bridgeport Chain Co.:—**

Brown, Coll.....60%  
Brown, Halter.....60%  
Competition Sash.....50&10%  
Monarch, Sash.....40&10%  
Triumph, Coll.....55%  
Triumph, Halter.....55%  
Covert Mfg. Co., Breast Chain.....35%  
Covert Mfg. Co., Halter Chain.....35%  
Covert Mfg. Co., Heel Chain.....35%  
Covert Mfg. Co., Rein Chain.....35%  
Covert Mfg. Co., Stallion Chain.....35%  
Galvanized Pump Chain.....5½¢&6¢  
German Coll, list July 24, '97, 60&60&10%  
German Halter Chain, list July 24, '97  
60&60&10%  
Jack Chain, Iron.....50&10&60%  
Jack Chain, Brass.....50&50&10%  
Oneida:  
Niagara.....60%  
Eureka.....60%  
Trace, Wagon and Fancy Chains,  
New List.....50&50&10%  
COW TIES—  
American.....85&40%  
Niagara.....45&50%  
Covert Mfg. Co.:  
Cotton.....45%  
Hemp.....45%  
Jute.....35%  
Sisal.....20%

**Chain Guards—**

Aluminum S. & N. Co.....50%

**Chain Hoists—**

Moore's "Anti-Friction".....80%  
Moore's "Direct".....50%

**Cherry Stoners—**

Enterprise.....25&30%  
Family.....net per doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—**

**SOCKET FRAMING AND FIRMER—**  
Buck Bros.....30%  
Charles Buck.....30%  
Douglass.....30%  
Mix.....70%  
Ohio Tool Co.....70%  
P. S. & W.....70%  
Swan.....70%  
Wetherby.....70%  
C. E. Jennings & Co. No. 70.....20%  
Jennings & Griffin Mfg. Co.....70%  
**TANGED AND MISCELLANEOUS—**  
Box.....60&10%  
Buck Bros.....20&10%  
Butchers'.....\$4.75@5.00 to 2  
C. E. Jennings & Co.....20%  
Jennings & Griffin Mfg. Co. Tanged  
Chisels and Gouges.....40%  
Spear & Jackson's.....\$5.00 to 2  
Tanged Firmers'.....40&40&10%  
**COLD CHISELS—**  
Good quality, per lb.....18c@20c  
Snell's Best C. S.....50%

**Chucks—**

Beach Patent, each, \$8.00.....20%  
Cushman's:  
Combination.....40%  
Independent.....25%  
Morac's Adjustable, each, \$7.00.....25%  
Syracuse, Balz Patent.....30%  
Skinner's Patent Drill Chucks.....30%  
Skinner's Ind't Lathe Chucks.....40%  
Skinner's Pat. Comb. Chuck.....40%  
Standard, Improved.....45%  
Union Mfg. Co.:  
Combination.....40%  
Independent.....40%  
Universal.....40%  
Victor, No. 1, \$8.50; No. 2, \$12.50.....25%

**Clamps—**

Adjustable, Cincinnati.....25&10%  
Adjustable, Hammers.....15%  
Adjustable, Stearns'.....30%  
Malleable, Stearns'.....75%  
Cabinet Makers or Quilt Frame,  
Sargent's.....45%  
Carpenter's, Cincinnati.....25&10%  
Carriage Makers', Sargent's.....50&50&10%  
Carriage Makers', Stearns'.....50&50&10%  
Carriage Makers', P. S. & W. Co. 40&10%  
Smith's:  
Eccentric.....25%  
Splicing.....25%  
Splicing Tools.....25%  
Warner's.....40&10%



<b>Cleaners, Sidewalk—</b> $\text{\$ doz}$		<b>Door Springs—</b>		John Sommer's "Common," Cork Lined..... 70%		Stanley's..... 60&10%	
Challenge Shank.....	$\text{\$3.25}$	Champion (Coil).....	50%	John Sommer's "O. K.," Cork Lined..... 50%		Stanley's Chisel.....	20&10%
Star Shank.....	4.00	Gem (Coil), list Oct. '95.....	20%	John Sommer's "Chicago," Cork Lined..... 60%		Starrett's Surface, Center and Scratch.....	25&10%
Star Socket.....	4.25	Rubber, complete, $\text{\$ doz}$ .....	$\text{\$5.50-45}$	John Sommer's "Perfection," Cedar.....	40%	Copeland Champion Bit, $\text{\$ doz}$ .....	
<b>Clippers—</b>		Star (Coil), list Oct. '95.....	30%	John Sommer's "No Brand," Cedar.....	50&10%	Stubs' Wire and Drill.....	$\text{\$2.00 net}$
<b>HORSE—</b>		Torrey's Rod, 39 in., $\text{\$ gro}$ .....	$\text{\$15.00}$	Star.....	60&60&5%	Wire, Morse's.....	25%
Chicago Flexible Shaft Co.'s:		Torrey's Rod, 43 in., $\text{\$ gro}$ .....	42.00	<b>SELF MEASURING—</b>		Wire, P. S. & W., low list.....	10 & 10%
Chicago Belt Clipping Machine,		Victor, Coll.....	50&10&10%	Enterprise $\text{\$ doz}$ .....	40%	Wire, Wheeler, Madden & Co.....	10%
Each $\text{\$15.00 net}$		<b>Drawer Pulls—</b>		Lane's $\text{\$ doz}$ .....	40&5&40&10%	<b>Gimlets—</b>	
New '98, Chicago.....	8.75 net	Sargent's List.....	60%	National Specialty Mfg. Co.....	33%	"Diamond" Gimlets, $\text{\$ gr.}$ .....	$\text{\$4.00-4.25}$
<b>TOILET</b>		<b>Drawing Knives—</b>		<b>Files—</b>		Double Cut.....	40&10&50%
Chicago Flexible Shaft Co.'s:		Adjustable Handle.....	25&25&10%	<b>DOMESTIC—</b>		Metal Head.....	50&10%
Mascot.....	$\text{\$8.40 net}$	Bradley's.....	85%	New List, Nov. 1, 1899.		Wood Head.....	50%
Monitor.....	9.00 net	Douglass.....	70&10%	American.....	70&10%	Swan's, German Pattern.....	40&10%
Stewart Pat.....	10.00 net	Jennings & Griffin.....	66%	Arcade.....	70%	<b>Gimlet Bits—</b>	
<b>Clips—</b>		Mix.....	70&10%	Derby.....	75&10%	See Augers and Bits.	
Norway Axle.....	60&10&10%	Ohio Tool Co.....	70&10%	Diston's.....	70%	<b>Globe and Racking Cocks—</b>	
Norway Spring Bar Clips.....	60&10&10%	P. S. & W.....	70&10%	Diston's Superfine.....	25&30%	See Faucets.	
Superior Axle Clips.....	60&10&10%	Wetherby.....	70&10%	Eagle.....	70%	<b>Glue—</b>	
<b>Coffee Mills—</b>		Watrous.....	30&10%	Economy.....	75&10%	Dodd's Liquid Glue.....	25&25&10%
Box and Side.....	50&10&60%	L. & I. J. White.....	20&5&25%	Great Western.....	70&10%	Le Pages Liquid.....	25&25&10%
Enterprise Mfg. Co.....	25&30	<b>Drills and Drill Stocks—</b>		Kearney & Foot.....	70&10%	Mystic.....	40%
Logan & Strobbridge Co.....	net prices	Automatic Boring Tools.....	50%	Nicholson.....	70%	Martins.....	40%
National Specialty Mfg. Co.....	30%	Bench, Manneers.....	66%	Nicholson's X. F. Files.....	30&25&10%	<b>Glue Pots—</b>	
The Swift, Lane Bros. Co.....	30%	Blacksmiths'.....	60%	Royal.....	75%	Tinned.....	40&5&40&10&5%
Wadell's New Box Mills.....	10%	Breast, Bartholomew's.....	25&10%	Second Quality Files.....	80&10%	<b>Graters—</b>	
Ideal Brand, New List.....	60&60&10%	Breast, Goodell's.....	25&30%	Tiger.....	75%	Champion Nutmeg.....	$\text{\$ doz. \$9.00}$
<b>Coil Chain—</b>		Breast, Millers Falls, each $\text{\$3.00-15}$	10%	Victor.....	75&10%	Edgar's Nutmeg.....	$\text{\$ gro. \$10.50, 10%$
See Chain.		Clamp.....	20%	<b>IMPORTED—</b>		Enterprise.....	25&30%
<b>Compasses, Dividers, &amp;c.—</b>		Ratchet, Billings' Double Acting.....	33%	Stubs'.....	30&33%	Rotary Nutmeg.....	$\text{\$ gro. \$9.00}$
Athol Calipers and Dividers.....	40%	Ratchet, Ingersoll's.....	25%	<b>Fish Hooks—</b>		<b>Griddles—</b>	
Bemis & Call Co.'s:		Ratchet, Merrill's.....	20&20&5%	Amer. Fish Hook Co. list.....	60&60&10%	Cronk's.....	70%
Compasses.....	50&5%	Ratchet, Moore's Triple Act.....	25&30%	Kirby & Limerick, low list (50c base).....	10%	<b>Grindstone Fixtures—</b>	
Dividers.....	65%	Ratchet, Fletcher's.....	40%	<b>Fish Scales—</b>		P. S. & W. Co.....	50&10%
Compasses, Calipers, Dividers.....	70&70&10%	Ratchet, Whitney's.....	50%	Covert's Saddlery Works:		Russell & Erwin.....	70&10%
Copeland's Extension.....	40%	Ratchet, Weston's.....	20&25%	Great American.....	60&20%	Sargent's Patent.....	70&10%
Stevens' "Ideal".....	25&10%	Stearns' Bench.....	30%	Fitch's.....	25&10%	Stowell.....	55&10%
Stevens' "Leader".....	25&10%	Upright, B. & P.....	50%	<b>Fluting Scissors—</b>		<b>Gunpowder—</b>	
Starrett's Fay's Patent		Hand, Goodell's.....	30&10%	List.....	45%	See Ammunition.	
Spring Calipers and Div.....	25&10%	Whitney's Hand Drill, No. 1, $\text{\$10.00}$		<b>Forges—</b>		<b>Gun Wads—</b>	
Wright's.....	33%	Adjustable No. 10, $\text{\$12.00}$ .....	33%	Boynton & Plammers.....	60%	See Ammunition.	
<b>Coopers' Tools—</b>		Wilson's Drill Stocks.....	10%	<b>Forks—</b>		<b>Hafts—</b>	
Bradley's.....	20%	<b>TWIST DRILLS—</b>		Steel Goods Association List, Aug. 1, 1899.		Britton's.....	$\text{\$ doz. \$6.50}$
Barton's.....	20&20&5%	See Augers and Bits.		Barn or Ice Forks.....	40&5%	<b>Halters—</b>	
Beatty's.....	33%	<b>BLACKSMITHS'</b>		Balls or Stone Forks.....	40&5%	Covert Mfg. Co:	
L. & I. J. White.....	20&20&5%	Coe's.....	60%	Beet Forks.....	40&5%	Jute Rope Halters.....	35%
Sandusky Tool Co.....	25&10&30&10%	Prentice.....	60%	Coal Forks.....	40&5%	Sisal Rope.....	20%
Shaves, Cincinnati Tool Co.....	15&15&10%	<b>Drug Mills—</b>		Coke and Cotton Seed Forks.....	40&5%	Web Halters.....	45%
<b>Corkscrews—</b>		National Specialty Mfg. Co.....	30%	Hay Forks, Four Tine, Standard		<b>Halter Chain—</b>	
Detroit Cork-Screw Co.....	33%	Enterprise Mfg. Co.....	25&30%	Size.....	60%	See Chain.	
Howe Bros. & Hulbert.....	40%	<b>Easy Lawn Swings—</b> $\text{\$ doz}$		Hay Header and Baler Forks, Four		<b>Hammers—</b>	
Humason & Beckley Mfg. Co.....	40&10%	Ulrich Mfg. Co.....	$\text{\$85.00}$	Tine.....	60&30%	<b>HANDLED HAMMERS—</b>	
Samson.....	$\text{\$ doz \$10.00}$	<b>Egg Beaters—</b>		Manure Forks, Four Tine.....	75%	Atha Tool Co.....	50&10%
Williamson's.....	40%	Dover Stamping Co.:		Manure Forks, Five and Six Tine.....	70%	Henry Cheney Hammer Co.:	
<b>Corn Hooks—</b> $\text{\$ doz}$		New Dover, $\text{\$ doz. 75 cts.}$ $\text{\$ gro. \$7.50}$		Grain or Barley Forks.....	70&10&2%	Handled Claw.....	40&10%
Kretzinger Cut-Easy.....	$\text{\$3.00 net}$	Extra Family Size.....	2.00	Heavy Mill, Manure or Street Forks.....	75%	Machinists'.....	50&10%
<b>Corn Knives and Cutters—</b>		Keystone.....	33%	Oyster Forks.....	40&5%	Humason & Beckley.....	40&10%
Bradley's.....	net	Spiral.....	$\text{\$ gro. \$4.25-4.50}$	Potato Digging Forks.....	65%	Dunlap's Patent.....	25%
Wadsworth's.....	net	Standard Co.:		Shaving Forks.....	40&5%	Magnetic Tack, Nos. 1, 2, 3 $\text{\$1.25}$	
<b>Countersinks—</b>		Dover, No. 6.....	$\text{\$5.50}$	Sisal Forks.....	40&5%	$\text{\$1.50-1.75}$ .....	40&10%
Mayhew's Diamond.....	40%	Dover, No. 10.....	7.00	Socket Hay Forks, Four Tine.....	66&5%	H. & B. Tack.....	50&10%
Smith's.....	25%	Dover, Steel Handle, No. 10.....	7.00	Socket Manure Forks, Four Tine.....	70%	Maydole's.....	33&5&40&10%
Snell's.....	50%	Dover, Extra Heavy, No. 15.....	12.00	Socket Spading Forks, Four Tine.....	70&5&5&2%	Peck, Stow & Wilcox.....	40%
Wheeler's Patent.....	50&10%	Rival.....	9.00	Size.....	60%	Fayette R. Plumb:	
<b>Crayons—</b>		<b>Emery—</b>		Hay Header and Baler Forks, Three		Artisan's Choice, A. E. Nail 33%&10%	
Sargent's List.....	20%	Genuine Turkish Walpole Mills.		Tine.....	67%&2%	Engineers and B. S. Hand.....	60%
Dixons:		No. 6 to 46, $\text{\$ lb.}$ .....	10c	Hay Forks, Two Tine, Standard		A. E. Nail.....	33%&5%
Eclipse.....	$\text{\$3.75}$	No. 54 to 150, $\text{\$ lb.}$ .....	10c	Size.....	65%	Other Brands.....	40&10%
Emerald.....	5.00	Flour, $\text{\$ lb.}$ .....	8c	<b>Fruit, Wine and Jelly Presses.</b>		Sargent's New List.....	40&40&10%
Orion.....	5.00	<b>Enameline—</b> $\text{\$ gro.}$		Enterprise.....	20&25%	Ulrich's Handy.....	$\text{\$ doz. \$3.00}$
Rainbow.....	2.81	No. 4.....	$\text{\$4.50}$	<b>Fry Pans—</b>		Verres.....	50&10%
Solid.....	7.50	No. 6.....	7.20	Acme Fry Pans.....	70&70&5%	Warner & Noble's New List.....	25%
<b>Curry Combs—</b>		<b>Escutcheons—</b>		Burnished, regular goods.....	75&75&10%	<b>HEAVY HAMMERS AND SLEDGES—</b>	
Fitch's List, Nov. 20, '96.....	25&10%	Wood.....	25%	Standard List.....	70&10&75%	Under 3 lb.....	$\text{\$ lb 40c } 75&10&5%$
Kohler's.....	30&35%	<b>Expansive Bits—</b>		No.....	0 1 2 3 4	3 to 5 lb.....	$\text{\$ lb 30c } 75&10&5%$
New York Stamping Co. List, Sept.		See Augers and Bits.		$\text{\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25}$		Over 5 lb.....	$\text{\$ lb 30c } 75&10&5%$
17, '97.....	40%	<b>Farmers' Knives—</b> $\text{\$ doz}$		No.....	5 6 7 8	Heavy Weights.....	75&10&10%
Perfect.....	40%	"Challenge".....	$\text{\$3.00}$	$\text{\$ doz. \$6.00 \$7.00 \$8.00 \$9.00}$		Wilkinson's Smiths.....	9%&40&10%
Rubber, $\text{\$ doz. \$7.50}$ .....	20&10%	Popes.....	8.00	<b>Fuse—</b>		<b>Hammock Ropes—</b>	
Southington Cutlery Co.'s.....	25&10%	Wilkinson's.....	$\text{\$3.00 net}$	Common Hemp Fuse, $\text{\$ 1000 ft.}$		Covert Mfg. Co.:	
<b>Cycle Hangers—</b>		Wostenholm's.....	$\text{\$3.25-10%$	$\text{\$4.50}$ .....	25%	Jute.....	35%
Lane's.....	33%&5%	<b>Faucets—</b>		Common Cotton Fuse, $\text{\$ 1000 ft.}$		Sisal.....	20%
<b>Diggers—</b>		Brass Globe Cocks.....	70&70&5%	$\text{\$4.75}$ .....	25%	<b>Hand Cultivators—</b>	
See Post Hole, etc.		Brass Racking.....	70&70&5%	Single Taped Fuse, $\text{\$ 1000 ft.}$		Ulrich Mfg. Co.:	
<b>Dividers—</b>		Compression Bibbs.....	50&10&60%	Double Taped Fuse, $\text{\$ 1000 ft.}$		Osborne's.....	$\text{\$ doz. \$15.00}$
See Compasses, Dividers, etc.		Red Cedar.....	40&40&10%	<b>Gate Hinges—</b>		<b>Handles—</b>	
<b>Dog Collars—</b>		Red Cedar, bbl. lots.....	50%	See Hinges.		<b>IRON, WROUGHT OR CAST—</b>	
Chapman Mfg. Co.'s New List:		Frar's Pat. Petroleum.....	70&70&10%	<b>Gauges—</b>		Chest Handles, Sargent's.....	50&10%
Chain (full assortment).....	40%	John Sommer's "Peerless," Tin	40%	Bemis & Call's Steel.....	50%	Chest Handles, Stearns' No. 1, Door	
Leather (full assortment).....	40&10%	Key.....	50%	Boas, Screw Pitch.....	82%&5%	or Thumb.....	80c. 70%
Pope & Stevens:		John Sommer's "Victor," Metal	50&10%	Clapboard.....	25&10%	Nos.....	0 1 2 3 4
Brass.....	40%	Key.....	60%	Marking, Mortise, etc.....	55&10&55&10&10%	$\text{\$ doz. \$ .90 \$1.00 \$1.08 \$1.35 \$1.50}$	
Embossed.....	30&10%	John Sommer's "Duplex," Metal	60%	<b>Gate Hinges—</b>		50&10%	
Leather.....	40%	Key.....	40%	<b>Gauges—</b>		Drawer Handles.....	60%
Union Hardware Co. New List		John Sommer's "Buckeye," Metal	60%	Bemis & Call's Steel.....	50%	Ring Handles.....	70%
50&50&10%		Key.....	50%	Boas, Screw Pitch.....	82%&5%	Roggin's Latches.....	35&35&10%
<b>Door Bolts—</b>		John Sommer's "Rochester," Metal	40%	Clapboard.....	25&10%	Shelf Box Handles.....	65%
See Bolts, Door.		Key.....	50%	Marking, Mortise, etc.....	55&10&55&10&10%	Trunk Handles.....	60%
<b>Door Checks—</b>		John Sommer's "Rival," Metal Key.....	50%	<b>Gate Hinges—</b>		Tub Handles.....	60&10%
Bardley's.....	33%&40%	John Sommer's "Crescent," Metal	50%	See Hinges.		<b>Hand Cultivators—</b>	
Columbia.....	50&10%	Key.....	50&10%	<b>Gauges—</b>		Ulrich Mfg. Co.:	
Eclipse.....	60&10%	John Sommer's "Diamond," Lock.....	40%	Bemis & Call's Steel.....	50%	Osborne's.....	$\text{\$ doz. \$15.00}$
Home.....	45&10&45&10&10%	John Sommer's "Eclipse," Lock.....	40&10%	Boas, Screw Pitch.....	82%&5%	<b>Handles—</b>	
Norton's.....	60&50&10%	John Sommer's "Union," Lock.....	50%	Clapboard.....	25&10%	Chest Handles, Sargent's.....	50&10%
Ogden's.....	33%&40%	John Sommer's "I. X. L.," Cork	50%	Marking, Mortise, etc.....	55&10&55&10&10%	Chest Handles, Stearns' No. 1, Door	
		Lined.....	50%	<b>Gate Hinges—</b>		or Thumb.....	80c. 70%
		John Sommer's "Reliable," Cork	50&10%	See Hinges.		Nos.....	0 1 2 3 4
		Lined.....	50&10%	<b>Gauges—</b>		$\text{\$ doz. \$ .90 \$1.00 \$1.08 \$1.35 \$1.50}$	

STORE DOOR HANDLES—	
Bronzed, with Cylinder Lock.....	50%
Bronzed.....	50@50&10%
Japanned, with Nuts.....	45&10%
Japanned, with Plate.....	45&10%
Japanned, without Plate.....	45&10%

DOOR PULL—	
Bar.....	60@60&10%
Barn Door.....	50&10%
Chest and Lifting.....	60@60&10%
Drawer Pulls.....	50&10@60%
Plain B. M.....	60@60&10%
Push Plates, Sargent's List.....	60@60&10%
Sash Pull Plates.....	70&10%
Sash Pulls.....	60&10@10%
Window Pulls.....	60%

WOOD—	
Auger, assorted.....	gr. \$2.25@2.50
Auger, large.....	gr. 3.00@3.25
Auger, Douglass Pat., set, No. 1.....	\$1.0
Auger, Ives' Pat., No. 1.....	\$1.40, 60&10%
Auger, No. 2 to 824.....	60&10%
Auger, Swan's Pat., set, No. 3.....	\$1.00, 25&10%
Brad (Awl).....	gr. \$1.75@2.00
Chisel, Worcester, Leather Cap'd.....	1.50
Diston's Crosscut.....	50%
File, assorted.....	gr. \$1.25@1.40
Firmer Chisel, Apple, assorted.....	gr. \$2.25@2.50
Firmer Chisel, Apple, large.....	gr. \$2.75@3.00
Firmer Chisel, Hickory, ass'd.....	gr. \$2.00@2.25
Firmer Chisel, Hickory, large.....	gr. \$2.50@2.75
Firmer Chisel, Socket, ass'd.....	gr. \$2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....	50&2%
Hoe, Rake and Fork.....	60&10@60&10&5%
Saw and Plane.....	40&10@5%
Shovel and Spade, Wood D. Handle.....	60@60&10%

CROSS-CUT SAW HANDLES—	
Atkins.....	40%
Champion.....	45@45&10%

Hangers—	
American Trackless.....	384&20%
Barn Door, old pattern.....	60&10%
Barn Door, New England.....	664&70%
Barry, \$6.00.....	50&10%
Best Anti-Friction.....	60&10%
Challenge Barn Door.....	50%
Cronk's Roller Bearing.....	50%
No. 0.....	\$4.50 net per dozen.
No. 4.....	5.50
No. 5.....	6.50
Cronk's Steel, cov'd, Loose Axle.....	60&10&5%
Coburn.....	40%
Davis Parlor Door.....	50@50&10%
Duplex (Wood Track).....	60&10&5%
Kidder's.....	50@50&10%
Lane's Barn Door.....	60%
Barn Door, Standard.....	50&10@50&10&5%
Covered.....	60%
Special.....	60%
No. 50.....	50&10@60&5%
New Model, Tinned.....	80&10@40%
Parlor.....	60%
Standard.....	set, net, \$3.50@3.60
Ball Bearing.....	4.50@
New Model.....	3.00@
New Champion.....	2.40@2.50
Manhattan.....	60%
McKinney's "None Better" No. 2.....	\$18.00, No. 1 Special, \$13.00, set dozen pairs.....
Richards' Single Track, Steel.....	40&10%
Richards' Anti-Friction.....	50%
Stearns.....	30&20%
Single Track, No. 5.....	60%
Gem.....	60%
Royal.....	60%
Challenge.....	60%
Warner, 1 and 2.....	40%
Stowell Mfg. Co.'s Barn Door.....	60&10%
Badger.....	55&5%
Climax.....	55&5%
Interstate.....	50%
Magie.....	50&10%
Matchless, Covered.....	50&10%
Nansen, Roller Bearing.....	50&10%
Parlor Door.....	50%
Wild West.....	50&5%
Zenith, for Wood Track.....	55&5%
Baggage Car Door.....	384%
Elevator.....	40%
Railroad.....	55&5%
Street Car Door.....	50&10%
Victor, No. 1, \$15.00; No. 2, \$20.00.....	No. 3, \$25.00; No. 4, \$35.00, 60&10&24%
Warner's Patent.....	30&10&10%
Wilcox.....	40%

Harness Snaps—	
See Snaps.....	

Hasps and Staples—	
McKinney's "Perfect," \$1.10 doz.....	40&10%
Wrought.....	80&10@85%
Wrought, Stanley.....	80%

Hatchets—	
See Axes.....	

Hay Hooks—	
Humason & Beckley.....	60&10%

Hay Racks—	
Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.....	

Hay and Straw Knives—	
Anburn Hay, Com. and Spear Point.....	50%
Anburn Straw.....	40%
Lightning, from jobbers.....	60&5%
Wadsworth's.....	40%

Hinges—	
WROUGHT IRON HINGES—	
Corrugated Strap and T, 664&10@	70&10%
Rolled Blind Hinges, Nos. 32 and 34.....	50&10%
Rolled Plate.....	70%
Rolled Raised.....	70%
Plate Hinges, "Providence," 6 to 12 in., 14 to 26 in., 1/4 b, 4c.....	34@344c
Screw Hook and Strap, 14 to 20 in., 1/4 b.....	34@344c
22 to 36 in., 1/4 b.....	3@344c

STRAP AND T HINGES—	
Light Strap Hinges.....	664&10&10%
Heavy Strap Hinges.....	70&70&10&10%
Light T Hinges.....	50&10@60&10%
Heavy T Hinges.....	60&10@60&10&10%
Extra Heavy T Hinges.....	664&70&10%
Long Chest Hinges.....	45&50&10%
Hinge Hasps.....	4@50&10%
Crate Hasps.....	45&50&10%
Crate Hinges.....	664&70&10%

SPRING HINGES—	
Bommer's.....	384%
Bardsley's Patent Checking.....	15%
Chicago.....	25%
Champion.....	60%
Kell's American.....	30%
Matchless, Double Acting Pivot.....	25%
New Idea, No. 1.....	gr. \$7.50
New Idea, No. 2.....	gr. 13.00
Rex.....	gr. 18.00
Royal, Japanned.....	664%
Rubber.....	664%
Sargent's List, 1894.....	70&10&10%
Bronze Metal.....	70&10&10%
Japanned Surface, Single.....	70&10%
Japanned Surface, Double.....	60&10%
Mortise.....	70&10%
Model.....	70&70&10&10%
Tuscan Surface, Single.....	70%
Tuscan Surface, Double.....	60&10%
Vigilant.....	60%
Stearns.....	75%
Union Spring Hinge Co.'s List, March, 1894.....	30%
Union Mfg. Co.....	25%
Van Wagoner & Williams Hdw. Co.....	gr. \$12.50
Acorn.....	30%
Acme.....	20%
Acme, Brass.....	20%
American.....	20%
Clover Leaf.....	gr. \$12.50
Columbia, No. 14.....	gr. 9.00
Columbia, No. 18.....	gr. 25.00
Crown.....	30%
Gem.....	gr. 9%
Knoxall.....	gr. \$9.00
Oxford.....	25%
Wiles', No. 1, gr., \$16.00; No. 2.....	\$13.00

GATE HINGES—	
Automatic.....	gr. doz. \$12.50, 50%
Clark's, Nos. 1, 2, 3.....	50&10@60&10%
N. E., doz. \$7.50.....	60%
N. E. Reversible, doz. \$5.50.....	60%
N. Y. State, doz. \$4.00.....	60%
Shepard's, Nos. 1, 2, 3.....	60&10%
Western, doz. \$4.30.....	60%

BLIND HINGES—	
Clark's.....	70&10%
Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2.....	70&10%
8.....	70&10%
Mortise Gravity.....	50%
Nos. 1, 3, 5.....	70&10%
Nos. 40 and 50.....	70%
Huffer.....	55&60%
Parker.....	70&10%
Sargent's, Nos. 1, 3, 5, 11, 13.....	70&10%
Shepard's or Wrightville Hdw. Co.....	70&10%
Acme, Lull & Porter.....	70&10%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....	70&10%
Champion Gravity Locking, No. 75.....	70&10&10%
1868, Old Pattern, Nos. 1, 3 and 5.....	70&5%
Tip Pattern, Nos. 1, 3 and 5.....	70&5%
Double Locking, Nos. 20 and 25.....	70%
Empire, Nos. 101 and 103.....	70%
Niagara Gravity Locking, Nos. 1, 3 and 5.....	70&10%
Noiseless, Nos. 50, 60, 65 and 75.....	40%
O. S., Lull & Porter.....	80&10%
Pioneer, Nos. 030, 45 and 54.....	70%
Steamboat Gravity Locking, No. 10.....	70&10&5%
Stenger's Positive Locking.....	70%
W. H. Co.'s No. 2 Mortise Gravity.....	60%
Stanley's Steel Gravity Blind Hinges, No. 1, 647 1/2, no Screws, 75c., with Screws, \$1.20 doz. sets.....	30&10%
Stanley's Rolled.....	30&10%
Stanley's Rolled Center.....	30%

Hitching Cords—	
Covert Mfg. Co.....	45%

Hoes—	
Steel Goods Association List, Aug 1, 1899.....	
Asphalt Hoes.....	6&10%

Cotton Hoes.....	70&10&10&5&5%
Cotton Chopper Hoes.....	75&10&74%
Garden Hoes.....	75&5%
Harper's No. 7 Mortar Hoes.....	65%
Jersey Hoes.....	65%
Kretzinger, Cut-Ezy.....	75&5%
Ladies' Cotton Hoes.....	75&10&74%
Laid Steel Edge Hoes.....	25&5&2%
Meadow and Rhode Island Hoes.....	75&5&24%
Mortar and Street Hoes.....	75&74&2%
Planter Hoes, Regular Pattern.....	70&30%
Rough Finish Shank Cotton Hoes.....	75&124%
Special Hoes.....	75&10&2%
Special Mortar Hoes.....	40&10&24%
Sunhem Meadow Hoes.....	75&5&24%
Tobacco Hoes.....	75&20%
Toy Ladies' and Boys' Hoes.....	70&10&10%
Truck Hoes.....	50&10&2%
Warren Hoes.....	60%
Weeding Hoes and Rakes.....	75%

Hollow Augers—	
See Augers and Bits.....	

## Hollow Ware—

IRON—	
Lalace & Grosjean Mfg. Co.....	
Azate-Nickel-Ware.....	40&10%
Pearl, Agate.....	40&10%
Peerless Enamelled Ware.....	70%
Crystal Steel-Ware.....	50&10%
Blue and White-Ware.....	40&10%
White-Ware.....	384&10%

STOVE HOLLOW-WARE—	
Ground.....	60&10&10%
Unground.....	70&5%

WHITE ENAMELED WARE—	
Bollers and Saucepans.....	45@50%
Maslin Kettles.....	70@70&10%
Tinned Bollers and Saucepans.....	45@50%
SILVER-PLATED—	
4 mo. or 5% cash in 30 days.....	
Hartford Silver-Plate Co.....	40&5%
Holmes & Edwards Silver Co.....	40&15&5%
Meriden Britannia Co.....	40&5%
Reed & Barton.....	40&5%
Rogers & Brother.....	40&5%
Simpson, Hall, Miller & Co.....	40&5%
William Rogers Mfg. Co.....	40&10%

## Hooks—

AGRICULTURAL—	
Potato, all kinds.....	70%
Manure.....	70%
Iowa F. T. Co.'s Clam.....	60&10&24%

## RUBBER—

Jennings & Griffin's.....	834&5%
CORN—	
Kretzinger Cut-Ezy.....	gr. doz. \$3 net

## CAST IRON—

Bird Cage, Sargent's list.....	60&10&10%
Bird Cage, Reading.....	60@60&10%
Bird Cage, Williamson.....	50%
Celling, Sargent's list.....	50&10%
Chaneller.....	70%
Clothes Line, Sargent's list.....	50&10%
Coat and Hat, Sargent's list.....	50&10%
Coat and Hat, Reading.....	60&10%
Coat and Hat, Stowell's.....	70%
Harness, Sargent's list.....	50@50&10%
Lamp.....	55%
Picture.....	75%
Screw Hat.....	70%
Stowell's.....	55%
Clothes Line.....	70%
Harness.....	70%
Hotel & School House.....	70%
Wardrobe.....	55%

WROUGHT IRON AND STEEL—	
Cotton.....	gr. doz. \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....	2%
Hammock Hooks, E. C. Stearns.....	50c
Picture, T. & S. Mfg. Co.....	75%
Tassel, T. & S. Mfg. Co.....	50&10%
Wrought Staples, Hooks, &c.....	See Wrought Goods.

WIRE—	
Atlas Coat and Hat.....	45%
Belt.....	75@75&10%
Crescent, Coat and Hat.....	50&10@60%
Wire Coat and Hat, Acme.....	50&10@50
Wire Coat and Hat, Gem.....	50&10@50
Wire Ceiling, Gem.....	50&10@50&10&5%
Wire Coat and Hat, Standard.....	45%

MISCELLANEOUS—	
Covert Mfg. Co.....	
Safety Gate and Scuttle Hooks.....	35%
Glass, No. 2, \$1.65; 3, \$1.80; 4, \$2.00.....	60&10%
Hooks and Eyes—Brass.....	60&10%
Hooks and Eyes—Mal. Iron.....	70@70&10%
Cot on, Box and Hay.....	60@60&10%

Horse Clippers—	
See Clippers.....	

## Horse Nails—

Nos. 6 7 8 9 10	
A. C.....	35c 38c 22c 21c 21c
American, all sizes.....	104c net
Nos. 6 7 8 9 10	
Ausable.....	28c 26c 25c 24c 23c
Anchor.....	23c 21c 20c 19c 18c
C. B. K.....	35c 23c 22c 21c 21c
Capwell.....	19c 18c 17c 16c 16c
Champion.....	28c 26c 25c 24c 23c
Clinton Fin.....	19c 17c 16c 15c 14c
Esex.....	28c 26c 25c 24c 23c
Lyra, all sizes.....	94c net
Maud S.....	25c 23c 22c 21c 21c
Neponset.....	28c 26c 25c 24c 23c
Northwestern.....	25c 23c 22c 21c 21c
Putnam.....	23c 21c 20c 19c 18c
Snowden.....	94c 94c 94c 94c 94c net
Vulcan.....	23c 21c 20c 19c 18c

## Horse Shoes—

Horse and Mule, per keg.....	\$3.75
Burden's, all sizes.....	3.70
Bryden, Phoenix, Perkins, &c.....	3.75
Diamond State, Shoenberger, Crescent, &c.....	\$3.75&5%
Factory Shipments.....	

## Horse Ties—

Covert Mfg. Co.....	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

## Hose, Rubber—

Boston Belting Co.....	
"Boston".....	50%
Competition.....	70%
Extra.....	60%
N. J. Car Spring & Rubber Co.....	
Extra Para.....	40&10%
Reliable.....	50&10%
Staple.....	60&10%
Standard.....	70&10%

## Ice Awls, Chippers, &amp;c.—

Copeland Ice Pick.....	gr. \$9.00 net
Crown.....	net
Gem Ice Shave.....	net
Parker's.....	
Ice Box Chisel.....	gr. doz. \$12.00
Ice Crusher, No. 3.....	gr. doz. 3.00
Ice Crusher, No. 2.....	gr. doz. 6.00
Ice Crusher, No. 1.....	gr. doz. 20.00
Ice Tools.....	gr. doz. 4.00
Sargent's Ice Awls.....	55%
Snell's.....	50%
Star.....	net

## Ice Cream Freezers—

See Freezers, Ice Cream.....	
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## Ice Shredders—

Enterprise, No. 33.....	gr. doz. \$6.00, 25@30%
No. 34.....	gr. doz. 15.00, 25@30%

## Jack Chain—

See Chain.....	
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## Jack Screws—

See Screws.....	
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## Kettles—

Spun Brass, Plain.....	15@20%
Spun Brass, plated inside with White Metal.....	10@15%

<b>Latches—</b>		<b>Eagle</b> .....40%		<b>Nippers—</b>		<b>Lead</b> .....2.18@4.88	
Cronk's Barn Door.....Net, \$2.25		Scandinavian.....90&25%		Acme.....50%		Lumber.....6.87	
Lane's Barn Door.....40&40&10%		McWilliams.....25%		Smith's Cutting.....50%		Masco, Hexagon.....8.75	
<b>Lawn Mowers—</b>		Smith & Egge Bicycle.....50%		Todd's Cutting.....50%		Masco, Round.....8.10	
Champion.....75&10%		Yale Lock Co.....net prices		<b>Nut Crackers—</b>		<b>Percussion Caps—</b>	
Clipper Improved.....50&10&10&5%		<b>TRUNK—</b>		Acme, Japanned.....\$30.00, 40%		See Ammunition	
Continental.....60&10%		Corbin's.....25%		Acme, Nickel Plated.....80.00, 20%		<b>Picks—</b>	
Enterprise.....40&10%		Eagle.....25%		Turner & Seymour Mfg. Co.....50%		Railroad or Adze Eye, 5 to 6, \$12.00;	
Genuine Philadelphia Mowers:		<b>Machine Bolts—</b>		<b>Nuts—</b>		\$16 to 7, \$13.00.....60&10&60&10&10	
Style M., S., C., K., T.....70&10%		See Bolts.		Off list.		<b>Planes and Plane Irons—</b>	
Style A. (all steel).....60&10%		<b>Mail Boxes—</b>		Hot pressed, square, blank.....\$5.20		WOOD PLANES—	
Style E., Low Wheel.....60&10%		See Boxes, Mail.		Hot pressed, hexagon, blank.....5.50		Bailey's (Stanley R. & L. Co.)	
Style E., High Wheel.....70&10%		<b>Mallets—</b>		Hot pressed, square, tapped.....5.60		50&10&60%	
Drexel, low list.....50%		Sargent's List:		Hot pressed, hexagon, tapped.....5.80		Bench, First Quality.....45&45&10%	
Gold Coins, low list.....50%		Hickory.....50&50&10%		Cold punched, plain, square, blank.....4.80		Bench, Second Quality.....50&50&10%	
Great American.....70&10%		Lignumvite.....50&50&10%		Cold punched, hexagon, square, blank.....4.40		C. E. Jennings & Co.....50&10%	
Imperial.....60&10&10%		<b>Mattocks—</b>		Cold punched, plain, square, tapped.....4.10		Molding.....40&25%	
New Departure, High Wheel.....70&10%		Cronk's Garden.....25%		Cold punched, plain, hexagon, tapped.....4.20		<b>IRON PLANES—</b>	
New Departure, Low Wheel.....75%		Regular Goods.....60&10%		<b>Oilers—</b>		Chaplin's Iron Planes.....50&10&60%	
New Easy.....60&10&60&10&10%		<b>Meat Cutters—</b>		Brass and Copper.....40&10&50%		C. E. Jennings & Co., Iron.....50&10%	
New York.....60&5%		American.....80%		Cushman & Denison's: \$ doz.		Sargent's.....60%	
Pastime:		Nos.....1 2 3 4 B 5		Gem.....\$ .50		Standard Tool Co.....50&50&5%	
12 in. 14 in. 16 in.		Each.....\$5 \$7 \$10 \$25 \$50 \$80		Leader.....60		Stanley Rule & Level Co.:	
\$6.00 \$6.25 \$6.50 each net		Nos.....1 2 3 4		Perfect Oilers.....1.50		Bailey's.....50&100	
Pennsylvania.....60&10%		Enterprise.....25&25&71&4%		Star Pocket Oilers.....75		Miscellaneous.....25&10%	
Racine:		Nos.....5 10 12 30 22 32		Draper's:		Steer's Iron Planes.....50&15	
14 in. 16 in. 18 in. 20 in.		Each.....\$2 \$3 \$2.50 \$5 \$4 \$6		Brass.....70&10%		<b>PLANE IRONS—</b>	
\$15.00 \$17.00 \$19.00 \$21.00 each 60%		Hales Pattern, \$ doz.....70&70&5%		Steel.....70&10		Anburn "Thistle".....80&10&40%	
Rapid Transit.....70&10%		Nos.....11 12 13		Malleable, Hammers, New Style, 10&5&20%		Sandusky.....30%	
Standard.....60&5%		Home No. 1, \$ doz.....\$35.....60%		Malleable, Hammers, Old Pattern, same list.....50&10%		Buck Bros.....\$5.00@5.25 to 2	
Sunbeam.....60&10%		Little Giant.....50&10%		"Paragon," Brass.....50&10&60%		Butcher's.....\$5.00@5.25 to 2	
<b>Lawn Sprinklers—</b>		Nos.....806 810 812 820 822		"Paragon," Zinc.....70&70&10%		C. E. Jennings & Co.....35&10%	
Enterprise.....25&30%		Miles' Challenge, \$ doz.....45&45&10%		Tower & Lyon Bicycle.....25%		Stanley Rule & Level Co.....50&10%	
Gibbs Arc.....\$ doz. \$10.00		Nos.....\$22 \$30 \$40		Wilmot & Hobbs Mfg. Co.'s Steel		L. & I. J. White.....20&5&25%	
Gibbs Hustler.....\$ doz. 5.00		Woodruff's, \$ doz.....33&4%		Anti Rust.....70&10&75%		<b>Pliers and Nippers—</b>	
Philadelphia Lawn Mower Co.:		Nos.....100 150		Zinc and Tin.....60&10&65%		Button's.....70%	
Philadelphia Lawn Sprinkler:		Beef Shavers (Enterprise).....25&30%		<b>Oil Stones, etc.—</b>		Carew's Pat. Wire Cutters.....25%	
No. 1. No. 2. No. 3.		Chadborn's Smoked Beef Cutter.....\$ doz. \$60.00		OIL STONES—		Cronk's:	
\$ doz. \$12.00 \$15.00 \$24.00.....30%		<b>Meat Juice Extractors—</b>		Pike's Washita:		Button Pattern.....70%	
<b>Leaders—</b>		Enterprise.....25&30%		Lily White, \$ lb.....\$ .60		Fencing Pliers, \$ doz. \$12.00.....25%	
Covert Mfg. Co. Cattle.....45%		<b>Metals, Anti-Friction—</b>		Rosy Red Washita.....60		Flat and Round Nose.....40%	
<b>Lead Pipe, Etc.</b>		Magnolia Metal Co.:		Extra Washita, Green Paper		Gas Pliers, No. 100.....40%	
Lead Pipe, full lengths.....6c		Magnolia, Anti-Friction.....25c		Wrapper, \$ lb.....50		Stubb's Pat. Pliers.....50%	
Lead Pipe, cut lengths.....6½c		No Name.....15c		No. 1.....40		Wire Cutter and Bender.....60%	
Lead Pipe, Tin Lined.....12½c		Mystic.....10c		No. 2.....30		Hall's Nippers, \$ doz. No. 2, 5 in.	
Block Tin Pipe.....87½c		Melting Ladles—		Pike's Washita Round Edge Slips:		\$18.50; No. 4, 7 in., \$21.00.....40&10	
Sheet Lead, full rolls.....7c		Monroe's Patent.....\$ doz. \$4.00, 40%		3 to 5x1¼ to 2¼ to ¾ at back, ¾		Hall's Pliers.....70%	
Sheet Lead, cut rolls.....8c		P. S. & W.....35&10&40%		to 5-16 edge, \$ lb:		Humason & Beckley Mfg. Co. 50&50&10%	
Quantity discount, 20%		Reading.....50&10%		Lily White Slips.....90		Wm. Johnson's Gas Pliers.....60&4%	
<b>Lemon Squeezers—</b>		Sargent's.....60&60&10%		Rosy Red Slips.....90		Morrell's Parallel, \$ doz. \$12.00.....80&5%	
Berger Bros. \$ doz. 8-in. \$1.00; 10-in.		Warner's.....30%		Extra Slips, same sizes as above..		Smith's Side Cutting.....25%	
\$1.40.....30%		<b>Mop Wringers—</b>		No. 1.....70		P. S. & W. Cast Steel.....50&50&5%	
Dean's, Nos. 1, \$ doz. \$6.50; 2, \$8.35;		Matchless (Canton, O.), \$ doz.....\$12.00		No. 2.....40		P. S. & W. Tinnars' Cutting Nip-	
3, \$11.66; Queen, \$2.50, net		<b>Motors—</b>		Penknife Pieces, 3 to 5x1 to		pers.....add ½ dis. 10%	
Hotchkiss, Straight Flush, \$ doz. \$9.60		COFFEE MILL—		1¼x¼ to ¾, \$ lb.....70		<b>Plow Bolts—</b>	
Jennings' Star.....\$ doz. \$1.90&2.00		Specialty Novelty Co.....each \$5.00		Discount, 33½%.		See Bolts.	
Little Giant.....50&50&5%		<b>Nails—</b>		Pike's Washita Mounted No. 1: \$ doz.		<b>Plumbs and Levels—</b>	
Porc. Lined, Iron.....\$3.25&\$3.50		WIRE AND CUT NAILS—		8x2.....\$12.00		Cook's.....40&10&10%	
Porc. Lined, Wood.....\$6.00		See Review of the Markets for		7x2.....11.00		Davis:	
Wood, Common, \$ gross, No. 0, \$5.00;		quotations.		6x2.....10.00		Inclinometers.....20%	
No. 1, \$6.50; No. 2, \$10.00.		Wire Nails and Brads, Papared, Ass'n		5x2.....9.00		Iron Levels.....25&10%	
<b>Letter Box Plates—</b>		list, July, 1899.....85&85&10%		4x1¼.....7.00		Dixson's.....70%	
Name Door Plate.....50&50&10%		<b>PICTURE—</b>		3½x1.....5.50		Machinists'.....25%	
Name Plate.....70%		Brass Head, Combination list.....50%		Discount, 33½&10%.		Pocket Levels.....70&11&75%	
Number Door Plate.....60&60&10%		Brass Head, Sargent's list.....70&70&5%		Pike's Washita Axe Stones:		Stanley's.....70&10&70&10&10%	
Sargent's.....60&10&70%		Niles' Patent.....40%		About 2x2x¼ to 1½, \$ lb.....\$ .24		Stanley's Duplex.....25&10&10%	
<b>Levels—</b>		Porcelain Head, Comb'n list.....50%		About 2x2x¼, extra selected......40		Stratton's Pat.....25%	
C. E. Jennings & Co.'s:		<b>FURNITURE—</b>		Discount, 33½%.		Wood's Extension Sight.....25%	
Hexagon.....25&10%		Antique Bronze.....10%		India Oil Stones.....25&33½%		<b>Poachers—</b>	
Iron Bench, new design.....25&10%		China.....25%		<b>Packing, Steam—</b>		See Egg Poachers.	
<b>Lifters—</b>		Fire Gilt.....10%		<b>RUBBER—</b>		<b>Police Goods—</b>	
See Transom Lifters.		Plain.....40%		Boston Belting Co.:		Tower & Lyon's.....25%	
<b>Lines—</b>		<b>Nail Pullers—</b>		"Boston".....60%		<b>Polish Metal—</b>	
Cotton and Linen Fish, Draper's.....50%		Black Hawk, \$ doz.....\$9.00		"Excelsior" Plumbago, Pure, \$		Prestoline Liquid, New List.....40%	
Cotton Chalk, 30 feet.....60&10%		Cyclops.....35%		lb \$1.00.....50&10%		Prestoline Paste.....33½&40%	
Cotton Trot.....33½%		Eclipse.....\$ doz. 18.00, 25&10&10%		Extra.....70%		<b>Polish, Stove—</b>	
Masons':		Giant, No. 1, \$ doz. \$18.00; No. 1½,		<b>MISCELLANEOUS—</b>		Dixson's Plumbago.....\$ lb	
Colored Cotton.....40&10%		\$16.50; No. 2, \$15.00.....30&5%		American Packing.....8c@10c		Joseph Dixon's.....\$ gro. \$5.75, 10%	
Flax.....40&10%		Lightning.....\$ doz. \$18.00, 20%		Cotton Packing.....12c@14c		Gem.....\$ gro. 4 50, 10%	
No. 0 to 5.....25%		National.....\$ doz. 24.00, 40%		Italian Packing.....10c@12c		<b>Poppers, Corn—</b>	
Samson Cotton, No. 4, \$2.00; No. 4½,		Pelican.....\$ doz. \$9.00, 40&40&10%		Jute.....5c@5½c		Round or square, \$ doz. \$ gro.	
\$2.50.....10%		Scranton, No. 2.....\$ doz. \$10.00		Russian Packing.....10c@12c		1 qt.....\$ .75 \$ 7.00	
Silver Lake, Braided, No. 0, \$6.00		Scranton, No. 3.....\$ doz. 9.00		<b>Padlocks—</b>		1½ qt.....85 9.50	
No. 1, \$6.50; No. 2, \$7.00; No. 3,		<b>Nail Sets —</b>		See Locks.		2 qt.....1.15 10.50	
\$7.50 \$ gross.....25&30%		Buck Bros.....27½%		<b>Parera—</b>		Quincy Corn Popper, 1 qt., \$ doz.	
Ventilator Cord, Samson Braided,		Cannon's Diam'd Point, \$ gro. \$12.		APPLE.....\$ doz.		\$3.00; 2 qt., \$4.00.....33½%	
White or Drab Cot. \$ doz. \$7.50.....20%		Humason's.....50&10%		Advance.....\$ 4.50		<b>Post Hole Diggers—</b>	
Wire Clothes, 100 feet, No. 18, \$2.25;		Hunters' Cup Point, Knurled.....\$10.00		Baldwin.....5.00		Dixson's Samson Digger.....\$34.00, 25%	
No. 19, \$2.00; No. 20, \$1.75.		Hunters' Cup Point, Plain.....9.00		Bonanza.....each 5.00		Kohler's.....\$ doz.	
<b>Loaded Shells—</b>		Octagon.....4.00@4.75		Dandy.....each 7.50		Little Giant, No. 12.....\$12.00	
See Ammunition.		Round, assorted.....3.00@3.25		Eureka, 1898.....each 18.00		Hercules, No. 25.....10.00	
<b>Locks—</b>		Square.....4.00@4.25		Family Bay State.....12.00		Invincible, No. 6.....9.00	
DOOR LOCKS, LATCHES, &c.		Snell's:		Improved Bay State.....\$27@30.00		Pioneer, No. 714.....7.50	
Branford Lock Co.....net prices		Octagon.....\$4.75		Little Star.....4.00		Lock Lever, No. 20.....12.00	
Champion Night Latches.....40%		Corrugated.....6.50		New Lightning.....5.50		Universal, No. 49.....12.00	
Moore's Elevator Door.....40%		Knurled.....9.00		Penn.....8.75		New Champion, No. 37.....6.00	
Norwalk Lock Co.....40%		<b>Nail Pullers—</b>		Perfection.....4.00		Iron Handle, No. 38.....7.00	
Plate.....33½%		Black Hawk, \$ doz.....\$9.00		Reading, 72.....4.00		Ryan's.....\$ doz. \$20.00, 25%	
R & E Mfg. Co.....45&10%		Cyclops.....35%		Reading, 78.....7.00		<b>Post Hole Augers—</b>	
Reading Hardware Co.....40%		Eclipse.....\$ doz. 18.00, 25&10&10%		Scott's Pat. Rotary.....\$15.00, 30%		Vaughan's, 4 to 9 in.....70%	
Sargent & Co.....40%		Giant, No. 1, \$ doz. \$18.00; No. 1½,		Turnable, Old Style.....4.50		Vaughan's, 10 to 12 in.....60%	
Yale.....net prices		\$16.50; No. 2, \$15.00.....30&5%		Turntable, 1898.....5.00		<b>Potato Hooks, etc.—</b>	
<b>CABINET—</b>		Lightning.....\$ doz. \$18.00, 20%		White Mountain.....4.00		Hoe Down Hooks.....75&10&25%	
Eagle Lock Co.....33½%		National.....\$ doz. 24.00, 40%		<b>POTATO—</b>		Hop Hooks.....60&10&25%	
Corbin.....33½%		Pelican.....\$ doz. \$9.00, 40&40&10%		Dixon's.....\$ gro.		Potato Hooks.....70%	
Yale.....33½%		Scranton, No. 2.....\$ doz. \$10.00		Carpenter's.....\$9.67@8.75		<b>Powder—</b>	
<b>PADLOCKS—</b>		Scranton, No. 3.....\$ doz. 9.00		Carpenter's, Blue or Red		See Ammunition.	
Acme Bicycle and Satchel, \$ doz.,		<b>Nail Pullers—</b>		Lead.....4.00@7.50		<b>Presses—</b>	
\$2.00.....40%		Black Hawk, \$ doz.....\$9.00		<b>Pencils—</b>		See Fruit and Jelly Presses.	
Acme Sword Co.....40%		Cyclops.....35%		Dixon's.....\$ gro.			
Brown's Brass.....25%		Eclipse.....\$ doz. 18.00, 25&10&10%		Carpenter's.....\$9.67@8.75			
Brown's Chain.....25%		Giant, No. 1, \$ doz. \$18.00; No. 1½,		Carpenter's, Blue or Red			
Champion.....40%		\$16.50; No. 2, \$15.00.....30&5%		Lead.....4.00@7.50			

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....33½¢  
 Cronk's Heavy Pattern, ½ doz., \$2.50 net  
 Diston's Combined Pruning Hook  
 and Saw, ½ doz., \$18.00, 25¢@25¢10¢  
 Diston's Pruning Hook, ½ doz.,  
 \$12.00, 25¢@25¢10¢

**Henry's:**

Pruning Shears.....50¢5¢  
 Orange.....50¢30¢  
 Grape.....50¢10¢  
 Tree Pruners.....75¢  
 Kohler's Pruning Shears: ½ doz.  
 German, No. 46.....\$3.50  
 American, No. 38.....2.50  
 E. S. Lee & Co.'s Pruning Tools.....40¢  
 P. S. & W. Co.'s Shears.....60¢  
 Waters' Tree Pruners.....75¢10¢  
 Wheeler, M. & C. Co.'s Combina-  
 tion.....½ doz., \$12.00, 25¢10¢

**Pulleys—**

Awning.....60¢@60¢10¢  
 Axle.....50¢10¢@60¢  
 Brass Screw.....45¢10¢  
 Ceiling.....50¢10¢@60¢  
 Clothes Line, Japanned.....60¢  
 Common Sense.....60¢  
 Dumb Waiter.....60¢@60¢10¢  
 Empire Sash Pulley.....60¢  
 Hay Fork, Swivel Eye, ½ doz.,  
 4-inch, \$3.75; 6-inch, \$5.00.....55¢  
 Hay Fork, Hartz, 4¼-inch, ½ doz.,  
 \$6.00.....50¢10¢  
 Hay Fork, 5-inch, Solid, \$5.70.....50¢  
 Hot House.....50¢10¢@50¢10¢10¢  
 Stowell's Anti-Friction, 5-in. Wheel,  
 ½ doz., \$12.00.....40¢  
 Side, Anti Friction.....50¢  
 Shade Rack.....45¢  
 Upright.....50¢10¢@50¢10¢10¢

**Pumps—**

Cistern, Best Grades.....50¢10¢@60¢  
 Pitcher Spout, Best Grades.....70¢10¢  
 F. E. Myers & Bro.:  
 No. 1, Fig. 328, 3 in. Shallow  
 Well Pump.....\$18.00  
 No. 8, Fig. 328, 3½ in. Shallow  
 Well Pump.....15.00  
 No. 5, Fig. 307, 3 in. Deep Well  
 Pump.....15.00  
 No. 6½, Fig. 307, 3½ in. Deep  
 Well Pump.....17.00  
 No. 14, Fig. 521, 3 inch Deep or  
 Shallow Well Pump.....15.00  
 No. 32, Fig. 523, 3 in. Deep Well  
 Pump.....17.00  
 No. 56, Fig. 381, 3 in. Shallow  
 Well Pump.....14.00  
 No. 59, Fig. 332, 3½ in. Shallow  
 Well Pump.....17.00  
 No. 70, Fig. 383, 2½ in. Deep  
 Well Pump.....15.00  
 No. 72, Fig. 333, 3 in. Deep Well  
 Pump.....15.00  
 No. 73, Fig. 383, 3½ in. Deep  
 Well Pump.....16.00  
 No. 102, Fig. 448, 3 inch Lift  
 Pump.....9.00  
 No. 108, Fig. 448, 3½ in. Lift  
 Pump.....11.00  
 No. 128, Fig. 510, 3 in. Lift  
 Pump.....7.00  
 No. 181, Fig. 510, 3½ in. Lift  
 Pump.....8.50  
 No. 225, Fig. 389, Windmill  
 Pump.....12.50  
 No. 235, Fig. 408, Windmill  
 Pump.....16.00  
 No. 240, Fig. 408, Regulator  
 Pump.....28.00  
 No. 265, Fig. 572, Cyclone Tank  
 Force Pump.....16.00  
 No. 267, Fig. 488, Geyser Tank  
 Force Pump.....16.00  
 No. 283, Fig. 518, Low Down  
 Tank Force Pump.....16.00  
 No. 302, Fig. 477, Spray Pump,  
 complete.....11.50  
 No. 320, Fig. 492, Bucket Spray  
 Pump.....5.00  
 No. 330, Fig. 547, Knapsack  
 Spray Pump.....10.00  
 Discount, 50% f. o. b. Ashland.

**PUMPS AND PUMP SPECIALTIES—**

Torrent Pump Co., Cleveland, O.:  
 Purifying Pump, each.....\$3.00  
 Chain for same, ½ foot.....1.11  
 Torrent C. P. Curbs, each.....1.50  
 Same, fitted for 2-inch tubing.....1.60  
 Poplar Tubing, ½ 100 feet.....4.00  
 2-inch Tubing, ½ 100 feet.....5.00  
 Galvanized Iron Tub'g, ½ 100 ft.....15  
 Couplings for same, ½ pair.....5.50  
 Galvanized Chain, ½ 100 pounds.....5.50  
 Torrent Rubber Buckets.....7.50  
 Victor Buckets, ½ 100.....7.50  
 Cleveland Buckets, ½ 100.....50¢  
 Torrent Water Drawer.....50¢  
 Roberts Water Drawer.....50¢  
 Wood Suction Pumps.....50¢5¢  
 Galvanized Iron Pumps.....50¢  
 Cyclone Force Pump.....50¢  
 Oatman Handy Hoops.....40¢10¢  
 Eave-Trough Hangers.....40¢  
 Net  
 Sprayers, ½ dozen.....\$4.50  
 Acme Riveter, ½ dozen.....4.50  
 Dreyer Spoke Repairer, ½ doz.....4.50  
 Delivered f. o. b. Miles Avenue Station.

**Punches—**

Bemis & Call Co.'s:  
 Cast Steel Drive.....50¢5¢  
 Check.....55¢  
 Spring.....50¢5¢  
 Springfield Socket.....65¢  
 Morrill's Universal.....85¢  
 Niagara Hollow.....45¢  
 Niagara Solid.....55¢  
 Saddlers' or Drive, good.....60¢55¢  
 Snell's Tinnners'.....50¢  
 Spring, good quality, ½ doz., \$1.70@1.80  
 Spring, Leach's Pat.....15¢  
 Tinnners' Solid, P. S. & W. Co.,  
 ½ doz.....\$1.44, 55¢  
 Tinnners' Hollow, P. S. & W. Co.,  
 20¢2¢

**Rail—**

Barn Door, Light, In. ¼ 5¢ ¾  
 ½ 100 feet.....\$1.40 1.95 2.60  
 Barn Door, "None Better" No. 1,  
 ½ foot.....23¢  
 Barn Door, "None Better" No. 2,  
 ½ foot.....34¢  
 B. D. for N. E. Hangers:  
 Angular, ½ foot, 8c.....70¢  
 Double Flange, ½ foot, 8c.....70¢  
 Carrier Steel Rail, ½ foot.....44¢  
 Cronk's: ½ foot.....c  
 O. N. T. Style, No. 13.....c  
 Double Braced.....34¢  
 Lane's: ½ 100 ft.  
 O. N. T., 1 in.....\$3.00  
 O. N. T., 1¼ in.....8.65  
 Standard, 1¼ in.....4.25  
 Stowell's Wrought Steel.....35¢  
 Sliding Door, Bronzed Wrought  
 Iron, ½ foot.....64¢  
 Sliding Door, Steel, Brass Plated,  
 ½ foot.....54¢  
 Sliding Door, Wrought Brass, 1¼ in.,  
 ½ lb. 38c.....10¢20¢  
 Victor Track Rail, 7c ½ ft., 60¢10¢2½¢

**Rakes, Etc.—**

Cronk's:  
 Wrought Steel Garden.....60¢20¢  
 Queen City Lawn.....40¢  
 Kohler's:  
 Lawn Queen, net ½ doz., \$3.25@3.15  
 Lawn Queen, Improved, net ½ doz.,  
 20-Tooth.....\$3.50@3.60  
 24-Tooth.....3.60@3.75  
 Jumbo, net ½ doz., 7.00@9.00  
 Paragon, net ½ doz., 3.25@3.50  
 Steel Garden Rakes.....70¢5¢2¢  
 Steel Road Rakes.....75¢  
 Steel Tar or Asphalt Rakes.....5¢  
 Turf Edger.....60¢5¢  
 Prize Bow Braced Steel.....70¢5¢2¢  
 Peerless Shank.....70¢5¢2¢  
 Peerless Socket.....70¢5¢2¢  
 Level Head Shank.....70¢5¢2¢

**Rasps, Horse—**

Diston's.....70¢  
 New Nicholson Horse Rasp.....70¢  
 See also Files.

**Razors—**

Electric.....List net  
 J. R. Torrey Razor Co.....20¢  
 Wostenholm and Butcher, \$10.00 to  
 £.....10¢

**Registers—**

**HOT AIR—**  
 New List, Feb. 1, 1899:  
 Black Japanned.....30¢  
 White Japanned.....25¢  
 Bronze Finishes.....30¢  
 Electro-Plated.....80¢10¢  
 Nickel Plated.....80¢10¢  
 White Porcelain.....20¢  
 Solid Brass and Bronze Metal.....20¢

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40¢5¢@40¢10¢  
 Hose with Burrs.....40¢5¢@40¢10¢

**IRON—**

American Screw Co.:  
 List, Nov. 1, 1894.  
 Ordinary, in bulk.....62½¢  
 Thousand, in bulk.....62½¢  
 Thousand in papers.....62½¢  
 Coopers', in bulk.....62½¢  
 Block and Carriage, in papers.....62½¢  
 Hame.....62½¢  
 Belt with Burrs, Tinned or Cop-  
 pered.....62½¢

**Rivet Sets—**

Regular List.....70¢

**Rollers—**

Lane's, Stay.....83½¢

**Rope—**

Cotton Rope, Best, ½ lb.....¢  
 ¼ inch and larger.....15 ¢16¢  
 Medium, ¼ in. and larger.....12 ¢14¢  
 Common, ¼ in. and larger.....10¢@12½¢

**Jute Rope:**

A grade.....7½¢  
 C grade.....7 ¢  
 Manila:  
 7-16 in. and larger.....11 ¢  
 ¾ in.....10½¢  
 ¼ and 5-16 in.....10 ¢  
 Hay Rope, Medium.....10½¢  
 Sisal:  
 7-16 in. and larger.....6½¢  
 ¾ in.....7 ¢  
 ¼ and 5-16 in.....7½¢

**Rules—**

Athol, Steel.....33½¢  
 Boxwood.....75¢10¢@10¢10¢  
 Ivory.....35¢10¢@35¢10¢10¢  
 Lufkin's:  
 Steel.....55¢  
 Lumber.....50¢10¢  
 Miscellaneous, Stanley's.....55¢10¢  
 Starrett's Rules and Straight Edges,  
 Steel.....25¢10

**Sad Irons—**

Chinese Laundry.....¢ 4½¢  
 Chinese Sad.....3½¢  
 Crown, Polished.....½ doz. \$6.50  
 Crown, Nickel.....½ doz. 7.00  
 Common 4 to 10.....¢ 8½¢@8½¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....30¢5¢  
 Self-heating.....½ doz. \$10.00, 2½¢  
 Self-heating, Tailors'.....½ doz. 22.50, 25¢  
 Sensible Nickel.....½ doz. \$7.00  
 Sensible Polished.....½ doz. 6.50  
 Sensible, Tailors'.....¢ 4½¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50¢@60¢

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
 Emery Cloth.....50¢10¢  
 Garnet Paper.....30¢30¢5¢  
 Sand and Emery Paper.....50¢10¢

**Sash Chain—**

Competition.....50¢10¢  
 Giant.....40¢  
 Monarch.....40¢10¢  
 Red Metal.....40¢10¢  
 Steel.....40¢10¢

**Sash Cord—**

Cable Laid Italian Sash.....¢ 16¢@18¢  
 Cable Laid Russia.....¢ 18½¢@14¢  
 Common India.....¢ 18½¢@9¢  
 Common Russia Sash.....¢ 12½¢@18¢  
 Patent India.....¢ 11¢  
 Samson:  
 "Mass." White, Cotton.....24¢  
 "Samson" Braided White, Cotton.....¢ 30¢  
 "Samson" Braided Drab, Cotton.....¢ 35¢  
 "Samson" Braided Italian Hemp.....¢ 38¢  
 "Samson" Braided Linen.....¢ 56¢  
 Silver Lake:  
 A Quality, Drab, ½ lb 40c, 15¢@15¢7½¢  
 A Quality, White, ½ lb 35c, 15¢@15¢7½¢  
 B Quality, Drab, ½ lb 35c, 15¢@15¢7½¢  
 B Quality, White, ½ lb 30c, 15¢@15¢7½¢  
 United States:  
 B Quality.....¢ 18¢  
 C Quality.....¢ 16½¢  
 White Cotton, Hard Braided.....¢ 16¢

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60¢10¢10¢  
 Sash Lifts Flush.....50¢  
 Sash Lifts With Lock.....60¢10¢10¢  
 Sash Rollers.....70¢  
 Shutter Bars.....60¢10¢0¢  
 Shutter Sheaves.....60¢  
 Window Screen Sash Lifts.....60¢5¢

**Sash Locks—**

Champion Meeting Rail.....70¢  
 Champion Side.....60¢  
 Davis, Bronze, Barnes Mfg. Co.....50¢  
 Elting's Ventilating.....40¢  
 Fitch's:  
 Iron.....70¢  
 Bronze and Brass.....60¢5¢  
 Gale's Automatic, List Nov., 1897.....65¢  
 Ives' Patent:  
 Wrought Steel.....60¢  
 Bronze M. Knob.....60¢  
 Wrought Bronze and Brass.....55¢5¢  
 Cast Iron.....65¢  
 Cast Bronze and Brass.....62½¢  
 Payson's Perfect.....70¢  
 Reading.....60¢10¢

**Sash Weights—**

Small lots.....¢ ton \$27.00  
 Ton lots at factory.....25.00

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20¢  
 Enterprise Mfg. Co.....25¢@25¢7½¢  
 National Specialty Mfg. Co.....25¢

**Saws—**

Atkins:  
 Band 7 to 14 in. Wide.....60¢10¢  
 Band 2 to 6 in. Wide.....60¢  
 Band ¼ to 2 in. Wide.....60¢  
 Butcher, Pruning and Compass.....40¢5¢  
 Circular.....50¢10¢  
 Cross Cut.....35¢5¢  
 Gang.....50¢  
 Hand, Panel and Rip.....40¢  
 Wood.....40¢  
 Diston's:  
 Circular, Solid and Inserted Tooth.....50¢  
 Band 3 in. to 14 in. Wide.....60¢  
 Band ¼ in. to 2½ in.....70¢  
 Cross Cuts.....45¢  
 Narrow Cross Cuts.....55¢  
 Muley, Mill and Drag.....50¢  
 Framed Wood Saws.....35¢  
 Wood Saw Blades.....40¢  
 Wood Saw Rods.....20¢  
 Hand Saws, Nos. 12, 90, 9, 16, D100,  
 D8, 120, 78, 77, 8.....25¢  
 Hand Saws, Nos. 7, 107, 107½, 3, 1,  
 0, 0, Combination.....30¢  
 Compass, Keyhole, Pruning, Dove-  
 tail, &c.....25¢  
 Butcher Saws and Blades.....35¢  
 Haines' Needle Point.....40¢  
 C. E. Jennings & Co.'s:  
 Butcher.....25¢10¢  
 Hand Panel, Rip and other Saws.....45¢10¢  
 Peace:  
 Cross Cuts.....45¢10¢  
 Hand Panel and Rip.....25¢10¢  
 Richardson:  
 Circular and Mill.....50¢50¢10¢  
 X Cuts.....45¢10¢  
 Hand Saws.....25¢10¢  
 Star, Butcher.....25¢  
 Woodrough & McParlin Cross Cuts.....45¢10¢

**HACK SAWS AND FRAMES—**

Chatillon.....30¢  
 Diston's:  
 Concave Blades.....25¢  
 Keystone, Flexible Back and Ma-  
 chine Blades.....30¢  
 Hack Saw Frames.....30¢  
 Griffin's:  
 Complete.....40¢45¢  
 Saw Blades.....4 ¢  
 Star, Saws and Blades.....25¢

**Saw Filer—**

Diston's D8 Clamp and Guide, \$30.00  
 ½ doz.....25¢

**Saw Frames—**

C. E. Jennings & Co.....20¢  
 Richardson's Wood.....net

**Saw Sets—**

Atkins:  
 Criterion Saw Sets.....½ doz. \$6.00  
 Excelsior Saw Tools.....½ doz. 6.00  
 Bemis & Call Co.'s:  
 Cross Cut.....30¢5¢  
 Hammer, New Pat.....45¢  
 Plate.....20¢  
 Spring Hammer.....30¢5¢  
 Diston's Monarch, Nos. 1 & 10 and  
 Star.....25¢  
 Hart's Pat. Lever.....20¢  
 Kohler's:  
 "Giant Royal".....½ doz. \$9.00  
 "Royal".....½ doz. 6.00  
 Leach's.....33½¢  
 Morrill's:  
 No. 1, \$15.00; No. 10, \$15.50; No. 11,  
 \$16.00.....40¢20¢  
 Cross Cuts Nos. 8 and 4, \$23.00; No.  
 5, \$31.00.....40¢20¢  
 Richardson's.....25¢  
 Seymour Smith & Son, Hammer  
 ½ doz.....\$4.75  
 Stillmans.....½ doz. 1.00  
 Tailors Positive.....\$18.00 ½ doz. 60¢

**Scales—**

Chatillon's:  
 Eureka.....25¢  
 Favorite.....40¢  
 Grocers' Trip Scales.....50¢  
 Family, Turnbull's.....30¢@30¢10¢  
 Hatch:  
 Counter, No. 171, ½ doz. \$17.00@18.00  
 Tea, No. 161.....½ doz. 5.75@ 6.00  
 Union Platform Plain.....2.00@ 2.10  
 Striped.....2.15@ 2.25

**Scale Beams—**

Chatillon's No. 1.....20¢  
 Chatillon's No. 2.....30¢

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
 Co.) \$6.00.....40¢10¢  
 Box, 1 Handle.....½ doz. \$2.00  
 Box, 2 Handle.....½ doz. \$3.00@4.00  
 Foot.....55¢5¢@60¢5¢  
 Ship Common.....½ doz. \$2.40 net  
 Ship, R. I. Tool Co.....10¢

**SIDEWALK—**

Kohler's, Steel No. 7.....½ doz. \$3.00

**Screens—**

**DOOR—**  
 Phillips:  
 ¾ in., Style E, Fancy Screen  
 ½ Doors.....\$12.00  
 ¾ in., Style G, Common Screen  
 ½ Doors.....7.75  
 ¾ in., Style K, Fancy Screen  
 ½ Doors.....9.90  
 ¾ in., Style K4, Fancy Screen  
 ½ Doors.....10.50



<b>WINDOW—</b>	
Porter Screen Mfg. Co.	60@60&5%
<b>Phillips:</b>	
Bonanza Screens	50&10&21%
Express	50&10&21%
Flyer	50&10&21%
Perfection Screens	50&10&21%
Northwest	60%
Window Screen Frames	60%
<b>Stearns:</b>	
Frames and Corners	25&25&10%
Gem Window Screen Frames	25&10%
Monarch Adjustable Window Screens	50%
<b>Screw Drivers—</b>	
Brace Screw Drivers	25&10&5%
Buck Bros.	80%
Screw-Driver Bits	27%
Champion	40%
Diston & Flat Blade, Electric, Telegraph and Cabinet Makers	70%
Electric Spiral No. 01	10 doz. \$8.00 net
Electric Spiral No. 02	10 doz. 10.00 net
Ellrich's Socket and Ratchet	40&10%
Fray's Hol. Hdl. Sets, No. 3	\$12.50
Howard-Allard, low list	50%
C. E. Jennings & Co.	40&10%
Jennings & Griffin	60%
Jones Reversible Spiral No. 2	10 doz. \$34.00, 50%
<b>Sargent &amp; Co.'s:</b>	
No. 1 Forged Blade	50&10&50&10&5%
Nos. 20 and 40	60%
Screw-Driver Bits (Snell's)	10 doz. 60%
Stanley R. & L. Co.'s:	
No. 64, Varnished Handles	60&10%
No. 86	70&10%
Snell's Nos. 5 and 10	75%
<b>Tower &amp; Lyon:</b>	
Champion	40%
Magazine	25%
Machinists'	40%
Balsley's Patent	33%
<b>Williamson's:</b>	
Beauty, 10 doz.	\$1.00
Gem, 10 doz.	90%
C. T. Williamson Wire Novelty Co.	40%
<b>Screws—</b>	
<b>WOOD SCREWS—</b>	
<b>List, January 1, 1900.</b>	
Brass, Flat Head	77%
Brass, Round Head	72%
Bronze, Flat Head	72%
Bronze, Round Head	70%
Coppered, Flat Head	75%
Coppered, Round Head	70%
Drive Screws, Diamond Point	80%
Iron, Bright Flat Head	80%
Iron, Bright Round and Oval Head	75%
Nickel Plated, Iron Flat Head	70%
Nickel Plated, Iron Round Head	70%
Silver Plated, Iron Flat Head	70%
Silver Plated, Iron Round Head	70%
<b>MACHINE—</b>	
<b>List, January 1, 1898.</b>	
Brass, Flat Head	50%
Brass, Round Head	50%
Iron, Flat Head	50%
Iron, Round Head	50%
<b>COACH, LAG AND HAND RAIL—</b>	
G. P. Coach. List, Feb. 14, 1895	70&10&75%
Hand Rail	60&10%
Lag Screws. List, January 30, 1895	75&75&10%
Cone Point	75&75&10%
<b>BENCH, HAND, ETC.—</b>	
Bench, Iron, 10 doz., 1 in.	\$3.25;
1 1/2, \$3.50; 1 3/4, \$4.25	
Bench, Wood, Beech	2 doz. 2.40
Chair	60&10%
Hand, Wood	40%
Jack Screws, Millers Falls, Roller Bearing	50%
Jack Screws, Millers Falls, without Roller Bearing	50&10%
Jack Screws, P. S. & W.	40&40&10%
Jack Screws, Sargent's	60%
Piano Stool	50&10%
<b>Scroll Saws—</b>	
Barnes No. 1, \$8; No. 6, \$10; No. 7, \$15	25%
Barnes' Scroll Saw Blades	40%
Crickit	10&10%
C. E. Jennings & Co.	25%
Lester, complete, \$10.00	15&10%
Rogers, complete, \$4.00	15&10%
<b>Scythes, Grass—</b>	
Natural Finish	7.50@7.75
Polished Blade	8.00@8.15
Painted or Bronzed	8.00
Weed and Bush	7.25@7.50
<b>Seeders—</b>	
Raisin, Enterprise	25@30%
<b>Shears—</b>	
Acme (Cast)	40@40&5%
Etna, Steel Japanned	80&20%
Etna, Steel Nickle	70&20%
Barnard Lamp Trimmers	net
National Cutlery Co.:	
Scissors	60%
Shears, Nickel	60%
Shears, Japan	70%
Shears, Pruning, Japan	70%
Shears, Rubber, Nickel	60%
Shears, Tailors'	40%
Shears, Tinners'	40%
Tinners' Snips, Solid Steel	40%
Dental Snips, Japan	70%
<b>Heinrich's:</b>	
St. Trimmers, etc.	60&10@60&10&10%
Tailors' Shears	40%
<b>Tinners' Snips</b>	
Pruning. See Pruning Hooks & Shears.	40%
<b>Seymour's Standard List:</b>	
Japanned	70%
Nickle	80%
<b>Standard Cutlery Co.:</b>	
Japanned	70&10%
Nickle	60&10%
<b>Star Brand:</b>	
Nickel Scissors	60%
Nickel Shears	60%
Japan Shears	70%
Tailors' Shears	40&10%
Pruners	70%
Tinners' Snips	40&10%
<b>Wies &amp; Sons:</b>	
Japanned	70%
Nickle	60%
Tailors' Shears	40%
Tinners' Snips	40%
<b>Shears, Hedge—</b>	
Wm. Wilkinson & Sons	50%
<b>Sheaves—</b>	
<b>SLIDING DOOR—</b>	
Corbin's list	60&10&2%
Hatfield's Pattern	70&10&80%
M. W. Co., list July, 1888	50&10@60&5%
Stowell's Anti-Friction	60%
Patent Roller	60&10@60&10&5%
R. & E., list August 15, 1895	60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895	60&2%
<b>SLIDING SHUTTER—</b>	
Reading list	60%
R. & E. Mfg. Co.'s	60@60&10%
Sargent's list	70%
<b>Shells—</b>	
See Ammunition.	
<b>Shot—</b>	
See Ammunition.	
<b>Shovels and Spades—</b>	
<b>Association prices to small trade.</b>	
No. 2, Polished, Square or Round Point, D or L Handle:	
A1, B2,	
1st Grade. 2d Grade	
Plain Back	\$10.50 \$9.60
Strap Back	9.80 9.00
Cleveland Pattern	10.20 9.30
C8, D4,	
3d Grade. 4th Grade	
Plain Back	\$8.70 \$8.10
Strap Back	8.10 7.50
Cleveland Pattern	8.40 7.80
<b>All other sizes, add 30c. doz.</b>	
<b>Black, deduct 30c. doz.</b>	
<b>Shovels and Tongs—</b>	
Brass Head	60&10@60&10&10%
Iron Head	60&10@60&10&5%
<b>Shutter Bars—</b>	
Ives'	55%
<b>Shutter Bolts—</b>	
See Bolts, Shutter.	
<b>Sifters, Flour—</b>	
Hunter's Genuine	10 gross, \$10@11.50
<b>Sign Letters, Figures, &amp;c.—</b>	
Aluminum S. & N. Co.:	
Sign Letters and Figures	60%
Door Plates	60%
Trade Checks	40%
<b>Skate Sharpeners—</b>	
Eureka	10 doz. \$1.75; 10 gro. \$18.00
<b>Slaw and Kraut Cutters—</b>	
Disston's:	
Slaw, Vegetable, Corn Grater, Tur-	40%
rip Shredder	40%
Kraut Cutters, 24x7, 26x8, 30x9	55%
Kraut Cutters, 36x12, 40x12	40%
Enterprise	25@30%
Enterprise Mfg. Co.	25%
Tucker & Dorsey:	
1 Knife	10 gro. \$16.50@20.00
2 Knives	10 gro. 22.50@30.00
Kraut Cutters	50%
Woodrugh & McFarlin	40%
<b>Sledges and Heavy Hammers—</b>	
See Hammers.	
<b>Slicers—</b>	
Vegetable, Enterprise	25%
<b>Smiths' Bellows—</b>	
See Bellows.	
<b>Snaps, Harness, &amp;c.—</b>	
Anchor (T. & S. Mfg. Co.)	55%
Cockeyes	60%
Fitch's:	
Bolt	45%
Bristol	40&10%
Champion	40%
Clipper	50&10&5%
Empire	50&5%
National	50&5%
Security	40%
Victor	60&5%
German, new list	40%
<b>Sargent's:</b>	
Patent Guarded	60%
Covered Spring	50@55%
<b>Covert Mfg. Co.:</b>	
Breast Strap Buckle Snaps	45%
Breast Strap Protector	45%
Double for Bits or Trace Carrier	45%
Trojan Snaps	40%
High Grade Snaps	40%
Jockey Snaps	85%
Derby Snaps	40%
Rope Snaps	40%
<b>Snaths—</b>	
Scythe	40@45%
<b>Soldering Irons—</b>	
Covert Mfg. Co.	20%
<b>Spoke Shaves—</b>	
Bailey's (Stanley R. & L. Co.)	50&10%
Iron	10 doz. 50&10%
Millers Falls	15&10%
Seymour Smith & Sons, Iron	20%
Wm. Johnson's:	
Wood, Best	80%
Wood, 2d quality	39%
<b>Spoons and Forks—</b>	
<b>Boardman's:</b>	
Britannia Spoons, Catalogue "C"	net, List
Nickel Silver, Catalogue "C"	net, List
<b>SILVER PLATED FLAT WARE—</b>	
<b>L. Boardman &amp; Son, Catalogue "C"</b>	
<b>net List</b>	
"1847"	40&10%
"Anchor"	50&10%
"Eagle"	50&10%
"Star"	50&10%
Rogers, Smith & Co.	50&10%
Rogers & Hamilton	50&10%
Holmes & Edwards	50&10&10%
German Silver, unplated	50%
<b>KNIVES AND FORKS NO. 12—</b>	
<b>10 doz. net.</b>	
"1847"	\$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	3.00
<b>Springs—</b>	
See Door Springs.	
<b>Spring Balances—</b>	
See Balances.	
<b>Spring Hinges—</b>	
See Hinges.	
<b>Squares—</b>	
Disston's Try Square and T Bevels	60&10%
Starrett's Micrometer Caliper Squares	25%
Try Square and T Bevel	60&10%
Winterbottom's Try and Mitre	40&10%
Nickel-Plated. New List Jan. 5, 1900	65&10@70%
Steel and Iron	65&10@70%
<b>Staples—</b>	
Barbed Blind—1/2, 3/4, and 5/8 inch.	10 doz. 8 1/2c. @ 9c.
<b>FENCE—</b>	
Same price as Barb Wire. See Trade Report.	
<b>Stay Rollers—</b>	
Cronk's, No. 50	66%
" Nos. 55 and 56	70&10%
" No. 60	60%
" No. 65	60&10%
<b>Steels—</b>	
Chatillon's	30%
<b>Stocks and Dies.</b>	
<b>BICYCLE—</b>	
Holroyd & Co.	35%
<b>BLACKSMITH'S—</b>	
Butterfield's	35@40%
Gardner	38 1/2@10%
Holroyd & Co.	40@50%
Lightning Screw Plate	25%
Reece's New Screw Plates	25@30%
<b>PIPE MAKERS—</b>	
Holroyd & Co.	75&10@80%
<b>Stones—</b>	
See Oilstones.	
<b>Stops—</b>	
See Bench Stops.	
<b>Store Door Handles—</b>	
See Handles.	
<b>Stove Bolts—</b>	
See Bolts.	
<b>Stove Polish—</b>	
See Polish, Stove.	
<b>Sweepers—</b>	
See Carpet Sweepers.	
<b>Tackle Blocks—</b>	
See Blocks.	
<b>Tacks, Brads, &amp;c.</b>	
<b>List Jan. 15, 1899.</b>	
American Cut Tacks	90&10&10%
Carpet Tacks:	
American, Blued	90&10&10&10%
American, Tinned	90&10&10&10%
Swedes Iron Tacks:	
S. S.	90&10&10%
Bill Posters' and Railroad Tacks:	
S. S.	90&90%
Common and Patent Brads	70&10%
Finishing Nails	70&10%
Gimp Tacks:	
S. S.	90&40%
Hungarian Nails, Steel	80&20%
Lace Tacks:	
S. S.	90&20%
Looking Glass Tacks	70&10%
Trimmers' Tacks:	
S. S.	90&10&10%
Trunk and Clout Nails:	
Steel, Black	80%
Steel, Tinned	80%
Upholsterers' Tacks:	
S. S.	90&40%
<b>MISCELLANEOUS—</b>	
Double Point, in dozens	90&10&10&10%
Double Point, in bulk	80%
Matting	80%
Shade, in dozens	90&10&10%
Shade, in bulk	80%
<b>Tack Pullers—</b>	
Columbia, No. 1, 10 doz., net	\$1.00
Columbia, No. 2, 10 doz., net	1.50
Little Jack	1.00
<b>Tapes, Measuring—</b>	
American Asses' Skin	40&10&50%
Leather Case	25@25&10%
Steel	33 1/2@40%
Chestermans	25@25&5%
Keuffel & Esser Co., New List, 1898:	
Steel and Metallic	85%
Lufkin's Steel and Metallic	25@30%
<b>Tap Borers—</b>	
See Borers, Tap.	
<b>Taps—</b>	
<b>American Screw Co.:</b>	
Machine Screw	70%
Holroyd & Co.'s:	
Blacksmiths	60@65&5%
Machine Screw	70&10@75%
Machinists' Hand	60@60&10&10%
Pipe, 1/2 to 1 1/2	80@80&10%
Pipe, 2 to 4	70@70&10%
<b>Thumb Latches—</b>	
See Handles.	
<b>Tinware—</b>	
Stamped, Japanned and Pieced.	Net Prices.
<b>Tire Bolts—</b>	
See Bolts.	
<b>Tobacco Cutters—</b>	
National Specialty Co.	40%
Enterprise Mfg. Co.	25@30%
<b>Toilet Clippers—</b>	
See Clippers.	
<b>Torches—</b>	
National Cement and Rubber Mfg. Co.:	
No. 1 Medium Gasoline Torch	\$4.12
No. 2 Large Gasoline Torch	6.98
<b>Trammel Points—</b>	
Backus and Union	40%
C. E. Jennings & Co., "Eureka"	25%
Cook's	25%
Sargent's	40&10%
Stanley's	30&10%
Tower & Lyon	33 1/2%
Prentiss'	20@25%
<b>Tracks, &amp;c.—</b>	
<b>F. E. Myers &amp; Bro.:</b>	
Comb. Car, Double Steel T.	\$3.50
Comb. Car, Wood Track	3.25
Common 6 in. Wood Sheave Pulley, Fig. 433	10 doz. 1.75
D. H. Fork Steel Regular, each	.85
Double Grapple Fork, each	3.50
Double Rail Steel Track, complete with clamps	10 ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435	10 doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435	10 doz. 1.90
Floor Hooks, 1/2 in.	10 doz. .70
Floor Pulley, Wood Sheave, Fig. 436	10 doz. 2.25
Hanging Hooks for Double Steel Track	10 doz. .65
Hanging Hooks for Single Steel Track	10 doz. .65
Hanging Hooks for Wood Track, 10 in.	10 doz. .55
Hanging Hooks for Wood Track, 14 in.	10 doz. .65
Malleable Frame K. P. Pulleys, Fig. 676	10 doz. 2.40
Malleable Rafter Brackets, 10 doz.	.40
Nellis Fork	each, 1.60
New Myers Iron Rod Car	3.25
Reed Wood Frame Pulley with Hook, Fig. 434	10 doz. 2.00
Rev. Car, Double Steel Track	3.50
Rev. Car, Wood Track	3.25
Rope Hitch	10 doz. 1.75
Single Rail Car, Single Steel T.	3.50
Single Rail Steel Track with clamps	10 ft. .03

Sprout's Shear Fork, each.....\$1.60  
Steel Frame Pulley with Iron  
Sheave, Fig. 565,  $\frac{1}{2}$  doz.....1.85  
Sure Grip Sling Car, Steel or Wood  
Track.....6.00  
Walker Fork, each.....1.25  
Wrought Rafter Brackets,  $\frac{1}{2}$  doz......40

**Transom Lifters—**

Ajax.....50&10&50&10&5  
Bronze Metal, with Safety Spring.....  
Crescent.....70&70&10  
Nickel Plated.....50&10  
Payson's Solid Grip, Nos. 308 and  
304,  $\frac{1}{2}$  100.....\$12.00  
Shaw's:  
Copper Finished.....80&10  
Lever.....70&70&10

**Traps—****FLY—**

Balloon..... $\frac{1}{2}$  doz. \$1.50,  $\frac{1}{2}$  gro. \$15.00  
Globe..... $\frac{1}{2}$  doz. 1.50,  $\frac{1}{2}$  gro. 15.00  
Harper..... $\frac{1}{2}$  doz. 1.75,  $\frac{1}{2}$  gro. 18.00

**GAME—**

Star, Blake's Pattern.....60&10&10  
Enterprise Mole.....15  
H. & N.....65  
Newhouse.....40  
Victor.....70&55

**MOUSE AND RAT—**

Erie Rat.....40&40&10  
Hotchkiss:  
Metallic Mouse.....50  
Improved Rat.....50  
New Rat.....50  
Mouse, Bonanza,  $\frac{1}{2}$  doz.....90c@1.00  
Mouse, Catch-'em-alive,  $\frac{1}{2}$  doz.....\$2.50, 15  
Mouse, Delusion.....40  
Mouse, Ideal,  $\frac{1}{2}$  gro.....\$9.00  
Mouse, Round Wire,  $\frac{1}{2}$  doz.....\$1.50, 10  
Mouse, Wood, Choker,  $\frac{1}{2}$  doz. holes 10c  
Marty French Rat and Mouse Traps  
(Genuine):  
No. 1, Rat,  $\frac{1}{2}$  doz., \$12.00; case  
of 24.....\$10.50  
No. 3, Rat,  $\frac{1}{2}$  doz., \$5.50; case  
of 50.....5.00  
No. 8 $\frac{1}{2}$ , Rat,  $\frac{1}{2}$  doz., \$4.50; case  
of 72.....4.00  
No. 4, Mouse,  $\frac{1}{2}$  doz., \$3.50; case  
of 72.....2.75  
No. 5, Mouse,  $\frac{1}{2}$  doz., \$2.75;  
case of 150.....2.25  
Schuyler Rat Killer, No. 1,  $\frac{1}{2}$  gro.  
\$15.00; No. 2,  $\frac{1}{2}$  gro.....\$15.00  
Mouse, No. 8.....9.00  
Smith & Egge Mfg. Co.:  $\frac{1}{2}$  doz.  
Superior Rat Trap.....\$15.00  
Yankee Mouse Trap.....5.50  
Yankee Rat Trap.....11.00  
J. M. Mast Mfg. Co.:  $\frac{1}{2}$  gross.  
Snap Shot, 2-Hole.....\$3.60@4.00  
Snap Shot, 4-Hole.....5.40@6.00  
Blizzard, No. 12.....4.20  
Reddy, No. 80.....3.60  
Reddy, No. 40.....3.60  
Blizzard Rat Traps, No. 2.....9.00  
Blizzard Rat Traps, No. 1.....10.00

**Trowels—**

Brade's Brick.....30  
Diseton's:  
Brick and Pointing.....30  
Plastering.....25  
"Standard Brand" and Garden.....40  
C. E. Jennings & Co.:  
Brick.....30  
Plastering.....25  
Pointing.....30  
Wm. Johnson's:  
Brick.....40  
Plastering.....40  
Pointing.....40  
W. & McP. Plastering.....25@25&10  
Peace's Plastering.....25@25&10  
Richardson.....25@25&10  
"Rose" Brick, Plastering and Mould-  
ers.....30@30&10  
Sargent's Garden, No. 1.....50  
Sargent's Garden, No. 15.....45

**Vegetable Slicers—**

Enterprise Mfg. Co.....25

**Vises—**

Solid Box.....40@40&10&5  
V. W. & W.....40  
Fisher-Norris.....15&10

**PARALLEL—**

Armstrong's:  
Combination.....50  
Plain and Hinge.....60  
Athol, Oval Slide.....60  
Adams, Diamond.....40  
Bonney's Champion.....15  
Fisher & Norris Double Screw.....40  
Holland's.....40  
Howard's.....40  
Little Giant Bench.....25&10  
Lowell Hand.....88 $\frac{1}{2}$

Massey:  
Perfect.....15@20  
Climber.....30@40  
Wood-Working.....15@30  
Planer.....15@30  
Comb. Pipe.....40  
Millers Falls:  
Mechanics.....net@10  
Oval Slide.....50&10  
Ball Clamp.....45  
Gravity.....net  
Hand.....15  
Moore's.....30

Parker's:  
Regular.....20@25  
Combination Pipe.....55@60  
Oval Slide.....55@60  
Victor.....20@25  
Vulcan.....40@45  
Phenix.....20@20&10  
Prentiss.....20@25  
Sargent's.....20  
Simpson's Adjustable.....40  
Stephens.....25@31 $\frac{1}{2}$   
Trenton.....40@40&5  
V. W. & W. Parallel.....40  
Coach Makers.....40  
Oval Slide.....40  
Wright's Pipe.....40

**SAW FILERS—**

Bonney's No. 2, \$15.00.....40&10&50  
Cincinnati.....40  
Stearns Com. No. 0, 1, 2 and 3,  
50@50&10  
Stearns Rubber Jaw, Nos. 10 and 33,  
38 $\frac{1}{2}$ @40  
Wentworth's.....40

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel.....45  
Lane's Steel.....30

**Washer Cutters—**

Otis A. Smith's.....20&10&10

**Well Wheels—**

Japanned, 8 to 14 inches.....70

**Weed Extractors—**

"Pastime"..... $\frac{1}{2}$  doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co.....40  
Clayton's.....25&10

**Window Stop Adjusters—**

Ives' New List.....40  
Taplin's "Perfection".....50

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire.....20  
Bright Wire Goods, New List.....85&10

Cast Steel Wire.....50  
Copper Wire.....10  
Annealed and Tinned on Spools.....50  
Brass and Copper on Spools.....40  
Spooled Wire, ass'd for Retailing.....60

**Market Wire, Bright and Annealed:**

Nos. 6 to 9.....75  
Nos. 10 to 18.....75&5  
Nos. 19 to 26.....75&15  
Nos. 27 to 36.....75&10&2 $\frac{1}{2}$

**Coppered and Galvanized:**

Nos. 6 to 9.....70  
Nos. 10 to 18.....70&5  
Nos. 19 to 26.....70&10  
Nos. 27 to 36.....70&10&10

**Tinned:**

Nos. 6 to 14.....70&10&10  
Nos. 15 to 18.....70&10&5  
Nos. 19 to 26.....70&10  
Nos. 27 to 36.....70&5

**Picture Wire, New List.....70@70&10**

Steel Music Wire, Nos. 12 to 30, im-  
ported..... $\frac{1}{2}$  b. 60@70c  
Stub's Steel Wire.....\$5.00 to \$ 30

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting... 50@90&10  
Painted Screen Cloth, good quality,  
 $\frac{1}{2}$  100 sq. ft. \$1.50

**Wire Rope—**

New List July 1, 1899.  
Cast Steel.....30  
Iron.....35  
Iron, Galvanized.....30

**Wire Rope Clips—**

Crosby.....25

**Wire Stretchers—**

W. C. Heller's Grip...  $\frac{1}{2}$  doz. \$1.50

**Wrenches—**

Agricultural.....70&10  
Alken's Pocket (Bright).....\$2.00@3.20  
Alligator.....70  
Baxter's.....60&10

**Bemis & Call's:**

Briggs Pattern.....30&10  
No. 2 Cylinder.....55  
No. 8 Pipe, Bright.....50  
Patent Combination Black.....40&5  
Patent Combination Bright.....40

**Bicycle:**

Club.....40  
Superior.....40  
Featherweight.....40  
Protection.....40  
Boardman's.....30@38 $\frac{1}{2}$

**Coes':**

Genuine.....40&10&5&5  
"Mechanics".....40&10&5&5  
Coes' Pattern, Wrought Bar.....60&5

**Donohue's Engineer.....40**

Eagle Pipe.....50&10  
Gem.....38 $\frac{1}{2}$   
Stillson Pipe.....50  
Taylor Pipe and Nut.....40  
Acme.....60@60&5

**Bull Dog.....60&10****Hercules.....70****J. H. Williams & Co.....25****Wringers, Clothes—**

In lots of less than one dozen.....Cash  
Am. Wringer Co.'s list, July, 1895.....2  
Colby Wringer Co., list May 1, 1894,  
Lovell Mfg. Co., list July 2, 1894.....2  
National Wringer & Mfg. Co., list  
Jan. 1, 1895.....2  
Peerless Mfg. Co., list Feb., 1892.....2  
NOTE.—On lots of 1 dozen a discount  
of 10% is often given.

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels,  $\frac{1}{2}$  gal. 64c  
Linseed, City, Boiled, in barrels,  
 $\frac{1}{2}$  gal. 66c  
Out of Town on Spot..... $\frac{1}{2}$  gal. 64c  
Calcutta, Raw, in barrels..... $\frac{1}{2}$  gal. 76c  
Lard, Prime City..... $\frac{1}{2}$  gal. 55@57c  
Extra, No. 1.....48@50c  
No. 1.....41@43c

**Paints and Colors—**

Barytes, Foreign Floated,  $\frac{1}{2}$  ton,  
\$30.00@31.00  
Barytes, American Floated,  $\frac{1}{2}$  ton,  
\$19.00@30.00  
Barytes, Crude..... $\frac{1}{2}$  ton 9.00@ 10.00  
White Lead, American, Dry, in bbls.  
 $\frac{1}{2}$  b. 6@6 $\frac{1}{4}$ c  
White Lead, American, in Oil, in lots  
of less than 500 lbs..... $\frac{1}{2}$  b. net 7c  
In lots of 500 lbs. and over..... $\frac{1}{2}$  b. 6 $\frac{1}{4}$ c  
White Lead, Foreign, in Oil..... $\frac{1}{2}$  b. 8@9 $\frac{1}{4}$ c  
Litharge, Kegs..... $\frac{1}{2}$  b. 6 $\frac{1}{4}$ @7c  
Zinc, American, Dry..... $\frac{1}{2}$  b. 4 $\frac{1}{4}$ @5 $\frac{1}{4}$ c

**Putty—**

In bulk.....\$1.90  
In bladders.....2.40  
In cans, 50 lb.....2.00  
In cans, 25 lb.....2.25  
In cans, 12 $\frac{1}{2}$  lb.....2.50  
In cans, 5 lb.....3.50  
In cans, 3 lb.....4.00  
In cans, 2 lb.....4.50  
In cans, 1 lb.....5.00

**Spirits Turpentine—**

In regular bbls.....41 $\frac{1}{2}$ c  
In machine bbls.....42 c

**Dry Colors—**

$\frac{1}{2}$  b.  
Blue, Chinese.....35 @40 c  
Blue, Prussian.....33 @38 c  
Blue, Ultramarine.....6 @30 c  
Sienna, Italian, burnt &  
powdered.....4 $\frac{1}{2}$ @10 c  
Sienna, Italian, raw &  
powdered.....3 @7 c  
Umber, Turkey, burnt.....2 $\frac{1}{4}$ @ 3 $\frac{1}{4}$ c  
Umber, Turkey, raw.....2 $\frac{1}{4}$ @ 3 $\frac{1}{4}$ c  
Green, Chrome, Ordinary.....5 @7 c  
Green, Paris, in bulk.....15 @16 c  
Indian Red, American.....2 $\frac{1}{4}$ @ 3 c  
Indian Red, English.....4 $\frac{1}{2}$ @ 8 $\frac{1}{4}$ c

**Colors in Oil—**

Black Lampblack, best.....18 @15 c  
Black Lampblack, common.....8 @10 c  
Blue, Chinese.....35 @40 c  
Blue, Prussian.....33 @35 c  
Blue, Ultramarine.....14 @18 c  
Sienna, burnt.....11 @18 c  
Sienna, raw.....11 @13 c  
Umber, burnt.....11 @18 c  
Umber, raw.....11 @18 c  
Brown, Vandyke.....11 @18 c

D. T.  
WIRE HOOK

TO

DRIVE

**COAT AND HAT HOOKS.**

To Screw or to Drive.

The largest variety, and the best patterns made.

Most of the leading popular Hooks are ours.

The "Chief," "Acme," "Star," "B. B.," "V. Brace,"  
"Drive D. T.," "Czar," "Eclipse," and others.

OUR PRICES ARE RIGHT.

SEND FOR OUR COAT AND HAT HOOK SUPPLEMENT.

THE WIRE GOODS COMPANY,

Department C.

WORCESTER, MASS.

# HARDWARE BUYERS' DIRECTORY.

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Plume & Atwood Mfg. Co., New York,  
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Armstrong Mfg. Co., Bridgeport,  
Conn.

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John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison,  
Iowa.  
F. E. Kohler & Co., Canton, Ohio.  
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Underhill, Clinch & Co., New York.

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J. A. Dubuar & Co., Northville, Mich.  
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**Alaska Stove Hardware.**

Troy Nickel Works, Albany, N. Y.

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E. I. DuPont De Nemours & Co.,  
Wilmington, Del.  
Lafin & Rand Powder Co., New  
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Peterson Cartridge Co., Cincinnati, O.  
Union Metallic Cartridge Co., Bridge-  
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Magnolia Metal Co., New York.

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Goodell Company, Antrim, N. H.  
Reading Hardware Co., Reading, Pa.

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C. E. Jennings & Co., New York.  
Russell Jennings Mfg. Co., Deep  
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Magnolia Metal Co., New York.

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Fuller Bros. & Co., New York.

**Bearing Metal.**

Magnolia Metal Co., New York.

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Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.

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Sargent & Co., New York.

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Jos. Dixon Crucible Co., Jersey City,  
N. J.

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Cincinnati Screw & Tap Co., Cincin-  
nati, Ohio.  
Thacher Belting Hook Co., Cleve-  
land, Ohio.

**Belt Hooks.**

Thacher Belting Hook Co., Cleve-  
land, Ohio.

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Chandler & Farquhar, Boston.

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Ames Sword Co., Chicopee, Mass.  
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Chandler & Farquhar, Boston.

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Bicycle Step Ladder Co., Chicago.

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Lane Bros. Co., Poughkeepsie, N. Y.  
Remington Arms Co., New York.  
Sickels & Nutting Co., New York.  
Smith & Egge Mfg. Co., Bridgeport,  
Conn.  
Edwin B. Stimpson & Son, New York.

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C. E. Jennings & Co., New York.  
Russell Jennings Mfg. Co., Deep  
River, Conn.  
Job T. Pugh, Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

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John H. Graham & Co., New York.  
Van Wagoner & Williams Hdw. Co.,  
New York and Cleveland, Ohio.

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See Tackle Blocks.

**Boat Nails.**

Salem Nail Co., New York

**Boat and Ship Spikes.**

Salem Nail Co., New York.

**Bolts, Expansive, etc.**

Cincinnati Screw & Tap Co., Cincin-  
nati, Ohio.  
Franklin S. Miles, Philadelphia.  
D. C. Seaman & Co., Philadelphia.

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Brass Goods Mfg. Co., Brooklyn, N. Y.

**Box and Chest Corners.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

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Cary Mfg. Co., New York.

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Smith & Hemenway Co., New York.

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Cary Mfg. Co., New York.

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C. E. Jennings & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Brackets, Shelf.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York  
and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Brass and Composition Castings.**

Magnolia Metal Co., New York.

**Builders' Hardware.**

Allerton Clarke Co., New York.  
John H. Graham & Co., New York.  
Hobart B. Ives & Co., New Haven,  
Conn.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Bungs.**

John Sommer's Son, Newark, N. J.

**Butcher Knives, Tools and Steels.**

John Chatillon & Sons, New York.  
Silver Mfg. Co., Salem, Ohio.  
Smith & Hemenway Co., New York.

**Butts, Door.**

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Butts, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Van Wagoner & Williams Hardware  
Co., New York and Cleveland, O.

**Calipers.**

Alfred Field & Co., New York.

**Can Openers.**

John H. Graham & Co., New York.  
Sargent & Co., New York.

**Car Sealers.**

Charles Morrill, New York.

**Carpenters' Pencils.**

Joseph Dixon Crucible Co., Jersey  
City, N. J.

**Carriage Makers' Tools.**

Silver Mfg. Co., Salem, Ohio.

**Carriers, Hay.**

F. E. Myers & Bro., Ashland, Ohio.

**Casters, Bed and Plate.**

Allerton-Clarke Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Castings, Iron.**

C. H. Leete, Potsdam, N. Y.

**Cement, Rubber and Leather.**

Major Cement Co., New York.

**Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Cow.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Sash.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Chain Blocks.**

Burr Mfg. Co., Cleveland, O.

**Chemicals.**

Harrison Bros. & Co., Inc., New York,  
Philadelphia, Chicago.

**Cherry Stoners.**

Enterprise Mfg. Co. of Pa., Phila-  
delphia.  
Goodell & Co., Antrim, N. H.

**Chisels, Firmer.**

Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Underhill, Clinch & Co., New York.

**Chucks.**

Geo. Burnham Co., Worcester, Mass.  
Doebler Mfg. Co., Middletown, Conn.  
North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport,  
Conn.  
Standard Tool Co., Cleveland, Ohio.

**Cleavers.**

John Chatillon & Sons, New York.  
Goodell Company, Antrim, N. H.  
Underhill, Clinch & Co., New York.

**Clippers, Horse and Barbers'.**

Allerton-Clarke Co., New York.  
American Shearer Mfg. Co., Nashua,  
N. H.  
Coates Clipper Mfg. Co., Worcester,  
Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.

**Closet Pulls.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Coal Screens.**

Gilbert & Bennett Mfg. Co., New  
York, Chicago.

**Coat, Hat and Ceiling Hooks.**

Atlas Mfg. Co., New Haven, Conn.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware  
Co., New York and Cleveland, O.

**Colors.**

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

**Coopers' Tools.**

G. W. Bradley's Sons, Westport, Conn. Underhill, Clinch & Co., New York.

**Copper, Sheet.**

Bruce & Cook, New York.

**Copper Cut Nails.**

Salem Nail Co., New York.

**Cordage and Twines.**

Samson Cordage Works, Boston.

**Cork Pullers.**

Arcade Mfg. Co., Freeport, Ill.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Erie Specialty Co., Erie, Pa.

**Corkscrews.**

Alfred Field & Co., New York.  
Erie Specialty Co., Erie, Pa.  
Williamson W. N. Co., Newark, N. J.

**Counterfeit Detectors.**

Pelouze Scale & Mfg. Co., Chicago.

**Countersinks.**

C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Cover Lifters, Stove.**

Troy Nickel Works, Albany, N. Y.

**Crayons.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Curled Hair.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Curry Combs.**

W. & E. T. Fitch Co., New Haven, Conn.  
John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.  
New York Stamping Co., Brooklyn, N. Y.

**Cutlery, Table.**

American Cutlery Co., Chicago, Ill.  
Alfred Field & Co., New York.  
Goodell Co., Antrim, N. H.  
Jos. Rodgers & Sons, Sheffield, England.  
Sickels & Nutting Co., New York.

**Cutters, Fodder.**

Silver Mfg. Co., Salem, Ohio.

**Cutters, Rod.**

Chandler & Farquhar, Boston.

**Cutting Pliers.**

Cronk Hanger Co., Elmira, N. Y.  
Charles Morrill, New York.

**Dampers, Stove.**

Arcade Mfg. Co., Freeport, Ill.

**Discount Books.**

Hardware Publishing Co., New York.

**Dog Collars and Muzzles.**

Alfred Field & Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Door Checks and Springs.**

Ogden Mfg. Co., Newark, N. J.  
Henry Pearl & Sons, New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Door Springs.**

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.  
Sargent & Co., New York.

**Drawing Instruments.**

Keuffel & Esser Co., New York.

**Drills, Bench.**

Geo. Burnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dumb Waiters.**

Kimball Bros., Council Bluffs, Iowa.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Electrotypers.**

A. Mugford, Hartford, Conn., and New York.

**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Emery-Wheel Tool Grinder.**

Buffalo Emery-Wheel Co., Buffalo, N. Y.

**Enameled Door and Number Plates.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Enameline.**

J. L. Prescott & Co., New York.

**Enamelers.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Engravers, Wood and Photo.**

A. Mugford, Hartford, Conn., and New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fences, Wire and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.  
Detroit Fence Co., Detroit, Mich.  
Dow Wire Works Co., Louisville, Ky.  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Files.**

Arcade File Works, Anderson, Ind.  
G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Nicholson File Co., Providence, R. I.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Hartley & Graham, New York.  
Remington Arms Co., New York.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flour Sifters.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fly Traps.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Sargent & Co., New York, and New Haven, Conn.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Gameboards.**

Leonard Mfg. Co., Grand Rapids, Mich.

**Garden Tools.**

Alfred Field & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Brilliant Gas Lamp Co., Chicago, Ill.  
Chicago Solar Light Co., Chicago, Ill.  
Martin & Morehead, Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Motors.**

Lowell Model Works, Lowell, Mass.

**Gasoline Stoves.**

Dangler Stove and Mfg. Co., Cleveland, Ohio.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gas Stoves.**

Dangler Stove and Mfg. Co., Cleveland, Ohio.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

Smith & Hemenway Co., New York  
Baeder, Adamson & Co., New York  
Philadelphia, Boston and Chicago.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Gun Implements.**

Hartley & Graham, New York.  
Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
P. J. Conroy, Philadelphia.  
Russell & Erwin Mfg. Co., New York.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joint and Wall.**

Van Dorn Iron Works Co., Cleveland, Ohio.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

Allerton-Clarke Co., New York.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.  
Charles Morrill, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. K. Myers & Bro., Ashland, Ohio.



**Hay Forks.**

Iowa Farming Tool Co., Fort Madison, Ia.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York

**Heaters, Oil.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Hoisting Machinery.**

Barr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.

**Hones, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Hooks.**

Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**

Annable Horse Nail Co., New York.  
Capwell Horse Nail Co., Hartford, Conn.

**Horse Rasps.**

Arcade File Works, New York and Chicago  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose Menders.**

John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

Boston Belting Co., Boston, Mass.  
F. E. Myers & Bro., Ashland, Ohio.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
Wm. T. Wood & Co., Arlington, Mass.

**India Oil Stones.**

Norton Emery Wheel Co., Worcester, Mass.  
Pike Mfg. Co., New York and Pike Station, N. H.

**Iron.**

Bruce & Cook, New York.

**Iron Fences.**

Detroit Fence Co., Detroit, Mich.  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Bicycle Step Ladder Co., Chicago.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

Detroit Fence Co., Detroit, Mich.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Fountains.**

F. E. Kohler & Co., Canton, Ohio.

**Lawn Mowers.**

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.  
Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

F. E. Kohler & Co., Canton, Ohio.  
Underhill, Clinch & Co., New York.

**Lawn Sprinklers.**

F. E. Kohler & Co., Canton, Ohio.

**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Allerton-Clarke Co., New York.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Wilmut & Hobbs, Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Sickels & Nutting Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

**Office Ballings.**

Dow Wire Works Co., Louisville, Ky.  
Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmut & Hobbs, Mfg. Co., Bridgeport, Conn.

**Oil Stones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Oil Stoves.**

Dangler Stove and Mfg. Co., Cleveland, Ohio.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Photo-Engraving.**

A. Mugford, Hartford, Conn., and New York.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Pliers, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

- Polish, Stove.**  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.
- Post Hole Diggers.**  
John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.
- Porcelain Enameled Letters, Etc.**  
A. V. Taylor & Co., Cincinnati, Ohio.
- Poultry Netting.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.
- Powder.**  
E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.
- Power Hammers.**  
The Scanton & Co., New Haven, Conn.
- Press Clipping Bureau.**  
Twentieth Century P. C. Bureau, Chicago, Ill.
- Price Books.**  
Hardware Publishing Co., New York.
- Pruning Shears.**  
Cronk Hanger Co., Elmira, N. Y.
- Pulleys, Hoisting.**  
Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.
- Pumps.**  
John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump Co., Cleveland, Ohio.
- Pump Tubing, Galvanized Iron.**  
Williams Pump Co., Norwalk, Ohio.
- Punches, Spring.**  
Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Railings, Brass and Iron.**  
Clinton Wire Cloth Co., Clinton, Mass.
- Railroad Brasses.**  
Magnolia Metal Co., New York.
- Rail, Barn Door.**  
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Lane Bros. Co., Poughkeepsie, N. Y.  
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Enterprise Mfg. Co. of Pa., Philadelphia.
- Rakes.**  
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Iowa Farming Tool Co., Fort Madison, Ia.  
F. E. Kohler & Co., Canton, Ohio.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.
- Razors.**  
Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.
- Razor Hones.**  
Pike Mfg. Co., Pike Station, N. H., and New York.
- Razor Strops.**  
Smith & Hemenway Co., New York.
- Reamers.**  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.
- Refrigerator Door Fasteners.**  
P. J. Conroy, Philadelphia.
- Reels, Wood.**  
John Sommer's Son, Newark, N. J.
- Registers, Warm Air.**  
Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.
- Revolution Counter.**  
Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Riveters.**  
Standard Specialty Co., Salem, Ohio.
- Rivets.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.
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Eyelet Tool Co., Boston, Mass.
- Roller Skates.**  
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Union Hardware Co., Torrington, Conn., and New York.
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Bruce & Cook, New York.
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Tower & Lyon, New York.
- Sash Fixtures.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Locks.**  
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H. B. Ives & Co., New Haven, Conn.  
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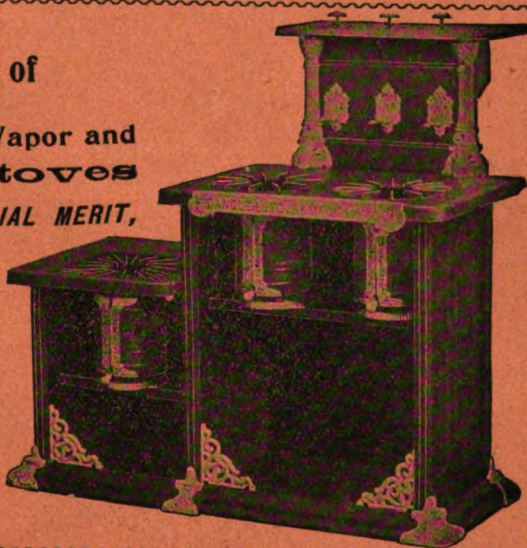
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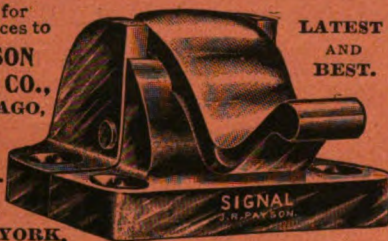
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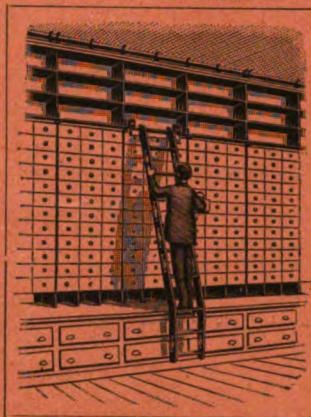
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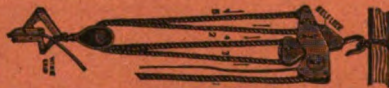
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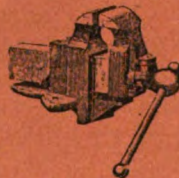


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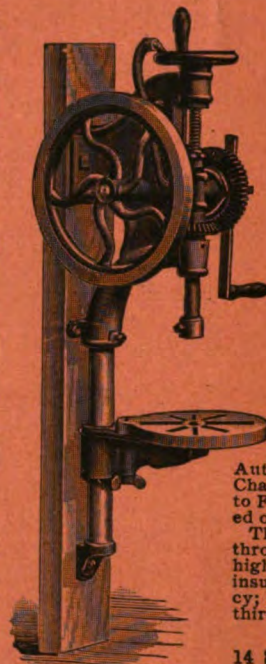
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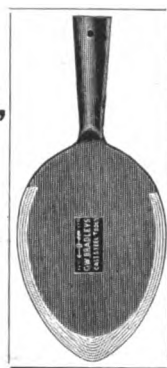
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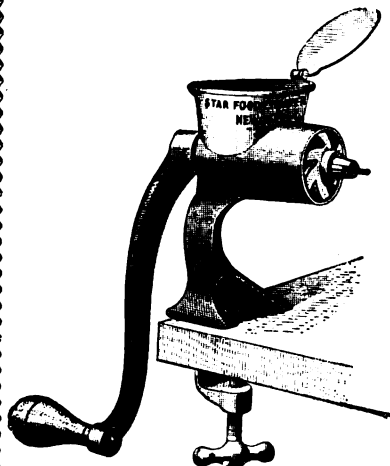
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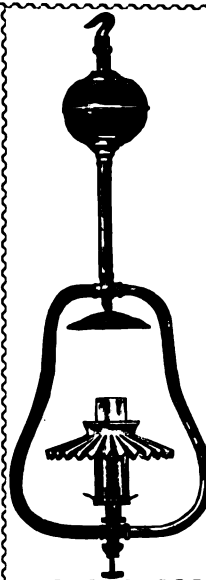
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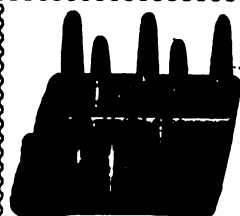
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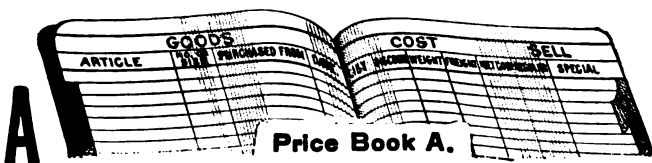
STAMPING AND FORMING



# HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



Price Book A.

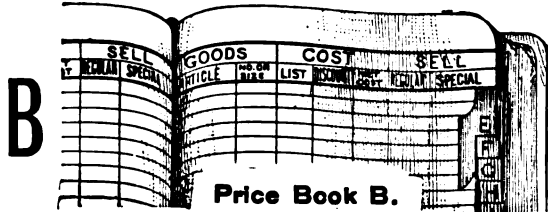
Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

FOUR EDITIONS:

- A, 200 pages, - - \$1.00

A F, 200 pages with flap, 1.25
- A 2, 400 pages, - - \$1.50

A F 2, 400 pages with flap, 1.75



Price Book B.

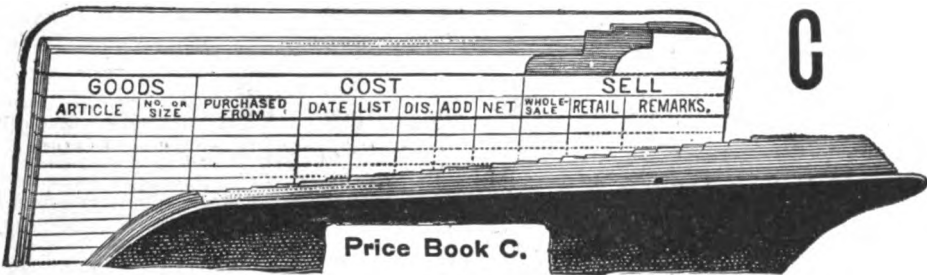
In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

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Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. *Page, 4 1/2 x 8 inches.*

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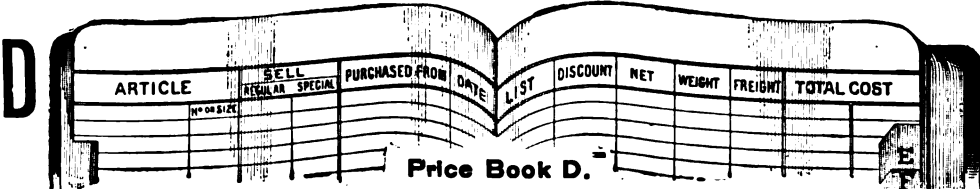
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" Parers, Apple " **PA**

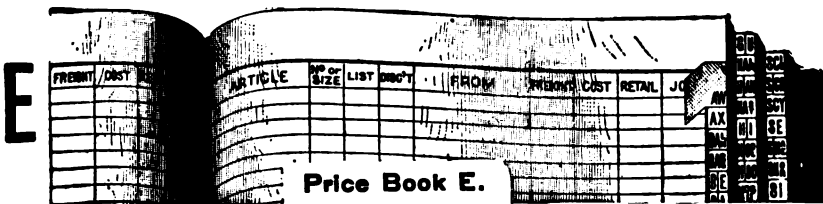
For Chisels, turn to **CH**

" Cutlery, " **CUT**

For Iron, turn to **IRO**

" Irons, " **IR'S**

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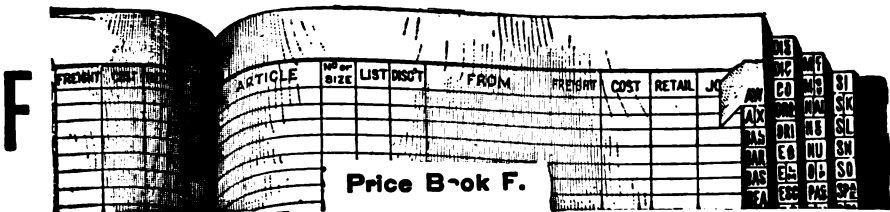


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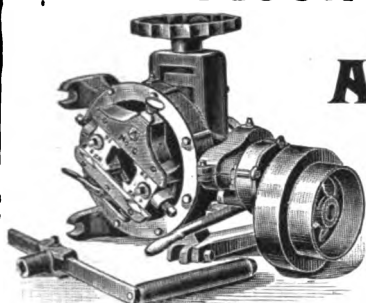
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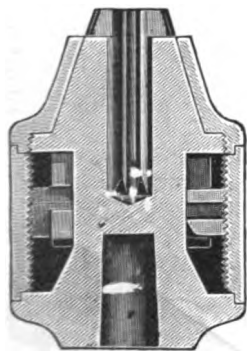
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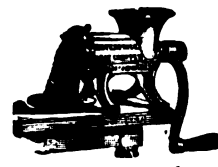
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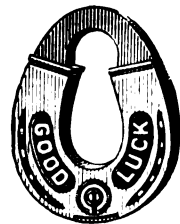
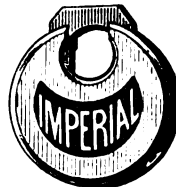
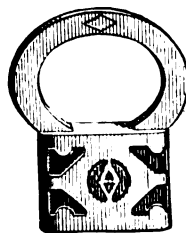
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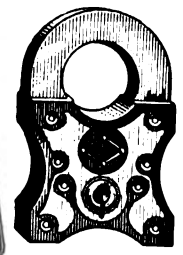
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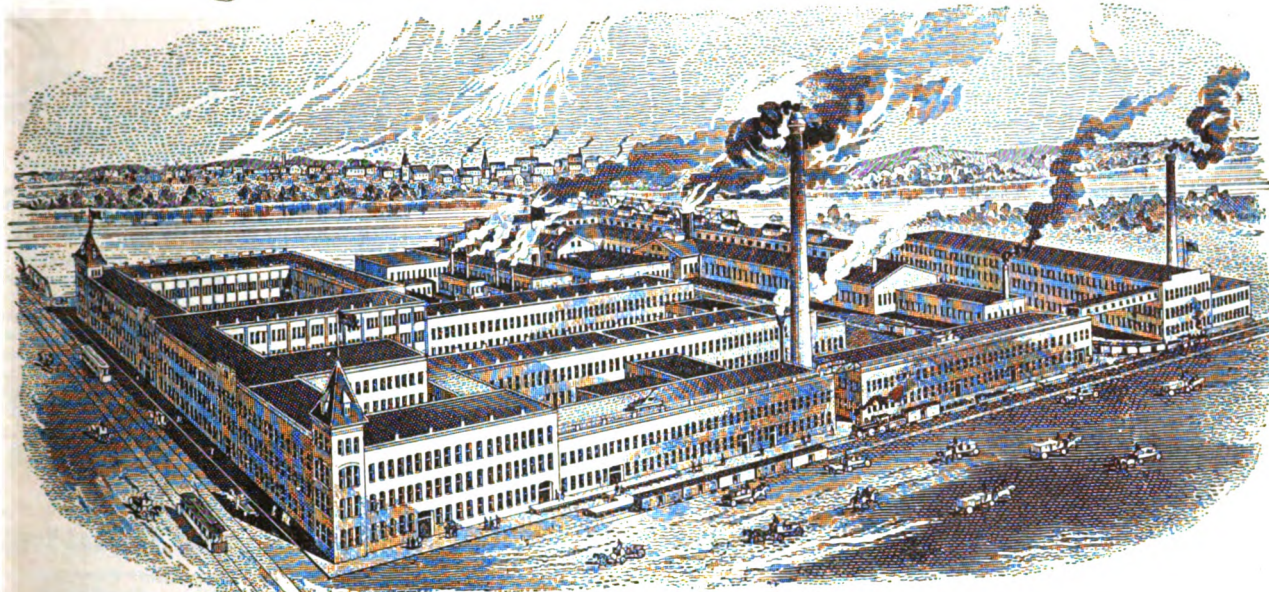
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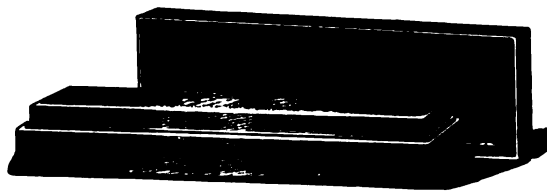
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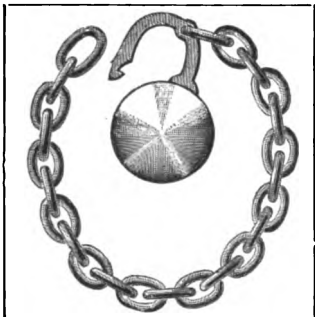
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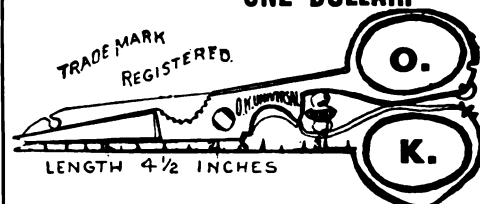
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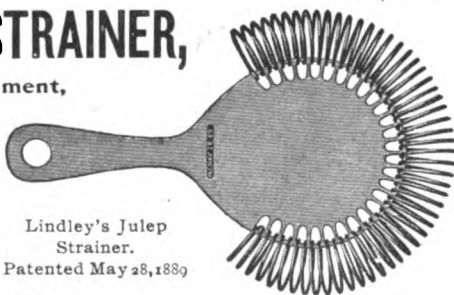
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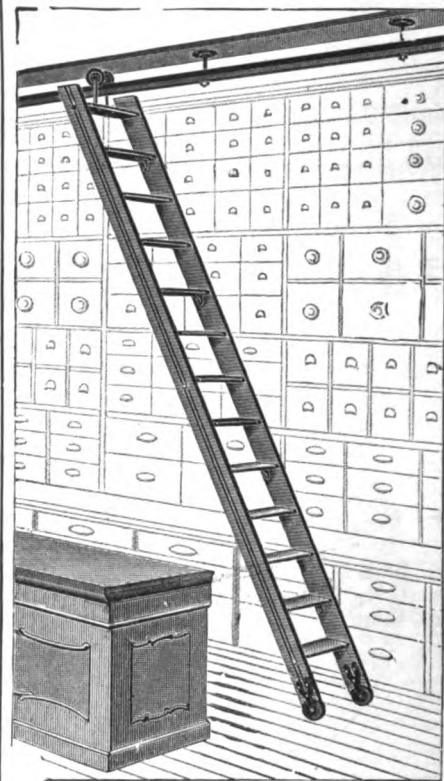
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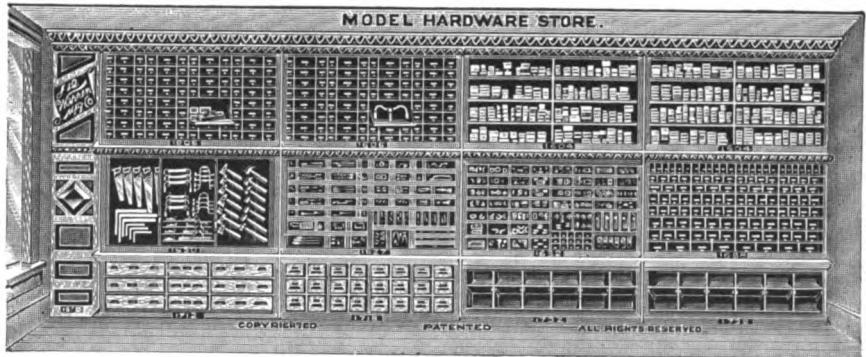


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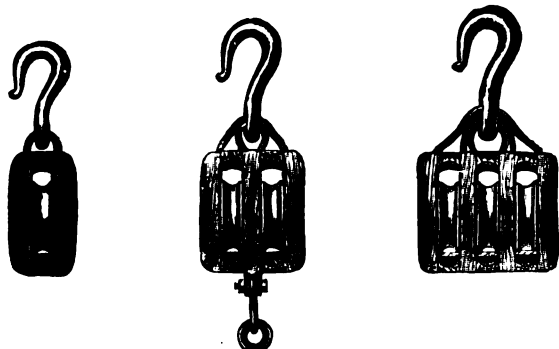


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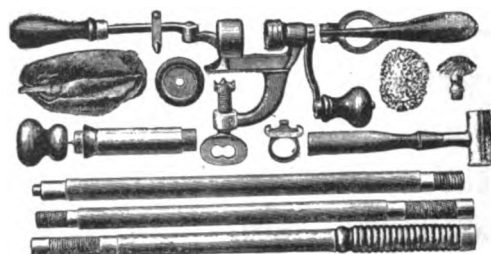
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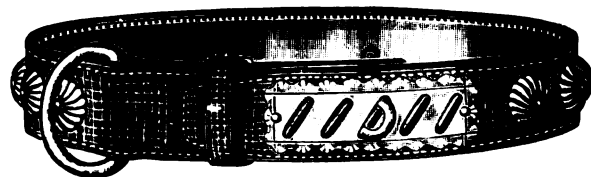
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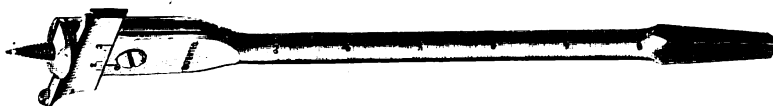
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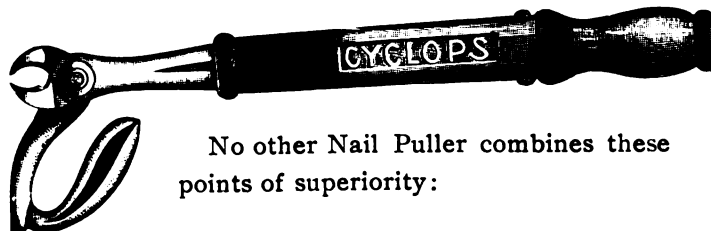
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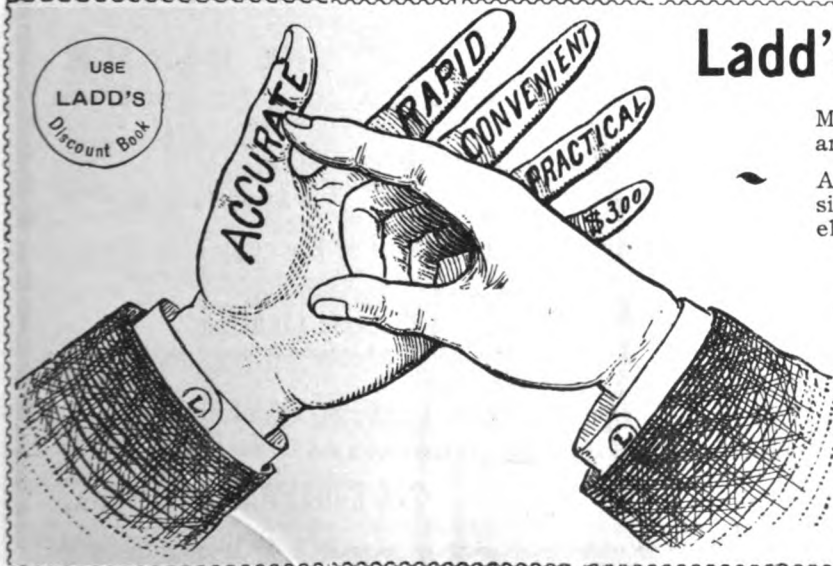
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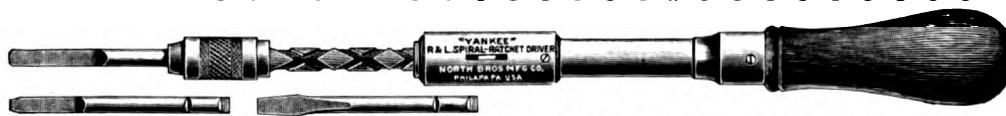
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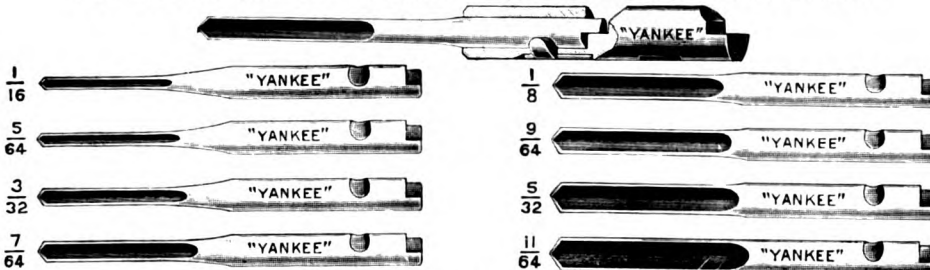
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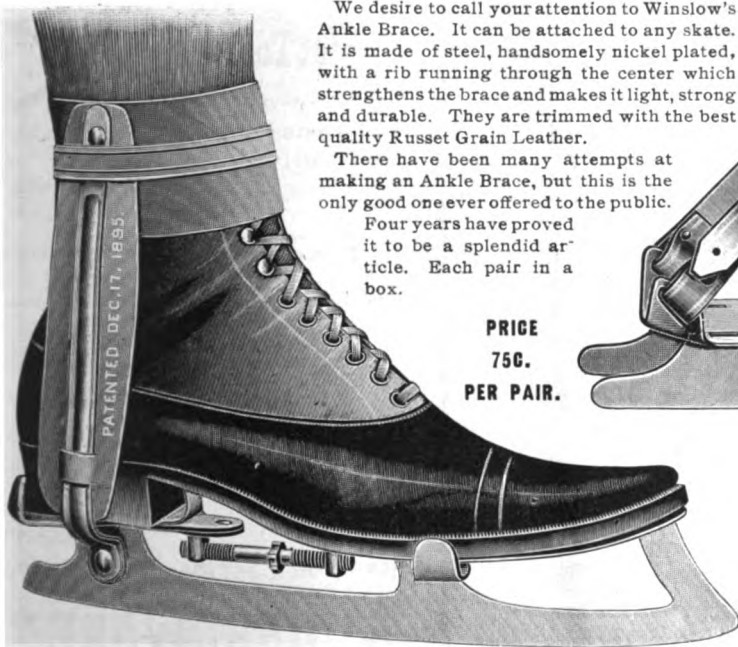
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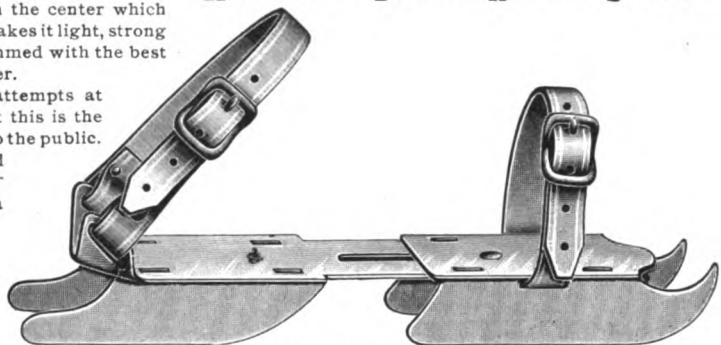
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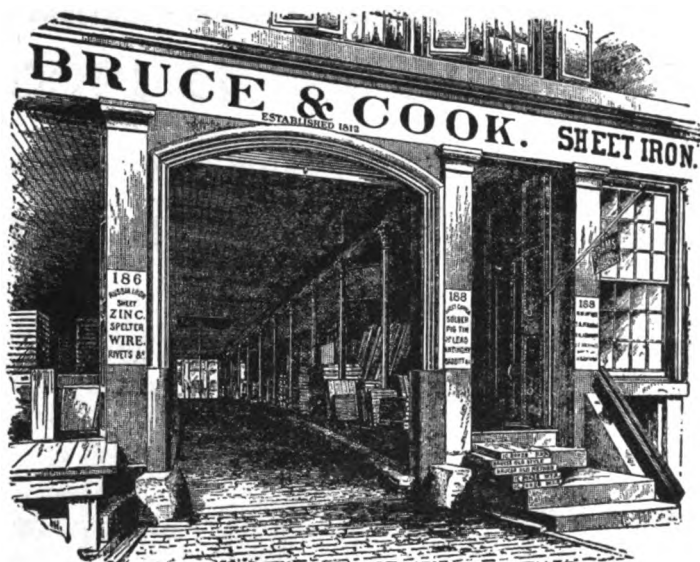
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Eave Trough Lead.  
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Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned.  
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Ribbed Leader.  
Rivets.  
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Roofing Seamers.  
Roofs.  
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Sheet Iron--Corrugated.  
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Tin Plates.  
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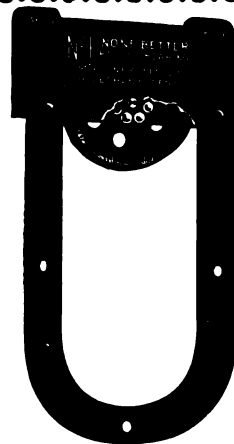
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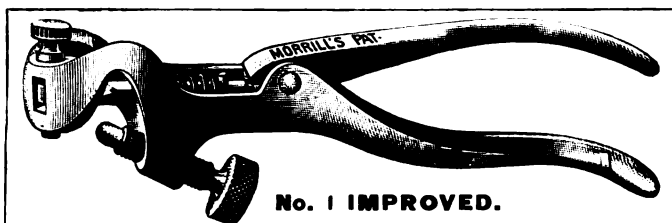
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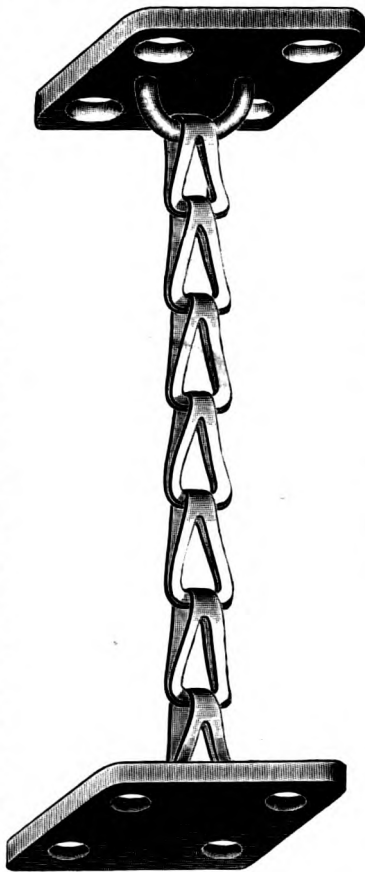
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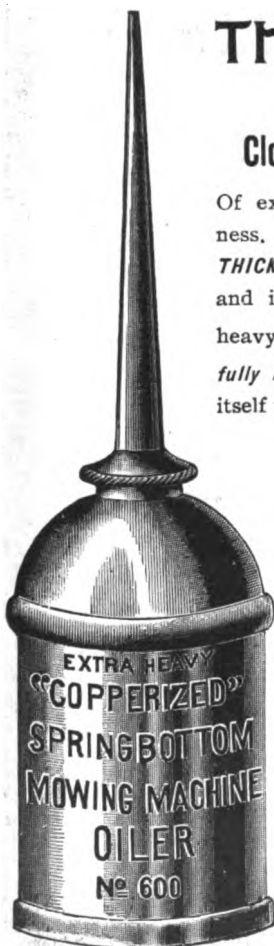
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# HARDWARE

At a meeting of the Board of Governors of the Hardware Club, on October 15th, the following new members were admitted:

J. W. CLEVELAND, Paterson, N. J.  
MELVILLE E. STONE, 195 Broadway, New York.  
JOHN A. STRALEY, 256 Broadway, New York.  
LOU D. SWEET, Franklin, Pa.  
CHAS. H. TIBBITS, International Silver Co.,  
Wallingford, Conn.

The Nicholson File Co., of Providence, R. I., stated to our representative the other day that there seemed to be a more pronounced and general feeling of confidence on the part of buyers. Stock orders in considerable numbers are putting in an appearance, denoting that the trade not only feels that prices are more stable, but also has confidence in a larger demand in the near future.

Chas. A. Penny has been appointed general purchasing agent for the Crane Company, manufacturers of wrought pipe and general steam fitters' and plumbers' supplies, Chicago. Mr. Penny for a number of years was identified with the Hardware trade, having been buyer for the well-known firm of A. F. Seeberger & Co., of Chicago, and later secretary of the Woodrough-Hanchett Co., also of Chicago.

At a meeting of the Executive Committee of the Business Men's Republican and Sound Money Association, the following resolution was adopted by the Executive Committee:

*Resolved*, That the business men of Greater New York be requested to co-operate with the Business Men's Republican and Sound Money Association in making November 3 a holiday in as far as possible by closing their places of business on that day, to enable their employees to participate in or view the parade; and that copies of the resolution be furnished to the daily and various trades papers.

The Charles Parker Co., Meriden, Conn., manufacturers of the well-known Parker vise, take pleasure in stating that 206 out of a specification for 207 vises that were required by the United States Government for the Rock Island Arsenal were ordered as Parker's.

A transfer of honor and responsibility to young men, such as is noticed frequently on the part of large corporations, has recently been made to one of the younger members of the Hardware Club, Ross M. Turner, he having been made manager of the New York City office of the Mutual Mercantile Agency, 305-309 Broadway. Mr. Turner has established himself in the business world by careful and thorough methods in furnishing Foreign Mercantile Reports, and his transfer to a field very much larger cannot do otherwise than result profitably to his company and be of service to the business men of New York, and in the Hardware trade and Club, where he is well known.

Prompt and generous invitations were extended by the Wool Club, Wool Exchange Building; the Fulton Club; the Merchants' Club, 106 Leonard Street, and the Arkwright Club, tendering to the members of the Hardware Club the privileges of their club rooms so long as they shall be temporarily deprived of the use of their own. These generous invitations were officially accepted on behalf of the Hardware Club.

A special meeting of the Board of Directors of the Stanley Rule and Level Co., New Britain, Conn., was held on the 8th inst., in order to vote on the changes made necessary by the death of Frederick N. Stanley. The following officers were elected: C. E. Mitchell, president; C. B. Stanley, treasurer, and A. W. Stanley, secretary.

A meeting of the Board of Directors of Landers, Frary & Clark, of New Britain, Conn., was held on the 15th inst. to fill the positions made vacant by the death of Charles S. Landers. In the election which followed, Charles F. Smith was elected president and George M. Landers treasurer. The other officers remain as heretofore: Francis B. Cooley, vice-president; George M. Landers, secretary. Henry C. Judd, of Hartford, was elected a director of the company.

The Hardware Merchants and Manufacturers' Association of Philadelphia held their usual monthly meeting at their rooms in The Bourse building on Tuesday evening, October 16. The routine business was speedily disposed of, when an adjournment was made to the restaurant on the eighth floor and an exceedingly good collation was served to members and guests, who numbered in all about seventy-five persons. Resolutions were passed during the course of business expressing regret at the death of two prominent members of the National Hardware Association, Charles S. Landers, of Landers, Frary & Clark, and F. N. Stanley, of the Stanley Rule and Level Co.

Active preparations are being made in connection with the programme of the Sixth Annual Convention of the National Hardware Association. Although not entirely completed, it is announced that at the session on Wednesday, November 21, addresses of welcome will be delivered by Governor Tyler, of Virginia, and Mayor Taylor, of Richmond, and possibly some of the leading citizens representing the commercial interests. Delegates from the National Hardware Association of Great Britain and the Canadian Wholesale Hardware Association will be present. The annual address of the president will be read, as well as the report of the secretary-treasurer, after which a colloquy on the subject, "Is the Jobber Essential as a Distributor or Should Manufacturers Perform This Service?" will be held, which will be participated in by some of the most prominent men at the head of the various manufacturing institutions of the country.

On Wednesday evening a mock trial will be held in connection with the smoker. The object of the mock trial is to pass upon a petition in lunacy which has been filed by the creditors, customers and competitors of a certain concern, the allegation being that the members of this concern are evidently insane, or they would not attempt to conduct their business as they do. All the talent connected with this trial will be taken from the ranks of the members of the Association and the visiting manufacturers.

On Thursday evening another colloquy will be held, the subject being, "Market Conditions Are Not Present Values on a Reasonably Sound Basis." This event, of course, will be open to all manufacturers and visitors.

On Friday the annual banquet of the Association will be given. Already a larger number of delegates have engaged rooms for the convention than has been the case on any previous occasion. The manufacturers who visit the convention will be made quite welcome, and a large number of them have signified their intention to be present.

# HARDWARE

VOL. XXII

OCTOBER 25, 1900.

NO. 2.

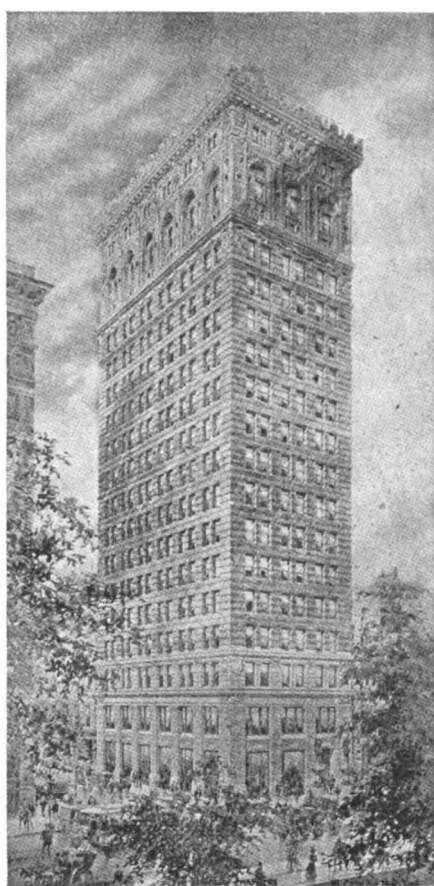
**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the  
**HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.**

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.



The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

## Editorial Trade Review.

Reports from the several trade centres indicate that general business keeps up in an excellent ratio, as compared with previous seasons, and especially the preceding months of the year.

While the orders received by the jobbers give prominence to the fact that no large stocks are being ordered, a much more general assortment of goods is carried in consequence, and the stocks on the average are more carefully looked over, so that no absolute scarcity shall prevail in any particular line.

One good thing, the present year is one of such generally prosperous conditions, that the demands of business

keep the workers from too much political shouting and neglect of their usual vocations. Business in consequence pursues the even tenor of its way, and everybody is satisfied that the future is full of promise, and only requires to be carefully looked after to reap profitable results and justify promising expectations.

There is no doubt that large amounts of capital awaiting investment are held up until the result of the approaching election is definitely obtained. Important enterprises at the present time are held in abeyance; many plants on the eve of being started are standing still because hesitating capitalists want to know to a dead certainty, before proceeding further, that by a large majority the people are satisfied with the present Administration; and that there will be no change in the prosperous National policy that has produced such happy results during four years past.

Should the election justify the hope, enterprises now under consideration will be pushed ahead in every section of the country, that will employ thousands of workmen independent of the many thousands at present idle from trade developments, causing the cessation of labor in a number of plants extremely active until within a few months. What the capitalists require is that safe feeling following investment, which indicates the nominal security of our country's best aspirations, and the certainty that anarchistic tendencies have again been relegated to the rear.

Prices have reached the steady, solid ground floor, having declined gradually and by degrees to an undoubted bottom on lines too numerous to count. Many manufacturers that have been hovering between a desire to sell and a possibility of a profit, have reached a stage where the quoting power is braced up by prevailing conditions, and higher prices or more rigid requirements give the market a solidity that a month ago even was not its prevailing characteristic.

Many seasonable goods are even now in indifferent supply, and any unusual demands would be difficult of attainment. The jobbers have lessened the large stocks they were carrying in the Spring, in many cases by judicious unloading among their brother jobbers, reciprocated to its fullness from the stocks thus evened up, and by pursuing a conservative policy of this sort, it is evident that the stock demands for 1901 will be more uniformly regular as to assortments and quantities than has been the case for a number of years.

Export trade gives no indication of lessened activity; everyone interested in its promotion is doing his level best to increase the lines of specialties which are so gradually, and yet surely, finding a growing and progressive market abroad. A number of department stores on the American plan are contemplated in the large cities of Great Britain and the Continent, and when these are inaugurated we may look for a repetition of the success achieved here in the States in the marketing through such popular-price methods of vast numbers of our labor-saving contrivances, more especially of a domestic character, that have found customers here through low prices and persuasive advertising. It is in the nature of things that our finer high-grade tools would reach a larger community of interest in labor-saving devices, through such cheaper methods of sale as those afforded by department store methods in cities where such modes of introducing goods have not previously prevailed.



### Business Men's Sound Money Parade.

In the Business Men's Sound Money Parade, which will take place on Saturday, November 3d, the Hardware and Metal Trades will, as was the case four years ago, furnish a division. It will be under the marshalship of Alfred D. Clinch, of Underhill, Clinch & Co. A number of committees have been appointed having reference to the success to be achieved on this occasion, remembering the fact that in the previous parade the large number representing the Hardware industry that turned out on that occasion excited the most favorable comment. The executive committee, which consists of a number of the leading members of the important houses in the trade, is headed by George H. Sargent, of Sargent & Co., as chairman; William H. Cole, of Tower & Lyon, being secretary, and William H. Donaldson, of the Russell & Erwin Mfg. Co., treasurer. A circular has been distributed in the interest of this affair throughout the trade generally, and it is hoped that a liberal response will be made not only in the number of those that will participate, but also in the checks that will be forwarded to assist in the proper equipment of the division, which renders necessary more or less expense. The circular distributed requests notifications being sent to the secretary having reference to the above.

### Course in Artistic Metal Work.

The Pratt Institute of Brooklyn, N. Y., has established a course of instruction in artistic metal work, to be given in 60 days of tuition. The instruction will be furnished in day and evening classes, the fees being \$15 for the day course and \$5 for the evening course. The aim of the institute in this course is "to qualify young men to enter the profession as artist artisans, equipped not only with artistic appreciation and power of execution, but also with a knowledge of the requirements of the trade, thus dispensing with the usual apprenticeship necessary to the adjustment of principles to practice." Further information regarding the course may be obtained from Walter S. Perry, Director of the Department of Fine Arts, Pratt Institute, Brooklyn.

### Death of Levi D. Frost.

Levi D. Frost, the well-known carriage bolt manufacturer, died at his residence in Marion, Conn., Sunday, October 14. His death was due to heart failure brought on by gastritis. He was 70 years of age. His death was very sudden, he having been in good spirits only the day before. Mr. Frost was born in Southington, October 10, 1830. His whole life was spent in that town, where he had been engaged many years in the carriage bolt business. He was always industrious and was a most successful business man. By his untiring energy he built up a prosperous business and a standing among the trade which was widely recognized throughout the country. The Frost bolt plant was established in Marion in 1842 by Ira A. Frost, who at first forged bolts by hand with the help of a few crude tools. At the old homestead where the elder Frost lived the blacksmith shop was located, where the bolts were first forged, and where the business was begun which was afterward so prosperous. L. B. Frost & Sons conducted the business for a while, but it was not altogether successful, and was closed up in the early '60s. In 1865 L. D. Frost started in the bolt business, and pushed it until it reached a most prosperous condition. It was the industry of Marion, and in its success is held the well being of about sixty or seventy of the inhabitants. As a business man, Mr. Frost was capable and keen of transacting an unusual volume of business, retaining this faculty until his death. When addressed, he was very genial, a good man to meet, and esteemed by all who knew him, especially by the citizens of Marion. In a quiet way he did much for charity, and through his death an ever ready helping hand will be

missed by many. Mr. Frost was married in 1852 to Miss Cornelia Thorpe. Mrs. Frost is still living in Marion with her two daughters, Mrs. Howard Williams and Mrs. C. I. Stone. The funeral services were held on the Wednesday following his death, and were very largely attended.

### Sixth Annual Convention of the National Hardware Association.

The National Hardware Association will hold its Sixth Annual Convention in Richmond, Va., November 21, 22 and 23. The official headquarters of the convention will be at The Jefferson, which is not only a hotel in the ordinary sense of the term for the accommodation of travelers and transient visitors to the city, but has all the attractions to be found in the Northern hotels during Summer and in the Southern hotels during Winter. It has accommodations for 500, and possesses one of the most complete convention halls in the country, and is made brilliant by hundreds of electric lights, possessing an ample stage and a seating capacity for over 1000 persons. There will undoubtedly be a large attendance of jobbers to the convention, as the conventions have always been popular, and have been attended also by many of the representative manufacturers in the industry. The letter received from Secretary Fernley in regard to the matter states:

"It is not the policy of our association to send out any engraved invitations, and yet, as you know, manufacturers and their representatives have always been made welcome, and there will be no exception to this rule at the time of our next convention.

"We have arranged with the railroad companies to allow regular convention rates to all who attend the convention—whether delegates or visitors. It will be necessary, however, when purchasing a ticket to Richmond, to ask for a certificate, setting forth the fact that the purchaser intends to visit the convention of the National Hardware Association. This certificate, when duly countersigned in the convention, will entitle the purchaser to a return ticket for one-third (1-3) fare paid originally. The return ticket, however, must be used over the same route as that taken in going to Richmond.

"At least two (2) sessions of the convention will be open to you, and the social features will be arranged in such a manner as you may also participate, on the same basis as the convention delegates.

"From the assignments for rooms already made, we are sure that this convention will be in every way a great success."

### Fire at the Hardware Club.

The fourteenth or top floor of the fireproof Postal Telegraph Building, Broadway and Murray Streets, New York, is occupied by the Hardware Club, and in the mezzanine floor and superstructure on the roof is placed their storeroom and kitchen. A fire started on the evening of Tuesday, the 16th, in the storeroom, about the time when the last one of the employees was departing. It was, fortunately, discovered in time, and an alarm being given, the Fire Department was soon on hand. The fire was under control in the course of half an hour or so, being confined to the woodwork and furnishings of the kitchen and the contents of the storeroom, where considerable damage was done among the wines and other dining-room supplies. It did not get beyond these rooms. Many of the valuable furnishings in the other rooms of the club were saved from damage by the Insurance Patrol, so that none of the paintings of the club were subjected to any loss, the fire not reaching the reception-room. With the exception of crippling the elevator service for a few days, and the necessity for getting rid of the effects of the surplus water which was liberally supplied during the fire, the club does not present evidence of a great deal of serious damage; and it is the opinion of the Board of Governors, expressed in a circular distributed to the members, that not more than a few weeks will be necessary to put the rooms in a satisfactory condition.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

**QUESTION.**—Kindly answer the following question through the columns of your valuable paper: A year ago I made a note, payable in thirty days. A friend of mine indorsed the note. The note has never been presented for payment, and although I did not know the payee's address and therefore couldn't write to him I held the money in readiness about two months or more. I would like to know whether I am still liable on this note, and whether my friend is liable as indorser.

**REPLY.**—Presentment for payment is not necessary in order to hold the maker of a note, and the payee would in New York have six years after the note fell due within which time to commence an action to recover on the note. But presentment for payment is necessary in order to charge the indorser, unless the instrument was made or accepted for his accommodation, and he has no reason to expect that the instrument will be paid if presented. A delay in making presentment for payment is excused when delay is caused by circumstances beyond the control of the holder of the note, and is not imputable to his fault, misconduct or neglect. We are of the opinion, therefore, that you are still liable on the note as maker, and that if the holder can show that he was prevented from making presentment of the note by circumstances beyond his control, and that he presented the note as soon as possible, the indorser may still be held. If he is unable to show this the indorser is released.

**QUESTION.**—I am the administrator of my father's estate. Before my father died, my sister died, and my father instructed a certain undertaker to make the proper preparation for her burial, agreeing to pay for the funeral in installments. My sister owned some real estate, but my father left nothing of any importance but his debts. This undertaker says that my sister's estate is liable for her funeral expenses. Can he get this property, or must he come in as a creditor of my father's estate?

**REPLY.**—There is a statute in this State which provides that real property of the decedent can be liable for funeral expenses of the deceased person; and under this statute, if the funeral expenses were incurred, and the father had agreed to pay for these services out of his daughter's estate, we are of the opinion that the real property of the daughter would be liable for the debt, provided the father was the administrator of the estate and had authority to bind the estate in this way. If, however, the father assumed this expense himself, personally, and the arrangement was satisfactory to the undertaker, we are of the opinion that the undertaker's claim would be against the estate of the father and not the daughter. In this case, possibly the only way in which the undertaker can reach any portion of the daughter's property would be to force the administrator of the father to collect the amount expended by the father out of the daughter's property, as a debt due the father's estate. But even under these circumstances the undertaker would get only his pro rata share with the other creditors; and it is in our opinion very questionable whether the administrator of the father's estate, under the circumstances recited, would have any right to collect the claim in this way.

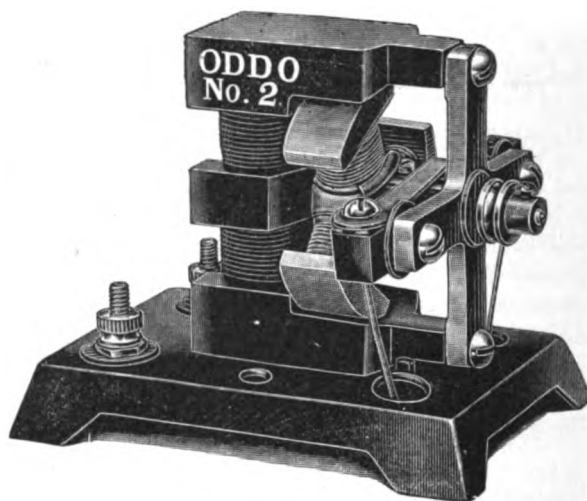
**QUESTION.**—An uncle of mine died a short time ago and by his will left me \$1000. My uncle made his will about five years ago, and I was present when he signed the will. I and my brother and a doctor were the witnesses. I have been told that a witness to a will cannot receive anything from it, and I should like to be informed whether the fact that I was a witness to the will would in any way prevent my receiving the \$1000 he left me.

**REPLY.**—Under the laws of New York State if any person is a subscribing witness to the execution of any will wherein any beneficial devise, legacy, interest or appointment of any

real or personal property shall be made to such witness, and such will cannot be proved without the testimony of such witness, the said devise or legacy shall be void. In New York except in certain cases the testimony of at least two subscribing witnesses is necessary to admit a will to probate, but it is not unlikely that your testimony would be required if you were within the jurisdiction of the court; and if your testimony were necessary to the proving of the will your legacy would fail and you could not collect it. You might still be able to save your legacy by remaining out of the State until the will was admitted to probate. If you kept out of the jurisdiction the will would probably be admitted without your testimony if the two remaining witnesses were still alive and within the State.

## Mason's Electrical Specialties.

James H. Mason, 172 West Broadway, New York, whose advertisement will be found upon page 38 of this issue, is the inventor of a number of electrical appliances that are designed for home use more particularly. We illustrate the electric motor, marketed under the name of The Oddo No. 2, which is a powerful motor for its size, invested with a number of special improvements introduced by the inventor. It is



THE ODDO No. 2.

portable in size, weighing but 21 ounces, and but 3 1-2 inches in height, but for its size it is claimed to be a monarch of power, as the improvements make it a number of times stronger than motors of similar pattern that are sold at the same price. It is well finished, constructed in a durable manner, and is guaranteed by the manufacturer to operate perfectly. It takes less current than any other motor, which means that a battery necessary to operate it may be smaller in size than is possible with a motor requiring as great a current. It is intended to be sold at a very moderate price, and being so light in weight can be sent by mail or express at small expense. As will be noticed in the advertisement, it requires but two special dry batteries to drive it at the rate of over one thousand revolutions per minute, and the motor and cells will be sent complete by the manufacturer for \$1.50, express charges to be paid by the receiver. The inventor desires to introduce this through the Hardware trade, and is willing to make an agent in each town of importance, giving him the exclusive sale for that town. He solicits correspondence with this end in view.

"And have you tried the plan of greeting your husband with kind words when he comes home late, as I suggested?" asked the elderly friend.

"I have," said the youngish lady, "and it works like a charm. He stays home all the time now, trying to figure out what is the matter."—*Indianapolis Press.*

## PARAGRAPHS FROM THE INDUSTRIAL FIELD.

The tables which have been prepared show that the dividends of industrial companies reported exceed those of the railroads, the former amounting to \$22,777,855 and the latter to \$17,322,039. In interest on bonds, however, there is paid out by the railroad companies more than three times as much as by the industrials, the figures being \$49,746,791 and \$3,794,815, respectively.

The railroads of the United States carried last year 65,000,000 tons of lumber, and the development of the lumber interests, notably in the Southern States, supplying yellow pine, and in Michigan and Wisconsin, supplying hard woods, is steadily increasing. Another very large item in the freight business of the railroads of the United States is ore, particularly iron and copper ore, and lead and zinc. The railroads transported last year 60,000,000 tons of ore. Still another item of importance is stone and sand, usually grouped together, of which 35,000,000 tons were transported last year.

The actual amount of United States coin melted by goldsmiths and jewelers is not known, but assuming the total amount of gold coin used in the arts to be \$1,500,000 and silver coin \$100,000, the industrial consumption of the precious metals in this country in 1898 was: Gold, \$13,500,000; silver, \$11,800,000; a total of \$25,500,000, approximately. The use of the precious metals in the arts and trades is increasing largely each year. During the past fiscal year our mints melted into gold bars old jewelry, etc., to the amount of no less than \$1,680,000, a snug sum for old junk in the jewelry line.

Indiana in 1880 had four glass factories with a capitalization of \$1,442,000, and paid in wages annually \$284,207. In 1890 the State had twenty-one factories, capitalized at \$3,556,563, and paid in wages \$1,544,831. Now Indiana has forty-six window-glass plants, ten tableware factories, seven of the thirteen chimney glass factories in the United States, three of the largest plate glass works in existence, two cathedral glass works and thirty-eight green and flint bottle factories, besides three in course of construction, giving her a total of 102 factories, covering every branch of the glass industry. That means that Indiana has increased her glass industry during the past ten years more than five-fold, that to-day it is capitalized close to \$18,000,000, and that her 18,000 glassworkers are receiving in wages annually fully \$7,720,000.

Railroad building in the United States during the first six months of the present year, according to the *Railroad Gazette* was 2,110 3-4 miles. In this table of construction Texas heads the list with 173 miles, Iowa came second with 150 miles, Minnesota following with 130. Pennsylvania added 127 miles; Colorado, 122; Georgia, 117, and Mississippi 109 miles. Among the States showing a less addition than one hundred miles was Oklahoma, with 90.5; West Virginia, 55.75; Florida, 57; Arkansas, 62; Alabama, 46.02; Indian Territory, 45; Tennessee, 68.5; Illinois, 44.9; Michigan, 37.67; Virginia, 36; Montana, 30.5; Oregon, 42.5; Nebraska, 54; South Carolina, 85.86; Wyoming, 55.6; Colorado, 8.75; New Jersey coming near the bottom of the ladder with 3 miles, and Utah touching bottom at .25 of a mile. It is noteworthy in connection with this matter of new construction, that Mexico is showing increased activity in this line—a fact that augurs well for our sister Republic.

Between 1890 and 1900 the exports of copper manufactures increased from \$2,349,392 to \$57,841,707 in value. All but \$14,500,000 of this increase has been made since 1895. In the ten years exports of iron and steel have reached a value of \$121,853,344 for the 1900 fiscal year, or an increase from \$25,542,208 since 1890. The figures for the fiscal year of 1895 were 32,000,979, so that in five years our export business in iron and steel bars has practically been quadrupled.

Few people outside of the immediate vicinity of Pittsburgh have the slightest conception of the enormity of the railroad tonnage drawn to and from that centre, and an investigation of its traffic affords a fine field for the transportation student and will broaden him. The tonnage of the Carnegie Steel Co. alone, raw material and finished product (being 16,000,000 tons last year), is as great as the combined tonnage of the Northern Pacific, Union Pacific and Missouri Pacific railways, embracing, as they do, more than 13,000 miles of track, and running probably 15,000 locomotives and 50,000 freight cars.

Improvements the Carnegie Co. have under way, it is said, will cost, when completed, at least \$10,000,000. The greater part of the improvements will be ready next April. The principal additions are the two Carrie blast furnaces at Rankin, Pa., and a new basic open hearth steel plant at the Duquesne Steel Works. A large number of improvements in the facilities of the different plants are under way, which will further cheapen the cost of production. The company now turns out each month 200,000 tons of Bessemer steel, and when the open hearth furnaces are completed at Duquesne, this will be increased to 240,000 tons a month. Another estimate is that when the plants are in full operation, the output can be forced up to 250,000 tons a month.

Last year the American railroads transported 60,000,000 tons of grain of all kinds, wheat, corn, rye, barley and buckwheat, while the transportation of anthracite or hard coal was 95,000,000 tons, or 50 per cent. more than that of all the grains collectively. Coal, which is the easiest and least expensive item of freight to handle, furnished the railroads of the United States with their chief tonnage. The figures of anthracite coal transportation are greatly exceeded by those of soft or bituminous coal transportation, which amounted last year to 200,000,000 tons; that is to say, about one-fifth of the total freight tonnage of American railroads is in bituminous coal and nearly 30 per cent. of the total freight tonnage of American railroads is in coal, hard and soft. Another very important item is lumber.

The exportations of coal from the United States in the ten months ending with April were nearly 50 per cent. larger than those of the same months of the preceding fiscal year, and 80 per cent. larger than those of the corresponding months of 1898, while our total production for 1898 was not only the largest in our history, but larger than that of any other country in the world. For the first time the United States figures show a larger production than the British figures for the same period. The significance of this fact cannot be overestimated. Steamers have been chartered to carry coal from America to St. Petersburg and Stockholm, as well as to Italian, French and German ports.



### The Warren Hardware Cabinet Shelving— What is It?

This is easily answered. The Warren Shelving comes to the merchant, not alone as shelving, but as a live, intelligent operator, rendering aid scarcely second to man, and in some features attaining quicker and more valuable results than any individual could anticipate.

Though the term shelving is necessarily used to designate it, the features embodied in its construction (through the work it performs and positions it satisfactorily fills by concentrating in itself all the functions of a complete store equipment, of buyer, salesman, stockkeeper and capital), entitle it to a more expressive name, leaving the term shelving but a suggestion.

Through its ingenious and nearly human salesmanship features it brings and makes available to every Hardware merchant almost the actual employment and constant services in his store of an experienced salesman, one whose untiring study has been given to this new method of conducting a Hardware business. It facilitates all transactions to the satisfaction of all patrons and lessens arduous labor, to the great enjoyment and profit of the merchant and his co-workers.

Adaptation is the keynote of the inventor and manufacturer in the multiplicity of spaces and compartments constructed for the numerous lines and varying sizes and numbers, for each of which careful provision is made as if it were the only article dealt in by the merchant.

It is the condensation and concentration of years of study and thought, and its worth cannot be estimated by the material cost of various size drawers grouped together, but has that indefinable something (noticeable in a painting or photograph by a master hand) which is never seen in the work of a person imperfectly acquainted with its subject.

It suggests, teaches and directs merchants and clerks in new and better business ways, as the schools and universities instruct their students.

It brings to the merchant an associate partner who, while active and true to his interests, will cause no displeasing acts or words, and no separation through misunderstandings, more becoming in his competitor's partner or employe; while in salesmanship it aids him and his clerks in nearly every transaction as no individual possibly could.

It is a method that will quickly make easy the sale of any line or article, doubling the value of each employe's services, increasing sales without additional capital.

It keeps the stock with an untarnished sample of each article so displayed that a customer who may even speak another language can easily select whatever he may wish, and the stock is so arranged and priced that the inexperienced clerk can find and sell any article without annoying others, every drawer being provided with a form of register that keeps a record of each article bought during the year, from whom, its cost and selling price, and is so systematically arranged that the entire stock can be looked over and a complete and accurate order placed in less than an hour's time, and enabling the taking of an annual stock at correct prices without the necessity of looking up invoices.

It is the result of the inventor's experience in mingling with hundreds of merchants and clerks when traveling over extensive territory, observing their numerous disadvantages, learning their various needs, and witnessing all forms of attempts to classify and display goods.

### New England Hardware Dealers' Association.

The regular monthly meeting of the New England Hardware Dealers' Association was held at the United States Hotel, Boston, Wednesday, October 10th, at 5 P. M. A very full attendance of members and friends was present, and after dinner had been disposed of the company listened to an interesting address by the Hon. Willard Howland, of Chelsea,

upon the subject of "The Industries of this Country." During the course of his remarks, Mr. Howland said:

"One of the pressing problems of our municipal life is to prevent the overcrowding of commercial and manufacturing centres. This problem can be solved only by the development of methods of rapid transit to enlarge the circle in which a man compelled to earn his livelihood at a given center may choose a home where his family may have the benefit of proper surroundings, which in the overcrowded centres cannot be obtained.

"Our aim should be as a people to create all that we can, and in the exchange of that which we create afford the largest measure of home consumption possible.

"The advance in the wages of labor, which in the last 40 years has nearly doubled, has placed what was before the luxury of the rich within the reach of every American mechanic; his style of living is better than that of the mechanic of any other nation. It should be our aim to improve that condition."

At the conclusion of Mr. Howland's address A. S. Morse proposed a vote of thanks, which was unanimously given.

At the business meeting, which was conducted by president George W. Burditt, a letter from Henry R. Towne, of the Yale & Towne Mfg. Co., was received, having reference to the recent communication of the Association in regard to manufacturers selling to builders and consumers direct. The letter was read by Secretary Farless, and laid upon the table without comment, President Burditt making the statement that the committee having the subject in charge were not as yet ready to report.

The following circular addressed to each of the members present was placed before every plate at the table:

BOSTON, MASS., September 26, 1900.

Gentlemen: The New England Hardware Dealers' Association was founded in 1893, and up to the present time has been useful in many ways in the advancement of the interests of the trade. At our meetings, which are held in Boston nine times a year, Trade Topics are fully discussed and any suggestions of improved methods of business are adopted. It is the desire of this association that local branches may be formed in all the cities and towns in New England with a representative in this association. Will you aid us by forming such a branch in your location? Respectfully yours,

GEORGE W. BURDITT, President.

JAMES A. FARLESS, Secretary.

During the course of the evening a general discussion in regard to retail Hardware advertising methods was entered into and participated in by a number of the members present. It was admitted in the course of the discussion by several of the members that not enough attention was given to this valuable branch of the Hardware business. Notwithstanding a large amount of money was paid out for the purpose, sufficient time was not given to it to make the proper use of the opportunities afforded. The experiences of some of the members regarding the use of local papers were given, and altogether it was a very desirable and entertaining matter to bring up before the meeting.

President Burditt in closing the meeting requested the members present to bring samples of their advertising matter before the next meeting in order that this fertile subject might be continued, while the interest taken at this time was regarded of such an important character.

Some very enjoyable musical selections were given during the evening by Robert L. Van Buskirk, who was accompanied by Miss Madge Parks.

The annual Ladies' Night will take place on the second Wednesday of December, and a Committee of Arrangements was appointed having this important matter in view, consisting of E. J. Neale, Lowell; A. H. Decatur and H. W. Colton, Boston. The committee appointed for the November meeting consists of C. M. Nichols, Dorchester; William E. Whitney, Somerville, and Charles H. Stevens, Arlington.

Cork and poplar are the lightest woods in the world and pomegranate one of the heaviest; it is more than one-third heavier than water.—*Ex.*

## CONSULAR COMMERCIAL COMMENTS.

### TRADE-MARKS IN GERMANY.

It appears necessary to recall the attention of American exporters to a very peculiar provision of the German law for the registration of trade-marks, which is not infrequently used to the great and unjust disadvantage of Americans and other foreigners. Under the German statute any person may register and secure right to any name or other device used as a trade-mark which has not previously been registered here by some other firm or person. In other words, the officials before whom the application is brought make no inquiry to ascertain whether the applicant has ever used the proposed trade-mark or has any right to it, but simply look over the record to ascertain whether it has been registered in Germany. If not, it is admitted to registration without further inquiry or delay.

The readiness with which such a practice can be abused is apparent. When, several years ago, American bicycles began to be imported into Germany, certain persons interested in blocking the trade got the trade-marks of two or three makers registered in their own names, and either obliged the legitimate American owners of the trade-marks to buy them off—in other words, to pay a species of blackmail—or to change the marks on all bicycles exported to Germany.

In a recent case, the trade-mark on a special brand of American preserved fruit was registered here by an outsider, so that the real owner had to buy from the usurper the right to use his own trade-mark in this country.

This abuse has become so notorious that a leading patent attorney of Berlin, writing in a recent number of the *Technische Rundschau*, says of the law that its effect is to legalize and facilitate the theft of a trade-mark.

The obvious suggestion to all American exporters is that before exporting or seeking to export to Germany any kind of merchandise covered by a well-known name, whether registered in the United States as a trade-mark or not, they should have such name or trade-mark duly registered in this country, where all such rights are carefully protected and prosecutions for infringements easy and effective.

FRANK H. MASON, *Consul-General*.

BERLIN, September 24, 1900.

### TRADE-MARKS IN DENMARK.

In continuation of the report dated July 4, 1900, on abuses of American trade-marks in Denmark, I submit the following as to the means necessary to secure a trade-mark in this country:

In order that an American citizen or firm may get a trade-mark registered in Denmark, it is necessary, as a preliminary step, that the same trade-mark be registered in the United States.

For effecting the registration of a trade-mark in Denmark, the following documents, etc., are required:

(1) A power of attorney signed by the petitioner (who must be the same party to whom the corresponding trade-mark in the United States belongs). This signature must be authenticated by a Danish Consul in the United States.

(2) An official extract from the United States trade-mark register showing that the mark in question has been duly registered in the United States. This extract has also to be authenticated by a Danish Consul.

(3) Two electro blocks of the mark, one of which must be mounted on a metal base. The mark must not exceed 15 centimeters (5.9 inches) in width or 10 centimeters (3.9 inches) in height, and the electros must be deeply cut.

(4) Six prints of the mark on strong white paper.

I may add that the requirements for the registration of a

trade-mark in other Scandinavian countries are the same as for Denmark.

Prompt action should be taken by American manufacturers to prevent the appropriation of their trade-marks by unscrupulous foreign firms. JNO. C. FREEMAN, *Consul*.

COPENHAGEN, September 15, 1900.

### STRIKE AND LOCKOUT IN SOLINGEN.

The lockout of the Manufacturers' Association of Solingen against the pocketknife fitters of this place went into effect on the 4th of September last. This situation, if continued for any length of time, may create entirely new conditions in the cutlery industry here and may result in the establishment of a comprehensive market value, a thing which has never existed in Solingen.

The manufacture of pocket knives is almost exclusively a home industry, and is divided into many branches, chief of which are grinding, fitting and finishing. Each of these branches has numerous masters, who, when necessary, employ independent journeymen and apprentices. During the dull seasons wages go down, and the masters often underbid each other in order to secure work at even a minimum profit. Skilled workmen receive the preference, and, as a result, despite the low wages, a better quality of workmanship is often furnished. In the busy seasons manufacturers fill their orders with difficulty, and the prices of labor go up rapidly in proportion to the demand. In some instances the manufacturer has had to sacrifice nearly all his profit to get his work done.

The uncertainty of these conditions was keenly felt by all concerned and resulted in the establishment of protective unions by both the manufacturers and the workmen. The original intention of this step was to bring about harmony of interests, and a commission of an equal number from both sides was appointed to secure this result. The scheme, however, did not work as well as was expected, both sides showing little desire to live up to agreements; and, as the workmen were by far the better organized, the rulings of the commission were disregarded and the promise to better conditions was never fulfilled.

This was the situation up to a few months ago, when, against the advice of the commission, a strike was arbitrarily declared against a Solingen firm. Through the indifference of the Manufacturers' Association the strike was won, and the firm was compelled to yield to all the demands of the workmen, and, besides, to pay a fine of \$2,500.

### MAKING BRICKS FROM GLASS-WORKS REFUSE IN ENGLAND.

Dr. Ormandy, of St. Helen's, formerly master of science at the Gamble Technical Institute, that city, has recently discovered a process by which good furnace bricks can be made from glass-works refuse. St. Helen's, which is a few miles from Liverpool and within this consular district, is not only the centre of the English chemical trade, but contains a number of large glass-works. The millions of tons of refuse which have accumulated around the glass-works heretofore have been treated as of no commercial value. The refuse consists mainly of spent sand, minute particles of glass, and about 3 per cent. of iron from the various processes, and it has hitherto been considered that the presence of the iron prevented the use of the material for the manufacture of bricks.

Patents have been taken out to protect the process, and a large firm has engaged Dr. Ormandy's services. After making various experiments, the firm is now putting up an extensive plant for the manufacture of the bricks. It is claimed that the bricks will stand a great amount of heat.

They are about the color of silica bricks and can be glazed. Considerable secrecy is observed as to the process.

JAMES BOYLE, *Consul.*

LIVERPOOL, September 21, 1900.

### Harrison Bros. & Co.'s Varnishes.

Since Harrison Bros. & Co., Inc., Philadelphia, New York and Chicago, began making varnishes on their present extensive scale they take pleasure in announcing that the demand for them has so steadily increased that at the present time their facilities for producing them are taxed to the utmost. The trade handling this line recognize the fact that the quality of these goods is of the same high standard as their white lead, paints and colors, for the excellence of which they have been known for a period of time that the oldest inhabitant would find it difficult to remember. They announce that no effort in the future will be spared to maintain this important feature of the production. The best material used, and the highest degree of varnish-making skill, by the most approved processes, combined with the most modern apparatus, produce a resulting product which, they claim, is of the highest grade possible. Strict attention has been given to the elimination of the various mischievous methods to which too many varnishes are subjected. The advantages of using the Harrison varnishes are clearly set forth in an interesting leaflet just published by them, entitled "Why You Should Use Harrison's Varnishes." This will be sent on request of the trade, together with a full descriptive price list.

### Letter Writing as an Art.

"Letter writing as applied to mercantile as well as educational and social pursuits may be an art. The limit of possibility in this direction has never been reached, nor will it be so long as we approach the individual through this medium in the endeavor to change his opinions or thoroughly imbue his mind with favorable impressions already made. Observation has led to the belief that too little attention is given to this, the most important branch (after the capital has been supplied) in most every business organization.

"A prospective customer should know of us first through this medium, and when he becomes a customer should never be allowed to forget that he has personal consideration in this manner as often as mutual interests can be served. Many houses never write their customers (with a few exceptions) unless it is in reply to a mail order to say they are unable to fill a part or the whole. The main order is taken by a road salesman, which, when sent in, is acknowledged by a postal card. The next reminder that they are customers is the receipt of an invoice for the goods, and if they pay their bill before the credit man gets an opportunity to say 'Please remit,' the whole transaction is completed without a single letter, much less having engendered a friendly feeling.

"A customer should receive a letter as often as circumstances and good taste will permit. The mental attitude of the writer should be as that of a promoter of a mutual interest, an enhancer of a value yet undetermined. He should be a man of discretion; should familiarize himself with the traits and character of the customer, and feel that he is before him, framing a reply to be given as soon as the letter is finished. At times a slight advantage may be taken of a country merchant because of distance, but if used, is neither just nor courageous, and sooner or later is bound to militate against the doer.

"A letter too brief is little better than no letter at all, while a long, rambling discourse is almost sure to create anything but the desired impression.

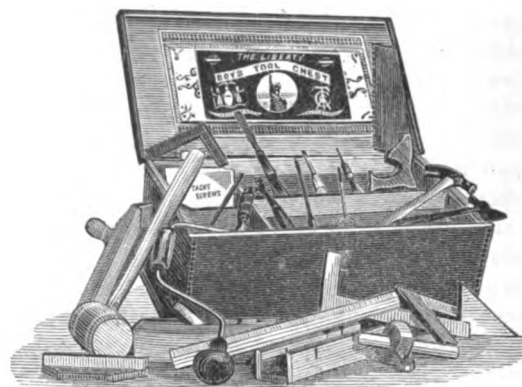
"The customer's mental calibre, so far as it is ascertainable, should be well taken into consideration, and the letter should avoid the appearance of form or the attempt to impress the recipient with loftiness in a literary production.

We should put ourselves in the customer's place and keep in our minds his relation to us, as well as our relation to him. More harm may be done by an ill-constructed letter than can be remedied by a tactful salesman in a year. The good physical condition of the correspondent is of most importance, without which a favorable mental condition is impossible. A well-known author was once asked what preparation he made in beginning to write a book. He replied: 'A good horse and saddle, to regulate my liver.'

"A high state of mentality at all times is out of the question, because the best balanced minds fluctuate and powers of expression vary from day to day, even from hour to hour; but strict observance of the laws of nature is conducive to a state of mind from which emanate thoughts of the clearer, higher order, and when put to work in any direction is bound to reflect credit and inspire the hearer or recipient of an epistle with confidence in and respect for the opinions. Flattery is permissible only in the hands of the most astute, and should be used in very rare cases, and then only that flattery which appeals to the intellect or higher self, instead of that which appeals to vanity and other weaknesses. The latter will not creep into our letters if we elevate our thoughts into the upper channels of the brain, ever endeavoring to establish for the house in the minds of the customers a reputation for fair dealing."—From an address by N. M. Tribou, of Chicago, before the Chicago Credit Men's Association.

### American Tool Chest Co.

At this season of the year the general demand for tool chests comes in every direction from the trade, and the American Tool Chest Co., 200 West Houston Street, New York, are fully prepared to meet this demand. They have just placed



"LIBERTY" BOY'S TOOL CHEST.

on the market for the Fall and holiday trade two new complete lines of boys' tool chests, sufficiently improved to supersede others that have long been manufactured by them, this being an important part of their business for holiday requirements. One line is marketed under the name of the "Standard," and is sufficiently complete to require seventeen sizes of chest, the material being chestnut wood with stained moldings, presenting a very handsome appearance considering the moderate cost. The company have increased the number of tools in the various boxes, and have made every effort to supply a better class of goods than has previously been the case in every instance. The prices governing this line are extremely moderate, running from \$8 a gross to \$40 a dozen boxes. The other line referred to, which is marketed under the name of the "Liberty," is made in similar styles, sizes and arrangements, but is intended to supply tools of a much higher grade of quality, and appeals to a more mechanical talent in regard to utility. This company manufacture tool chests, both empty and complete, provided, when necessary, with tools suitable for gentlemen, amateurs or professional mechanics, and reaching in cost as high as \$200 each. This is mentioned to show the extremes to which this line of goods can be indicated from the highest grade to the more economical styles, appealing as it does to all classes.

### System and Hustle.

"System and hustle" seem to be especially serviceable in the Credit Department, but they should have much significance to the traveling salesman and merchant as well. With system, one can hardly fail to cover ground thoroughly, and with plenty of hustle one keeps abreast of the times. Speaking of keeping abreast, it may be pardonable to narrate an incident of recent occurrence. A colored mammy on a train is wrestling with a pickaninny, who is slow to take the ample bosom dinner which she offers him. "Now, chile," she says, "you bettah hustle and take hold ob dat, or I'll gib it to de conductuh."

Just so the traveling man who does not hustle to "keep abreast," as it were, will find there are "conductuhs" around to take what he fails to get. As to the merchant, he will almost certainly be a good stockkeeper and collector if he has system. With hustle added, he will buy and sell more goods. The traveling man with these watchwords can equip himself for more business, and, being enthusiastic, can soon imbue most of his customers with his spirit. It will be easier to get orders from such customers, because they will be ready for him. While there may be merchants apparently incapable of "getting a move on," yet patience and a kindly interest on the part of the traveling man will often work wonders. The credit man who calls the traveler to his desk at an opportune moment and talks to him about system and hustle can make his own labors lighter and promote the mutual interests of the traveler, the house and himself. Let the words spoken to the traveler make an impression. When he notes your genuine interest in his success, as betokened by your seriousness, go on to point out how he may make some of his slow-going customers feel the same way toward him, by persistent, cheerful and kindly talk along the lines of the merchant's own welfare. No one can be harmed by this. Scarcely any one can fail to be benefited. It would be well before talking with your traveler to prepare a sample conversation between him and a typical easy-going customer. All travelers do not readily adapt themselves to unfamiliar subjects, and you will not be firing in the air if you give him tangible evidence that you are not merely "jolly-ing." With this sample talk in his pocket he feels a degree of assurance that might otherwise be lacking. He must not be left in ignorance, like the boy on the Pike's Peak cog road, who responded in disgust to the inquisitive woman who wanted to know "why the rock on the left is called the lion's mouth." "Aw, I dunno why nuthin. I'm paid to holler, and I holler."

JOHN T. PLUMMER.

In Utica, N. Y., a block of new apartment houses has just been furnished with complete installation of electric cooking utensils in each flat. The electrical kitchen furniture consists of three round platters or "stoves," an oven and a broiler. It is declared, apparently with reason, that meats broiled on the electric gridiron are much more palatable than those charred and scorched in the ordinary way over hot coals. The most remarkable feature of these electrical kitchens is that the stoves, etc., are simply placed on an ordinary kitchen table, and when the cooking is completed can be stowed away in a convenient closet, leaving the kitchen free of even a trace of cookery. Space is thus saved, and the kitchen can be as small as the conscience of the architect will permit because of this saving, and also because electrical utensils give off no heat. All of the heat is used in the cooking and not in warming and vitiating the air of the room. The flats in Utica are also provided with electric curling-tongs heaters, much approved by the feminine tenants.

The Paying Teller—I cannot cash this check, madam.  
She—Why not?

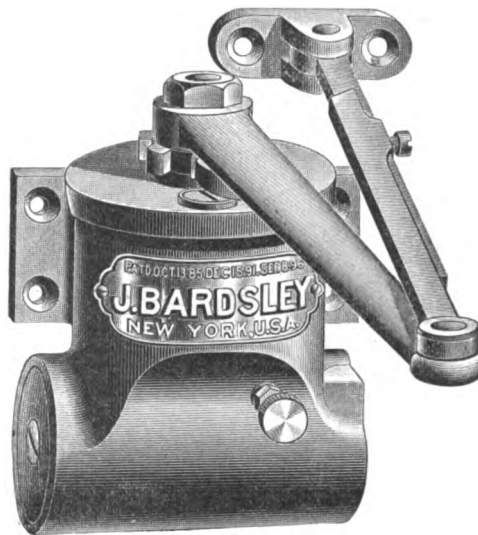
"There isn't enough money here to meet it."

"Then can't you meet it half way?"—Life.

### Bardsley's Oil Door Check and Spring.

Joseph Bardsley, 147-149 Baxter Street, New York, is placing upon the market this season through the Hardware trade the "Bardsley" Oil Door Check and Spring, which has for the present season been greatly improved in many respects, and stands to-day as nearly perfect as it is possible for an appliance of this kind to be. Among the points to which attention is called by the manufacturer, and which is worthy of appreciation, is the fact that they have a releasing device which is especially useful where an electric or spring door opener is used, where the door has to close against a draught, and when a door is hard to latch. By means of this device the checking power is suddenly removed when the door is within an inch or two of the closing point, allowing the full strength of the spring to be exerted and causing very little slam. This releasing feature is brought into play by a simple adjustment of the arms, and need not be employed unless desired. When the arms are adjusted in the normal position the door closes quickly to within a few inches of the jamb and then slows up and closes gently and silently.

In the construction of these door checks no packing friction is ever used. The full strength of the spring is consequently



BARDSELY'S OIL DOOR CHECK AND SPRING.

enabled to be used in closing the door, and not in overcoming the resistance which results from an unnecessary amount of tight packing, which is frequently used in similar devices. The springs now used among its mechanical features are made of polished clock steel of superior quality, insuring strong and noiseless action, and consequent durability. The spring is so constructed that it cannot be unwound, and thus injured or destroyed, as may happen when an attempt is made to put a right-hand spring on a left-hand door, and vice versa.

The Door Check is fitted to hold a surplus of oil sufficient to last many years, and more may be added when needed through a screw hole in the cap without removing the Check from the door.

### The Pay Goes On.

The Supreme Court of Louisiana held, in the recent case of *Madden vs. Jacobs et al.*, that where the plaintiff had been engaged for a year as clerk, the destruction by fire of the business house and stock of goods of the defendants, and the subsequent dissolution of the firm and its retirement from business, did not, in the absence of a reservation of the right of discharge for these reasons, absolve the defendants from the obligation contracted with him to retain his services at the salary stipulated through the remainder of the year.—Exchange.

The Island of Guam is 3,500 miles from Honolulu and 1,600 miles from Manila.



### Utilization of By-Products.

In no direction has the inventive faculty shown more progress than in the utilization of by-products. Much that was once treated as scrap or refuse, thrown aside as useless and often treated as a serious encumbrance, has now become valuable as raw material for the production of various articles of commerce for which there is large and growing demand, so that often the supply of waste material proves inadequate and attention is turned to the manufacture of scrap solely. Every one is familiar with the history of excelsior, or "wooden hair;" sawmills are ransacked for the sawdust; old bottles and broken glass reappear in sandpaper; refuse cork makes capital handles, and any old garment or shoe containing rubber has a value which makes it worth saving. Scarce a day passes without some new discovery for utilization of waste products of petroleum or coal tar, and the production of sugar from the once despised and rejected refuse of corn now forms a large and important industry in many parts of the country.

The opening of the twentieth century, with its advanced methods and keen competition, has made necessary the care-



THE LEE BREAD CRUMBER.

ful study of how to reduce waste to a minimum, and, if possible, utilize such as is unavoidable. In no profession is there better opportunity for the exercise of ingenuity than in the feeding of people, especially in large hotels, restaurants, ocean steamers, etc., catering to a large number daily. In such the most serious waste is unquestionably in the use of bread, and few if any really feasible means for its disposal suggest themselves to the manager of the kitchen, who would gladly welcome some method of saving in this item. Not only is loss caused by bread becoming stale, but more seriously perhaps by the large number of small broken pieces removed from the table, which, while absolutely clean, yet bear marks of previous handling sufficient to condemn them from further serving.

Stale bread cannot be avoided, and waste at the table is difficult, if not impossible, to prevent, but a device may now be had for utilizing this, one of the by-products of the kitchen, and returning it again in the form of a valuable accessory, for which there is a lively demand, and which offers unlimited scope for the exercise of the culinary art.

In all large kitchens there are used large quantities of cracker meal, which constitutes a considerable item of expense. Sometimes the use of bread crumbs necessitates the labor of carefully drying the bread, and then reducing it to the proper state of granulation under the rolling pin, or between the hands, neither of which methods gives satisfactory

results. Cracker meal being a rapid absorbent, takes up a large quantity of grease, producing indigestion and stomach disorders of various nature, so much so that the use of stale bread crumbs is more preferable, if crumbs of the proper lightness can be easily and cheaply produced. Better than all, however, are fresh bread crumbs produced from the small and broken pieces usually thrown away. Soft bread crumbs take a rich, appetizing brown in frying, do not absorb grease, are light, flaky and may be eaten without fear by the most confirmed dyspeptics or by invalids. In the innumerable ways in which crumbs or meal are used in cookery, fresh bread crumbs are superior, and in addition may be used in many ways not otherwise possible, besides offering new methods and articles of dainty food heretofore unknown. In frying croquettes, fish, oysters, clams, for making griddle cakes, corn bread, puddings, dressing, thickenings, etc., the use of fresh bread crumbs offers better and more palatable food, with the paramount advantage of a large saving of expense.

This saving is produced by the Lee Bread Crumber, an illustration of which appears herewith. It is manufactured in three sizes to suit all requirements, and is fully guaranteed by the makers to produce the results claimed. It is not necessary to dry the bread, as the Crumber will reduce fresh bread to light, airy crumbs at a rapid rate. Crumbs do not accumulate in nor clog the machine, and it is not necessary to clean it out after each using. Many of the largest hotels and caterers now using the Lee Crumber are unanimous in its praise, testifying that it has paid for itself many times over.

The Lee Crumber is manufactured by the Goodell Co., Antrim, N. H., which upon request will send catalogue fully describing it, together with testimonials and list of places where machines may be examined at work daily. The Lee Crumber takes front rank among the labor-saving machines of the day, offering to the proprietor the means of effecting a large saving, while enabling him to offer to his guests that for which a noted king once pledged half his kingdom—"a new pleasure."

### The Keuffel & Esser Co.'s New Catalogue.

The Keuffel & Esser Co., 127 Fulton and 42 Ann Streets, New York; 111 Madison Street, Chicago, Ill., and 708 Locust Street, St. Louis, Mo., have recently issued one of the most complete catalogues that they have ever prepared for general distribution to the Hardware trade, covering their line of drawing materials and mathematical and surveying instruments of every description. The catalogue is a volume of nearly 500 pages, exceeding their previous catalogue, which was the largest they had ever issued, by upward of 50 pages. The changes noticeable when compared with the previous catalogue will be found to consist almost entirely of additions to the original lines described. Pains have been taken to make the descriptive matter much more elaborate and complete, and many cuts that have been used in previous catalogues have been replaced by better ones, or additions have been made to those formerly used, so that the illustrations used throughout present a much more perfect appearance than we have ever previously noticed. The index has been carefully revised and made very complete, so that the contents may be readily found by a single reference, although the greater part of the contents of this catalogue is carried by the Hardware trade generally, in accordance with the local demand. Among the most important lines of their manufactures in which the entire trade is thoroughly interested are their steel and metallic measuring tapes, which have been favorably known for years as fully warranted American-made goods. Included in this line is the new Ivorine (white) folding pocket rule with springs. These are described at length on page 194 of the catalogue. Altogether it is a catalogue well worth the attention of the Hardwareman who desires to be thoroughly up to date in educational appliances of this character, and also in the high-grade tools for drafting purposes of which every mechanical plant at the present time finds necessary to establish a complete outfit.

## THE PAN AMERICAN EXPOSITION, 1901.

### STREETS OF MEXICO.

A WONDERFUL REPRODUCTION OF THE VARIOUS PHASES OF LIFE IN THE MEXICAN REPUBLIC AT THE PAN-AMERICAN EXPOSITION.

It is said of the Midway at the Pan-American Exposition in Buffalo next year that it will be the most extensive, as well as the most expensive, aggregation of amusement features ever brought together at any exposition. It will have more than a mile of frontage. Among the large concessions is that of the "Streets of Mexico," which occupies 95,000

known as the "Plaza of Flowers." In the centre of this is the band stand, where a company of expert musicians will play Mexican airs. The architecture all about the Plaza is of strictly Mexican style and very elaborate. On the right is a Mexican dance hall, and south of the dance hall a Mexican market and an old rural village, with its adobe huts and a representation of the cliff dwellers of Mexico. At the extreme southern end of the Plaza is a Mexican cathedral, most gorgeous in detail. At the extreme southeast corner is the



STREETS OF MEXICO, PAN-AMERICAN EXPOSITION

square feet upon the south side of the Midway near the main eastern entrance. This concession will present a graphic picture of Mexican life, both the old and the new. The vista, as one stands at the entrance to the Streets of Mexico, is extremely picturesque and invites a closer examination. Two tall towers, with a high arch between them, form the entrance. Entering the street, stores may be seen on either side, where Mexican wares of all kinds will be on sale. The large number of Mexicans who will be in charge of the concession will be attired in their native dress, and one may readily imagine himself suddenly transported to the heart of the thrifty republic. At the extreme right of the stores are the army headquarters for the convenience of the company of 100 mounted men, or, as they are known in Mexico, "rurales," who will attend the Exposition by order of President Diaz of Mexico. At the left is the Mexican restaurant, and east of the restaurant the theatre. Proceeding southward we come to a large open space, the southern part of which is

"Plaza de Toros," where Mexican equestrian and other sports characteristic of Mexico will take place. It should be remembered that the dances in the dance halls will be of the Mexican character, that the restaurants will serve Mexican food, and in the markets and stores will be sold Mexican products. The theatre will be conducted after the manner of Mexican play houses, and every feature will produce Mexican life. In the village will be shown Aztec Indian relics, and in the shops will be blanket makers, cane carvers, onyx and filigree jewelry workers, leather workers, opal polishers, pottery makers and others who are skilled in Mexican handicraft. There will also be a Mexican band playing peculiar native instruments. Surrounding the Plaza will be portales, or open arcades, where the visitors may sit at tables, partake of a luncheon and view the interesting scenes upon the Plaza. This concession has the approval of the Mexican Government, which has lent its assistance heartily to make it a true representation of the various phases of life in that country.

### FILIPINO RELICS.

A MOST INTERESTING COLLECTION ILLUSTRATIVE OF WAR AND PEACE IN AMERICAN POSSESSIONS TO BE SHOWN AT THE PAN-AMERICAN EXPOSITION.

A remarkable collection of Filipino relics will form one of the most unique and attractive features of the Pan-American Exposition at Buffalo. No great international fair has been held in the United States or on the American continent since the annexation of the Philippines to the United States, and no opportunity has heretofore been offered for a complete and comprehensive exhibit from these islands. The United States Government has undertaken to collect exhibits from the Philippine Islands, Hawaii, Guam, Cuba, Porto Rico, Tutuila and Manua. Naturally by far the most extensive of these exhibits will be that from the Philippines, which, on account of the great variety of native peoples inhabiting them and the richness and diversity of the fauna and flora, offer the best opportunities for an interesting display. The war in the Philippines and the fact that even yet American soldiers are being killed by the natives who do not accept the authority of the United States, still further increase the interest that will be taken in this exhibit. Expansionists and Anti-Imperialists alike will view the collection with keen curiosity. Colonel F. F. Hilder, of the Bureau of American Ethnology, Smithsonian Institution, has been engaged in the collection of many relics for this Philippine exhibit. He recently returned from a sojourn of five months in these new possessions of the United States. Many of the articles which he gathered are now in this country, and are being prepared for the Pan-American. These relics are rich in instructive qualities and show in a graphic manner the Filipino methods of living. For example, there are in the collection a number of models of Filipino houses, of vehicles and of the apparatus employed in the manufacture of the various products of the archipelago. One of the implements to be shown is a large wooden mortar, such as the natives have used for centuries for beating and husking rice, and which is known as a "luzon." From this implement the principal island in the Philippine group derives its name. There will also be in the collection a complete set of the tools used in each trade practiced in the Philippine Islands.

Especially interesting to the military men, members of the National Guard, etc., who attend the Exposition will be the collection of implements of war. In the fighting which has been in progress for nearly two years the Filipino warriors have used their own weapons as well as the modern arms secured from the armories and arsenals of other countries. Knives and swords of many curious fashions with expensive ornamentations will figure among these relics. There will also be war trophies which will possess intrinsic interest because of their association, as well as on account of their curious workmanship. Among these trophies will be two brass cannon, mounted on swivels, which were captured by the Filipinos from the Moros and afterward captured by the Americans. Another relic of the Spanish regime will be a garrote in use for many years for the execution of criminals by the Spanish authorities.

### Some Microscopic Hardware.

At an exhibition of arts and crafts held at Willenhall, the most remarkable example of handicraft was a complete set of the implements—comprising vice, anvil, files of various kinds, and other et cetera—used by the locksmiths of Willenhall in their daily occupation. The principal feature of the exhibit was that the whole of these articles stood on the surface of a three-penny-piece. They were surmounted by a padlock with its key, equally microscopic in size, but perfect in construction. The exhibit was the work of a local artisan. It would seem that the genius of Mark Scaliot, the sixteenth century Willenhall locksmith who made for Queen Elizabeth a padlock, with chain and key, the whole not weighing a grain of gold, is still hereditary in the Black Country "town of locks and keys."—*Exchange*.

### Parlor Match Manufacture.

"The cheapest manufactured article now in the market is the ordinary parlor match," said a wholesale grocer of this city. "The makers average about 2 1-2 cents apiece for packages containing a dozen boxes of from sixty to seventy-five matches each. That is less than one-fifth of a cent a box. Now, take the trouble some time to ascertain exactly what constitutes one of these packages, and I venture to say you will be astonished. To begin with, there are twelve pasteboard boxes, each consisting of two pieces—the slide and the cover. The slide is pasted in four places to keep its shape, and the cover in one, the latter being made of double surfaced paper, white on the back and printed upon the top, bottom and one side. The remaining side bears a strip of sanded glue for striking. Altogether, fourteen different operations are required to produce each box. At the lowest estimate the package contains 720 well made matches, and it has been calculated that each match passes through about thirty separate processes, beginning with the cutting of the rough timber and ending with the polishing of the heads. Then there is the outside wrapper, which is printed on one side and pasted at top and bottom; and the final task of packing should certainly not be omitted from the estimate. Of course, it would be impossible to do all this, or a fraction of, it for 2 1-2 cents, were it not for modern labor-saving apparatus. The parlor match comes nearer being an absolutely automatic product than anything I know of. The plant of an up-to-date factory consists of a succession of ponderous machines, all connected, and big cylinders of white pine which are fed into a hopper at one end come out perfect matches at the other, already boxed, packed and counted. In the course of the operation the boxes themselves are fashioned out of huge rolls of pasteboard and deposited on endless belts, which carry them to exactly the right spot for filling and slip on the covers when they receive their requisite quota. The employes are merely attendants; all the actual work of manufacturing is done by the machines. They have driven the foreign product almost entirely out of the market. When I first went into business matches were wholly handmade, and there were little factories all over the South. The price was 25 cents a box."—*New Orleans Times-Democrat*.

### Oil in Files.

All files, when they leave the manufactory, are covered with oil, to prevent them from rusting. While this is not objectionable for many uses to which the file is put, there are cases where the oil should be thoroughly removed, as when the file is to be used for finishing large cast iron surfaces of a glassy nature. The principal difficulty in such work is to make the file "bite" or keep sufficiently under the surface to prevent glazing. If the oil is not removed the action not only hardens, or burnishes, the surface of the work, but dulls the extreme points of the file teeth, thus working against the desired end in both directions. Oil may, however, be used to good advantage on new files which are put immediately to work upon narrow fibrous metals of harder nature. In such cases it is not uncommon among good workmen to fill the teeth with mixed oil and chalk.—*Ironmongers Chronicle*.

### How They Differ.

A woman writer says: "Man is a creature of cast-iron habits; woman adapts herself to circumstances. This is the foundation of the moral difference between them. A man does not attempt to drive a nail unless he has a hammer; a woman does not hesitate to utilize anything, from the heel of a boot to the back of a brush. A man considers a corkscrew absolutely necessary to open a bottle; a woman attempts to extract the cork with the scissors. If she does not readily succeed, she pushes the cork into the bottle."

## RECENT TRADE PUBLICATIONS.

A. TREADWAY & SONS HARDWARE CO., Dubuque, Iowa. Fall and Winter catalogue No. 28 for 1900. This is a large, full catalogue-size pamphlet of 68 pages, embracing in its contents the line of goods, the sale for which is usually large at this season of the year, such as axes, elbows, eaves, troughs, cut-offs and hangers, stove pipe and dampers, registers and ventilators, coal hods, stoveboards, shovels and pokers, mica, snow shovels, wood saws, etc., etc. The catalogue is very comprehensively gotten up, and so arranged that a close application to its contents will enable a dealer to purchase a stock appropriate to the season. Included in its contents are several pages devoted to recent styles of padlocks, target rifles, ice skates and children's sleds.

COVERT MFG. CO., West Troy, N. Y. Pamphlet catalogue and price list of 64 pages, embracing their entire line of specialties, all of which are popular with the trade, and consisting of Breast chains, cattle ties, breeching, halter, heel and post chains, combination adjustable rope and web halters, halter leads, horse ties, wagon jacks, hitching weights and hitching posts, etc. Included in the assortment is their line of Snaps so well known and appreciated by the trade, including "Yankee" chain and swivel and double snaps, Covert's chain, swivel double and spring snaps, and also the "Yankee" roller, martingale, breeching and trace snaps. Among the specialties noticed, the "Yankee" gate and scuttle hook and the Covert safety gate and scuttle hook are important specialties. In fact, the entire catalogue, if carefully ordered from, will make a very desirable addition to any Hardware stock in the country.

CANTON STEEL ROOFING CO., Canton, Ohio. Pamphlet catalogue of 26 pages of their new line of Sheet steel warm air registers and ventilators, giving all the various sizes of each, and including price list for everything connected with this important line of goods, including as it does registers with vertical wheel, register faces, floor borders, ventilators, registers without valves, and wall frames and borders. These goods are manufactured by this concern in black or white japan, electroplated nickel, brass, bronze and copper, and also in the finer grades of gold and silver. A line of white porcelain register faces and borders is also given. Included in the assortment is a line of convex registers of square shape for shallow flues and thin partitions. The catalogue is well illustrated, all the necessary dimensions being given of registers and borders and instructions how to set the same properly.

THE DEMING CO., Salem, Ohio. Illustrated catalogue No. 20 of hand and power pumps for all purposes, including cistern, well and windmill pumps, iron and brass cylinders, well supplies, hydraulic rams, spray pumps and nozzles, triplex power pumps for various duties, artesian well pumping engines, etc. This is a very complete catalogue, bound in cloth, of 270 pages, printed on excellent paper and illustrated clearly throughout. The cuts used are of a character to leave room for adequate description of the articles presented. This is done on each page, giving list prices immediately under the article shown, which is a great convenience. Among its features an index to the numerical figures by which the goods are known is given among the final pages. Articles of their own make are represented by the cipher word for convenience in telegraphing. They also present a telegraph cipher code, a general classification of pumps, a complete alphabetical index of everything shown, and many rules and tables useful to pump men and engineers. For the convenience of dealers and

users they have added in this volume a catalogue of triplex and deep well power pumps; also one relating to spray pumps and nozzles. Two pages are given to a general classification index which indicates how many different styles of pumps and similar goods are made by this concern, as each of these is given special prominence and the pages where found indicated clearly. This is a very important catalogue of the line of goods presented, and should be in the hands of the trade generally. We should advise those not having already received the same to apply for a copy, as it will be a valuable addition to a Hardware library.

F. E. MYERS & BRO., Ashland, Ohio, have recently published one of the most ambitious catalogues we have seen emanating from this well-known and extensive house. It is their catalogue No. 35, and is devoted to their line of double-acting force and lift hand, windmill and power pumps, hydraulic, barrel and bucket spray pumps, atomizers, cylinders, pipe, hose and fixtures. Included in its contents is a large variety of haying tools, embracing hay carriers, hay forks, steel track, pulleys, slings, etc. The catalogue also devotes a number of its pages to the store ladders, bicycle stands, door hangers and gate appliances that have long been manufactured by this company, and popular with the trade. The catalogue is a bulky one of 326 pages with embossed heavy muslin cover, presenting a very agreeable and handsome appearance, with bronze lettering and ornamentation on back and front. A great deal of attention has been devoted to a very important part of a catalogue, that of giving a catalogue number to every particular item, so that a price list reference is easily ascertained, being indexed numerically in accordance with the number of illustrations. The number index is a very handy page, because by consulting it the page where the article numbered can be found is at once indicated. Altogether it is a very complete catalogue, and reflects great credit upon the compiler, who had an amount of detail to give attention to worthy a catalogue twice the number of pages.

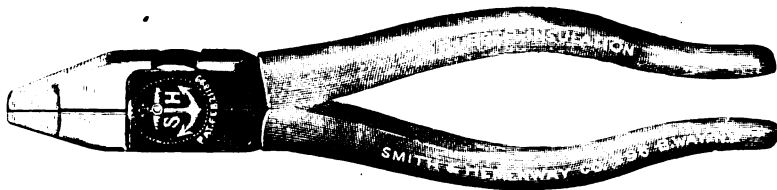
SMITH BROS. HARDWARE CO., Columbus, Ohio, wholesale dealers, have recently issued a separate and distinct catalogue applying to their stock under the head of a Sporting Goods catalogue. The contents indicate how largely this branch of their business has been extended and amplified. The pamphlet, which is of square quarto shape of 56 pages, is crammed full of desirable goods in this particular line, the sales for which are usually large at this season of the year, including the Remington breech-loading guns, the L. O. Smith hammerless guns, and a large variety of other guns, including Interchangeable, imitation Diana, and Winchester "repeating" and "take-down" shot guns. Their assortment is very complete in these goods, all the leading styles that have an extended sale being represented in the catalogue, including those made by Iver Johnson, Stevens, and the Marlin Co. A number of pages are devoted to revolvers, ammunition of every description, including empty and loaded shells, the Hazard Powder Co.'s products, Keystone breech-loading implements, and a full line of accoutrements, including holsters, ammunition cases, shell belts, gun covers, canvas coats and leggins. Fish hooks and luminous baits are well represented on a number of pages, evidently forming a large part of their sales of this description. Included in the contents are fish lines in large variety, put up in all the various styles, together will all the necessary paraphernalia in connection therewith, rods, sinkers, swivels, guides and reels. The final pages of the catalogue show a line of U. S. club skates, covering the usual and salable styles.



## NEW GOODS AND SPECIALTIES.

### Electrician's Insulated Plyer.

The Smith & Hemenway Co., 296 Broadway, New York, from among their numerous specialties, are at the present time placing upon the market the Insulated Plyer No. 118, for linemen, electricians and parties having occasion to use a plyer of this description. Among the advantages claimed for the Insulated Plyer may be mentioned: The handles are covered with rubber, thereby insulating them thoroughly and



ELECTRICIANS INSULATED PLYER.

protecting any one using the same from any electrical shock. The round-edge feature, as shown in the illustration, which we present herewith, the manufacturers state, has met with universal praise from electricians who have already become familiar with the advantages of this new and desirable tool. They are convenient and portable in size, and can be carried in the pocket without injury to the clothes. This feature commends them to a larger circle of users than would otherwise be the case.

### Brauer's Patent Ankle Support.

Brauer Bros., 2004 Locust Street, St. Louis, Mo., are manufacturers of a specialty that should find a ready sale in connection with the distribution of skates. It is a patent ankle support, the operation of which is readily shown in the illustration given in connection with this article. It is intended to be worn by skaters having weak ankles for the purpose of supporting the ankle and at the same time permitting sufficient flexibility to the wearer's foot. The brace, as an entirety, is designed to be made of five-ounce russet oak tan leather, and is light in weight, quite easily applied, and of moderate cost. In the cut as shown herewith, indicates the body portion of the brace, which is made of leather and is provided at each end with eyelets to co-operate with

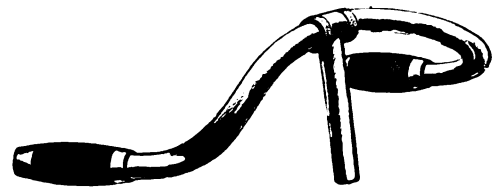


BRAUER'S PATENT ANKLE SUPPORT.

the brace, which may be attached to the wearer's foot. The sides of the brace are perforated so as to accommodate the protruding ankle-bones of the foot, in order to prevent that uncomfortable binding which an appliance of this kind might cause. These perforations are desirable in that the brace fits the foot more neatly and snugly, and is thus prevented from undue movement, which might chafe the wearer's foot. They are made in sizes suitable for ladies and gentlemen and youths.

### Claus Adjustable Handle Bar.

The Milwaukee Automatic Machine Co., Milwaukee, Wis., are manufacturers of the Claus Double Clinch Adjustable Handle Bar shown in the accompanying illustration. This particular handle bar is claimed to possess a number of points of merit to which the manufacturers desire to call attention, and on which its popularity has been gained. It is an adjustable handle bar that can be adjusted without a

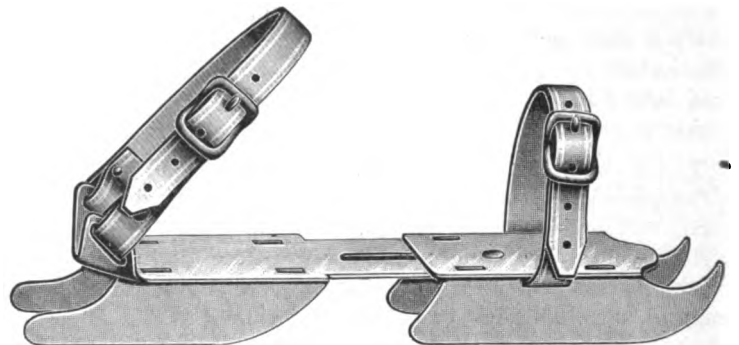


CLAUS ADJUSTABLE HANDLE BAR.

wrench, and forms, notwithstanding, a neat, compact, unbreakable, durable adjustment. It can be adjusted while on the road, has no nut in the centre, which is usually considered an obstruction, and in its adjustment the shape or width of the handle bar is not affected. A very quick conversion changes it from a drop to an up-turn. Owing to its tapered or wedge-like construction, it is claimed to be extremely sensitive and readily operated, even by a child, forming a firm and reliable grip. By loosening lock-nut, the bar may be dropped so that the bicycle will take up less space, and can be placed in the limited space back of a door. The metal parts are heavily nicked on copper, and it is placed on the market at a price that is intended to make it profitable for the dealer to handle.

### Winslow Double-Runner Skates.

The Samuel Winslow Skate Mfg. Co., Worcester, Mass., have just issued their new 1900 catalogue. Included in its contents, we notice a new specialty in their line, which is called the Double-Runner Skate, and is especially adapted for the use of children. A great many children, on account of weak ankles, are deprived of the pleasure of skating, for the simple reason that the skate with a single blade is not adapted to the small child. On this new double-runner skate the runners are placed quite a distance apart, and a child can



WINSLOW DOUBLE-RUNNER SKATES.

stand on them with perfect ease; in fact, they feel as safe when using them as though they were standing on the floor, and on account of the distance between the runners, there is no strain of any moment on the ankles. It should be remembered that this skate is designed for children, and is not supposed to be used by a professional skater. At this season of the year the skate is meeting with a great demand from the trade all over the country, and heavy sales are naturally expected on them during the holidays, which makes it advisable that dealers designing to handle the same should

enter their orders early, or there may be some difficulty in obtaining the necessary supply. The Winslow people are makers of all kinds of ice and roller skates, and will be pleased to have the trade generally request their new catalogue.

#### Drake Acetylene Gas Burners.

The Drake Acetylene Apparatus Co., 36 Hathaway Street, Cleveland, Ohio, as will be noticed in their advertisement on page 36, are the manufacturers of acetylene gas apparatus

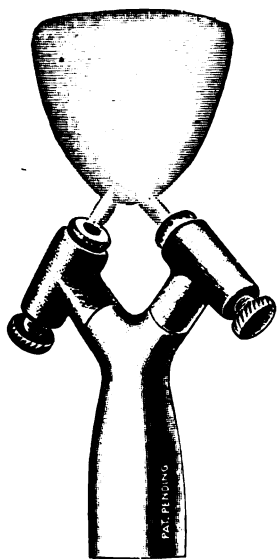


FIG. 1.

in which the improved gas burner is used which we illustrate herewith. Fig. 1 illustrates their style No. 1, and can be used with one side of the burner turned off in order to use the other for a hall or night light in a safe and inexpensive manner, or for any other purpose where a small light is required for temporary use. The little needle valve used in its construction at the same time removes any obstruction from the rear of the gas orifice. While this burner is not designed to regulate to all sizes of flames, it is made in half, three-quarter and one foot sizes when the needle valve is withdrawn. The burner itself is composed of seven interchangeable parts, all of which are illustrated in the cut here given, Fig. 2. Should any portion of the burner shown in these several parts fail in any way, it would be a very easy matter to procure extra parts to replace them. It is claimed that the tips are very easily replaced by removing the old ones, setting in the new and placing them in the vise hori-

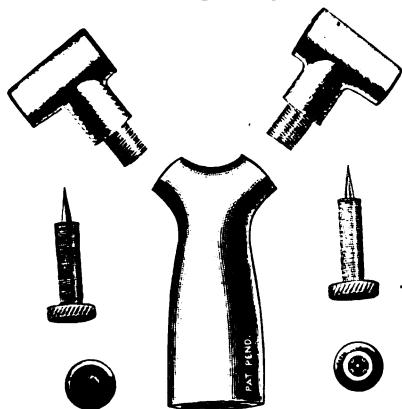


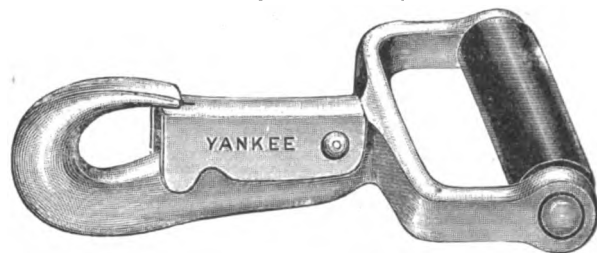
FIG. 2.

zontally, forcing them in by turning up the vise. The lava tip used in both styles is bored out in the front and rear, leaving a very thin wall where the extremely minute hole is bored. This renders it less likely to become clogged, and makes it more easily cleaned if it gets in that condition.

#### Covert's "Yankee" Roller Snap.

The Covert Mfg. Co., West Troy, N. Y., who are well known leaders among manufacturers in the snap line, having for twenty-seven years made their trade-mark a sufficient guarantee of the superior quality of the goods that bear it,

are never satisfied with their well doing, but steadily apply their inventive ability to manufacturing something new. Their latest achievement is the "Yankee" Roller Snap, which we illustrate herewith. It is made in all styles and sizes, and they claim it to be the best snap they have ever manufactured. It is a veritable safety snap, and like all goods manufactured by this company, is made from the best material in every respect. They have just distributed 50,000 copies of their new catalogue, it having been their intention

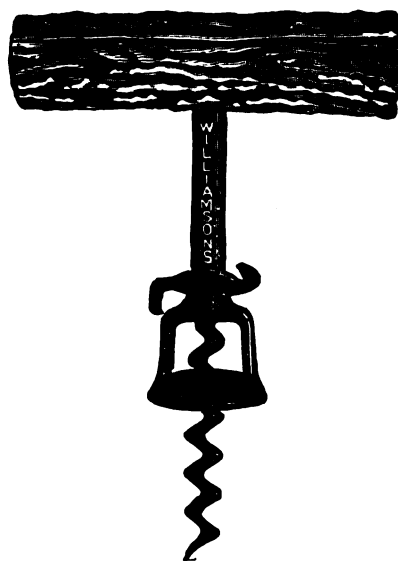


COVERT'S "YANKEE" ROLLER SNAP.

to mail it to every general and saddlery Hardware dealer, as well as saddle and harness maker in the United States. It is very complete, and illustrates and describes the many valuable articles manufactured by this company, and should the reader not be in possession of the same, he should write for one.

#### Williamson's Stag-Handle Corkscrews.

Williamson W. N. Co., Newark, N. J., taking into consideration that the holidays are coming on apace, and that a demand for something of this description should be among the possibilities, are offering a line of handsome stag-handle corkscrews, which includes six different patterns and promises with those who handle this description of goods, to be exceedingly popular with the holiday trade. We present an illustration herewith of one of the most desirable styles. The handles mounted on these screws are of first quality, genuine stag horns selected for their special adaptation to an article of this description. They are highly polished, and are shown in two varieties, the straight stags, measuring 4 to 4½ inches in length, and stag tines, which measure all the way from 6 to 8 inches long. The corkscrews themselves, of course, are of the well-known "Williamson" high-grade goods, and fin-

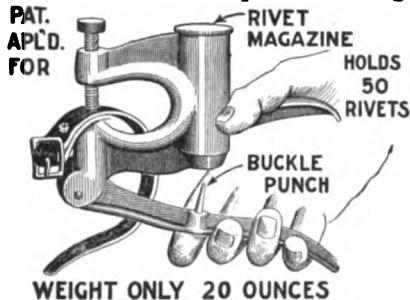


WILLIAMSON'S STAG-HANDLE CORKSCREWS.

ished in a superior manner, especially for this festive season. It would be worth the Hardware dealer's attention to have an assortment of these goods among his holiday offerings, as they are not only suitable and handsome ornaments for the buffet, but promise to be good sellers at a large profit for too many fields of social distinction to enumerate. The illustration herewith shows their 2042 pattern, but for description of the other styles and particulars connected therewith, it would be well to write for their illustrated leaflet, which has just been published.

**Noxall Riveter and Buckle Punch.**

The H. M. Sheer Co., Quincy, Ill., are distributing through the Hardware and supply trade the Noxall Combined Riveter, Rivet Magazine and Buckle Punch, which we illustrate herewith. It is a complete outfit designed for repairing harness, belting, etc., or anything where a well-clinched rivet will serve the purpose. It rivets on loops and keepers, punches buckle holes in harness and holes in belting for lacing, etc. It is light and compact, weighing but twenty ounces, and if necessary can be carried in the pocket. Being portable, it



NOXALL RIVETER AND BUCKLE PUNCH.

can be used in any position for mending harness, even while on the horse. One movement of the lever will drive the rivet, clinch it and countersink both heads. The manufacturers state that it is of the very best material and workmanship throughout. The plunger screw and punch are of finely tempered steel, and all the wearing parts are chilled and hardened to make them less susceptible to wear. It is handsomely finished in black baked japan, making the device ornamental as well as useful. The rivet magazine holds from 50 to 60 assorted rivets, and is fitted with a nickel-plated screw cap. The punch is the regular steel tubular, the same as used on the best lever harness punches, and is prevented from dulling the edge by inserting a block of softer material. It is intended to be marketed at a moderate price, and is worthy the consideration of any Hardware dealer who may handle a regular punch.

**Bulldog Wire Rope Clamp.**

The Bronson-Walton Co., Cleveland, Ohio, who are represented in New York by John H. Graham & Co., 113 Chambers Street, as their direct selling agents, have put on the market what is known as the Bulldog Wire Rope Clamp. This consists of a clamp, the upper surface of which has spiral corrugations to fit between the strands of the rope, and by this means preventing it from slipping. A screw-



BULLDOG WIRE ROPE CLAMP.

bolt bent in the form of a letter U is used to assist in the operation of pulling the two ropes tight against each other, and against the corrugated plate. The bolt is manufactured from the best wrought iron, and the plate of iron is so malleable that if the strain were sufficient for it to bend double it would do so without fracture. Both are made heavily enough to firmly clasp the rope without a possibility of breaking. These clamps are made in ten sizes, running from 1-4 to 1 1/2 inches, rising by eighths, except that there is also a 5-16-inch size. The manufacturers guarantee these clamps to stand as much strain as the wire rope to which they are attached.

**The "Busy Bee" Washer.**

The Lake Erie Mfg. Co., Erie, Pa., are the manufacturers of the Busy Bee Washer, which is placed upon the market at the present time as a washing machine that is moderate in price, simple in construction and easy in operation. An illustration of this is given herewith, by which it may be observed it can be attached to any ordinary wash tub, being easy to put in or take out in an instant. The small iron brackets to hold it in place may remain permanently in the tub, as they do not prevent its use for other purposes. Every

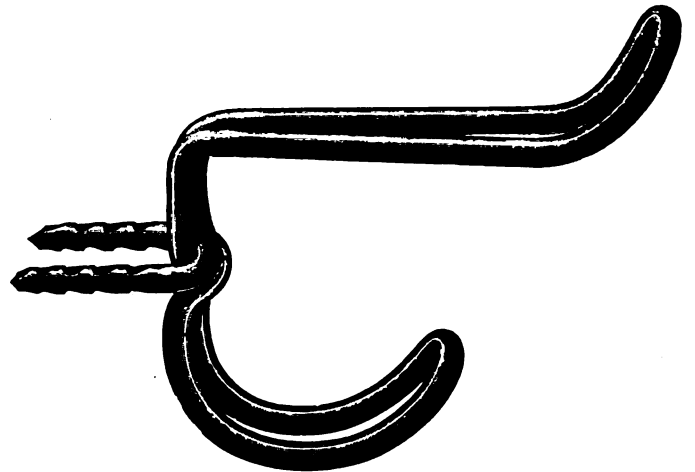


THE "BUSY BEE" WASHER.

effort is made to use the best material in its construction. The wooden parts are well seasoned, and oiled to prevent checking; all the iron parts are galvanized so that they cannot rust. The springs used in connection with its construction are double-tinned for the same purpose. The manufacturers are willing to guarantee it in every essential particular, and desire a Hardware dealer in every town to act as the agent for its sale. They will gladly enter into correspondence having this end in view with any dealer desiring the same.

**The "D. T." Drive Hook.**

The Wire Goods Co., Worcester, Mass., have just issued a supplement to their larger catalogue, in which they illustrate their line of wire coat and hat hooks, of which they make an extensive assortment, including over 100 different styles, covering wardrobe, ceiling, harness, fire-pail and a number of special lines of the class of goods with the manufacture of which they have been identified for a number of years. We give herewith an illustration of their popular drive hook, which is marketed under the name of the "D. T." Its extreme popularity is attributed to the fact of the simple man-



THE "D. T." DRIVE HOOK.

ner in which it can be used for household purposes. Three blows of the hammer and the hook is in place to stay. After adjustment it never twists, and, in fact, it is a somewhat difficult matter to remove it after it is once properly in place. The ease with which it is driven in place and the consequent saving of time and labor prepossess the architects materially, and they take pleasure in specifying it.

**PATENTS** Preliminary Consultation Free.  
**HENRY J. MILLER,**  
55 Equitable Building, BOSTON.

## REVIEW OF THE MARKETS.

**Hardware:** Business is reported as continuing in extremely satisfactory condition. The election has, of course, some influence on the general activity, but less attention is being given to it than has previously been customary, the canvass in each succeeding election being materially shortened. Considerable impetus will be given to general trade when the anticipated result is definitely ascertained.

**Wire Nails:** The Wire Nail market has been susceptible to no especial change, and in the present activity in this staple line, scarcely any change is indicated. The following quotations still represent the market, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

|                                    |        |
|------------------------------------|--------|
| To jobbers in carload lots .....   | \$2.20 |
| " less than carload lots .....     | 2.25   |
| To retailers in carload lots ..... | 2.30   |
| " less than carload lots .....     | 2.40   |

New York prices remain as heretofore:

|                                          |                |
|------------------------------------------|----------------|
| To retailers, carload lots on dock ..... | \$2.48         |
| " less than carload lots on dock .....   | 2.55           |
| Small lots from store .....              | \$2.60 to 2.65 |

**Cut Nails:** The demand for Cut Nails is quite moderate, by comparison with other leading staples, and while a steady trade is noted, it is not of large volume. Prices continue as previously quoted, f. o. b. Pittsburgh, terms 60 days 2 per cent. off in 10 days:

|                                              |        |
|----------------------------------------------|--------|
| Carload lots .....                           | \$1.95 |
| To jobbers in less than carload lots .....   | 2.00   |
| To retailers in less than carload lots ..... | 2.10   |

New York prices remain the same, the following quotations representing the market:

|                                                      |                |
|------------------------------------------------------|----------------|
| To jobbers in carload lots on dock .....             | \$2.13         |
| " less than carload lots on dock .....               | 2.18           |
| To retailers in less than carload lots on dock ..... | 2.31           |
| Small lots from store .....                          | \$2.30 to 2.35 |

**Barb Wire:** The demand is slackening materially in the sale of Barb Wire, the business done being extremely light. Prices remain as previously quoted for domestic trade, as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

|                                                       |        |
|-------------------------------------------------------|--------|
| To jobbers in carload lots, Painted .....             | \$2.50 |
| " Galvanized .....                                    | 2.80   |
| To jobbers in less than carload lots, Painted .....   | 2.55   |
| " Galvanized .....                                    | 2.85   |
| To retailers in carload lots, Painted .....           | 2.60   |
| " Galvanized .....                                    | 2.90   |
| To retailers in less than carload lots, Painted ..... | 2.70   |
| " Galvanized .....                                    | 3.00   |

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** There is still a very fair trade being done in Plain Wire, activity in other lines in which this figures as raw material assisting materially in keeping up a satisfactory demand, which, it is expected, will improve after election. Current quotations remain as previously established, f. o. b. Pittsburgh, terms 60 days, or 1 per cent. discount for cash in 10 days:

|                                    | Base sizes. |        |
|------------------------------------|-------------|--------|
|                                    | Plain.      | Galv.  |
| To jobbers in carload lots .....   | \$2.15      | \$2.55 |
| " less than carload lots .....     | 2.20        | 2.60   |
| To retailers in carload lots ..... | 2.25        | 2.65   |
| " less than carload lots .....     | 2.35        | 2.75   |

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

### PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

| No.              | Base   | Galvanized.   |
|------------------|--------|---------------|
| 6 to 9 .....     | \$0.05 | \$0.40 extra. |
| 10 .....         | "      | .40           |
| 11 .....         | "      | .40           |
| 12 and 12½ ..... | "      | .40           |
| 13 .....         | "      | .40           |
| 14 .....         | "      | .40           |
| 15 .....         | "      | .75           |
| 16 .....         | "      | .75           |
| 17 .....         | "      | 1.00          |
| 18 .....         | "      | 1.00          |

**Wire Picture Cord:** It has for a long time been deemed desirable by the manufacturers of this line of goods that a new price list should be agreed upon that would avoid the irregularities so prominent in the one formerly used by the trade. A majority of the manufacturers have agreed upon the Price List which we give herewith, and which is regarded as being in harmony with the wishes of the trade:

### PRICE LIST OF WIRE PICTURE CORD.

Adopted October 2, 1900.

#### TINNED BRAIDED OR TWISTED.

| Numbers |      |      |       |       |       |       |       |       |       | Per Box of |        |
|---------|------|------|-------|-------|-------|-------|-------|-------|-------|------------|--------|
| 0       | 1    | 2    | 3     | 4     | 5     | 6     | 7     | 8     | 9     | Yd.        | Coils. |
| \$2.00  | 3.00 | 4.00 | 5.00  | 6.50  | 8.00  | 10.00 | 12.00 | 15.00 | 12-25 | "          | "      |
| 1.40    | 1.75 | 2.50 | 3.00  | 3.75  | 4.50  | 5.50  | 7.00  | 9.00  | 12-10 | "          | "      |
| 6.00    | 7.50 | 9.50 | 11.00 | 14.00 | 18.00 | 23.00 | 28.00 | 35.00 | 144-3 | "          | "      |
| 1.25    | 1.75 | 2.25 | 2.75  | 3.50  | 4.25  | 5.00  | 6.00  | 8.00  | 12-25 | Ft.        | "      |

#### GILT BRAIDED OR TWISTED.

| Numbers |       |       |       |       |       |        |        |        |       | Per Box of |        |
|---------|-------|-------|-------|-------|-------|--------|--------|--------|-------|------------|--------|
| 10      | 11    | 12    | 13    | 14    | 15    | 16     | 17     | 18     | 19    | Yd.        | Coils. |
| \$5.25  | 9.00  | 12.75 | 18.75 | 22.50 | 30.00 | 37.50  | 45.00  | 55.00  | 12-25 | "          | "      |
| 3.50    | 5.50  | 7.50  | 11.00 | 14.00 | 20.00 | 25.00  | 30.00  | 35.00  | 12-10 | "          | "      |
| 15.00   | 22.00 | 31.00 | 45.00 | 60.00 | 85.00 | 100.00 | 120.00 | 150.00 | 144-3 | "          | "      |
| 3.00    | 4.50  | 6.25  | 9.00  | 12.00 | 17.00 | 20.00  | 25.00  | 30.00  | 12-25 | Ft.        | "      |

#### GOLD, SILVER AND COPPER BRAIDED OR TWISTED.

| Numbers |       |       |       |       |        |        |        |        |       | Per Box of |        |
|---------|-------|-------|-------|-------|--------|--------|--------|--------|-------|------------|--------|
| 20      | 21    | 22    | 23    | 24    | 25     | 26     | 27     | 28     | 29    | Yd.        | Coils. |
| \$9.00  | 13.50 | 22.50 | 30.00 | 45.00 | 60.00  | 67.50  | 75.00  | 85.00  | 12-25 | "          | "      |
| 4.50    | 7.50  | 10.50 | 16.00 | 21.00 | 26.50  | 31.00  | 36.00  | 45.00  | 12-10 | "          | "      |
| 20.00   | 30.00 | 45.00 | 65.00 | 85.00 | 105.00 | 125.00 | 150.00 | 185.00 | 144-3 | "          | "      |
| 3.75    | 6.25  | 8.75  | 13.00 | 17.50 | 22.00  | 25.00  | 30.00  | 37.50  | 12-25 | Ft.        | "      |

All wire supplied on spools or reels. Quotations from above list are given as 80 and 10 to 80 and 10 and 10 per cent.

**Cordage:** The market on Cordage cannot be considered as exceedingly strong on Manila, so many influences seem to have an effect, causing the weak conditions prevailing at present. The following quotations represent the market at the present time:

|                                      | Pounds. | Cents. |
|--------------------------------------|---------|--------|
| Manila, 7-16 inch and larger .....   | 9½      |        |
| " ¾ inch .....                       | 10      |        |
| " ½ inch and 5-16 inch .....         | 10½     |        |
| Sisal, 7-16 inch and larger .....    | 6½      |        |
| " ¾ inch .....                       | 7       |        |
| " ½ inch and 5-16 inch .....         | 7½      |        |
| " Lath Yarn. Medium and Coarse ..... | 6½      |        |

**Linseed Oil:** The market on Linseed Oil is in an extremely buoyant condition, prices having advanced materially since our previous quotations. The Dean Linseed Oil Co., under date of October 20th, quote as follows:

|                                                                                |                      |
|--------------------------------------------------------------------------------|----------------------|
| In lots of less than 5 barrels .....                                           | 76 cents per gallon. |
| In lots of 5 barrels or more .....                                             | 75 cents per gallon. |
| The five barrel price only applies to deliveries of that quantity at one time. |                      |
| Bolled Linseed Oil, 2 cents per gallon higher than Raw.                        |                      |
| Calcutta Oil, 85 cents per gallon.                                             |                      |

### THE PHILADELPHIA TRADE.

Until now the weather has not been such as to hasten the sale of Fall goods, and skates, sleds, snow shovels, sleigh bells and Winter goods have been very slow of sale. Despite all this, however, and also in the face of a falling market and a presidential campaign, the volume of business is quite satisfactory and surprisingly good. Orders are coming in freely, and seem to point to the fact dealers everywhere are short of goods. It is very evident dealers are buying only from hand to mouth, and yet even this compulsory business results in a very fair volume. This is most encouraging and seems to point towards continued prosperity.

We are now only two weeks away from the presidential election, when the shadow of doubt that has been hanging over us will be removed, and results determined.

In the past few days the weather has taken a colder turn, and we may now begin to look for some trade in seasonable goods, and so have every reason to believe the month will be quite satisfactory.

The changes in prices which have occurred have been more



in the direction of equalization of prices and the finding of a new basis, and, while some declines have been announced, the volume of stocks on hand is probably not sufficiently large to cause much serious loss to the dealer.

Collections are satisfactory in most sections, and the settlement of the coal strike will probably put business in that section on an excellent footing, as not only has the strike been settled and employment given to many thousands of men and boys, but this employment has come at increased wages, thereby increasing the purchasing power of the community.

BIDDLE HARDWARE CO.

#### THE PITTSBURGH TRADE.

The hunting season opened on the 15th inst., and judging from the demand for guns and shells, every bird will have a man or boy after it. We are having fine Fall weather now, and as game is reported to be more abundant than usual, the shells will not all be wasted. Our game laws as now upon the statute books prevent the sale of birds or deer, either in season or out of season, so that everybody who wants a game dinner must shoot it himself. Whether this provision can be enforced remains to be seen, but we have an impression that all the quail on toast that will be served at our hotel tables will not be shot by the proprietors. General business is fair, not quite the push about it we would like to see, but in the midst of a Presidential campaign we must not expect too much. At the present prices of iron, steel and near products, and with the purchasing power of the West and South due to good crops and good prices, there must be a heavy demand as soon as the election is past and people settle down to regular business. The Pittsburgh & Western Railroad and the Pittsburgh Junction Railroad are now passing into the hands of the Baltimore & Ohio Railroad. This is a move that has been on the books for some time, and is being very quietly put through. The Baltimore & Ohio thus secures a very valuable Northwest outlet, which was almost indispensable to its growth.

LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

Business is good, notwithstanding some declines continue. With the present price of ore, coke and labor, pig iron is not high, and with an addition of only \$4 above pig iron for steel, makes the price of billets below the cost of production. Finished material, based on the present price of stock, is cheap, so we can safely predict that until the ore, now in the hands of the furnaces, is used, no large amount of profits can be expected from their output. The price of ore will probably be reduced for 1901, but very little of the new ore will be used for the first half of the year. The average price of iron and steel goods for the first half of the year are not likely to be lower than the present price; they are more likely to advance.

The people in this country are in condition to pay for what they want, and the expansion of wants is likely to surprise the most optimistic. The expenses of so large a class are limited only by their income, and the increase of income of so many of this class is sure to increase the demand. The capacity to expend lavishly is an American trait, and never in human history have conditions been more favorable for its indulgence. These are the reasons for expecting a good business in 1901. Wages are not likely to be reduced, as the most persistent of all the Trusts, and the most powerful, will use their influence to prevent that. THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE BALTIMORE TRADE.

The Fall trade has, so far, been most satisfactory, but owing to the approaching election and the fact that the majority of large orders have been placed, there is a very perceptible falling off at present. For two weeks we worked entire force until about 11 p. m., and now, though we imagine trade is dull, find little time to discuss politics, notwithstanding the atmosphere is heavily charged with same. We were sorry to have been informed last week that the Laughlin Nail Works had adopted the selling prices of the

Shovel Association on the goods they manufacture in this line, and it is perhaps another illustration of too much association influence. This tendency of monopoly and consolidation so prevalent among manufacturers does not seem to abate, and after Mr. McKinley's re-election what the so-called trusts will do to us might make a fellow's hair curl. Political agitation is beginning to wax very warm, and the result of election is awaited with interest.

H. W. WEBB & SONS.

#### THE NASHVILLE TRADE.

Notwithstanding the many adverse conditions under which we are laboring, business for the past thirty days has shown a very marked improvement. Just on the eve of a national election, we do not hope for a normal condition, but retail stocks are light and "election fever" is high, but when the crisis is past we really anticipate a rush, let either side win. With 10-cent cotton and other farm products in the same proportion, no indication of a further decline in iron, and the people with money to spend, no one man or party can keep the wheels of commerce from rolling. Collections from the agricultural districts are fully as good as for the same time a year ago, and fewer merchants are asking for "just a little more time." The weather is perfect, and Fall seeding is going on uninterruptedly, naturally increasing the trade on plows and repairs as well as for plowing harness. The demand for smooth wire and nails is exceptionally heavy. We take it for granted that all members of the National Hardware Association will be present at the Richmond meeting, which will doubtless be both pleasant and profitable, provided nothing happens to keep our rotund secretary-treasurer away. Without him it would be like the play "Hamlet" with Hamlet left out.

H. G. LIPSCOMB & Co.

#### THE CHICAGO TRADE.

Trade with us continues very brisk. The usual business disturbances, caused by politics incident to a national election, we are glad to say, have not yet manifested themselves, as in the past, and we feel will be of little consequence this time.

While the markets on a few lines have shown somewhat of a weakness during the past 30 or 60 days, due partly to a lack of orders and the disbanding of some associations, we look for no further weakening at this time.

On the contrary, several lines which have been badly cut up for months now appear to be stiffening, and no doubt will be quickly followed by others, before or shortly after the coming election.

All copper goods, while appearing high at prices that have been ruling during the year, remain firm, and galvanized iron, nails and barbed wire are now very stiff, which is every indication of advances about to be made on other items at no distant date.

Present values on all Hardware to us seem very low, and that class of trade which can read "the signs of the times" appears to be taking full advantage of same.

All "old stocks" in the hands of jobbers, as far as we can learn, have about been disposed of, and as orders are now being placed with manufacturers, it will unquestionably cause a healthy and legitimate strengthening of prices all along the line.

WELLS & NELLEGAR CO.

#### THE OMAHA TRADE.

Business is holding up to a remarkably high level in the way of volume and of tonnage. In fact, during the past sixty days we have handled a larger tonnage than ever before, and the demand seems to be remarkably well distributed, though noticeably heavier in the staple lines, like wire, nails, etc. Profits, while below normal, are perhaps all that we could expect in the present condition of the market, and though we should be glad to see them larger, yet we feel some satisfaction in the fact that there is still a little left. Tin plate has been extremely difficult to procure on account of the mills being closed down, and some little inconvenience

has been experienced, but by swapping stocks we have managed to piece out and keep our customers from suffering. Collections are up to the average and politics appear to affect business very little indeed, as everybody is too much occupied taking care of their own affairs to talk politics, though we expect the majority will be found on the right side when the time arrives to record their opinions.

RECTOR & WILHELMY Co.

#### THE SAGINAW TRADE.

The weather has been very fine this Fall up to the present time, last night bringing the first frost. Business has not its usual snappy appearance, owing to politics, as people are going on the plan of hand to mouth until after election. I have heard of some large timber land sales deferred till after election.

If there is no change in the administration we look for a pretty good business. If there should be a change we look for a big slump.

MORLEY BROTHERS.

#### THE SAN FRANCISCO TRADE.

The much desired rain is falling to-day, one week before the date of this issue of *Hardware*, and if a prediction of a member of the jobbing trade is verified, the purse-strings of the agriculturist and miner will now open and bestir business with a push.

The local markets continue in good shape. Aside from the sharp decline in wheat the last fortnight, which was purely sympathetic with Eastern markets, most staples are firm. The export business of the port thus far this year shows a material increase over the same period last year, and the transports continue to take out large quantities of merchandise, notably, iron and steel and bicycles and machinery of all kinds, to the Orient. This trade has been a great blessing to San Francisco and California, and has kept business active, whereas it might otherwise have been dull. The California farmer is profiting largely by the military operations in China and the Philippines, as witness the rise in hay, oats, horses and other products of the ranch. There has not been a dull season in this city for nearly four years, and if the election results in a continuation of the present financial conditions, there is no reason why trade should not be good for another similar period.

And that these happy trade conditions are to remain undisturbed appears to be a question that is already settled, in so far as Major McKinley and the San Francisco trade is concerned. "McKinley is elected," the trade says; "and in the way of politics we are now only devoting ourselves to the election of men that will work with him in Congress, hence we are organized under the title of The Business Men's Julius Kahn Club."

This is a strong and influential club of representative business men, irrespective of party affiliations, and among its most active members, who ardently desire that for faithful service performed, Congressman Kahn, like President McKinley, shall be returned to Washington for a second term, are William R. Wheeler, of Holbrook, Merrill & Stetson; Andrew Carrigan (Dunham, Carrigan & Hayden Co.); H. D. Loveland, Superintendent Merchants' Mutual Adjusting Association; A. C. Rulofson (Baker & Hamilton); Charles F. Tay (Secretary George H. Tay & Co.); A. A. Watkins (W. W. Montague & Co.); I. F. Littlefield (W. P. Fuller & Co.); Wakefield Baker (Baker & Hamilton); Irving M. Scott (Union Iron Works); George H. Ismon, Pacific Coast manager sales department American Steel & Wire Co.; F. H. Ellis, President Palace Hardware Co., and Frank F. Osborn, President Osborn Hardware & Tool Co.

The case of the Carnegie Steel Co., Limited, against Ezra T., Charles S., and Willard H. Stimson, commenced in the Superior Court in this city, has been transferred to the Superior Court of Los Angeles County, on the ground that none of the parties interested are residents of this county, while two of the Stimsons reside in Los Angeles.

The suit was commenced April 17, and is for the recovery of \$11,956.45, alleged balance due for structural material used in the erection of the Douglas Building in Los Angeles.

The original agreement entered into between the Carnegie Company and the Stimsons provided that all material should be furnished on or before July 21, 1898. This was not done, but the Carnegie Company claims the failure was due to alterations in the specifications, for which they were not responsible.

TRADES PRESS ASSOCIATION.

#### THE GRAPHITE INDUSTRY.

We are on velvet. That is to say, that the third quarter of the year ends with sales equal in amount to the total of the whole year of 1899; therefore, the balance of this year is bound to show an all increase.

This we consider a pretty good showing, because last year was one to be proud of.

The increase cannot be attributed entirely to generally larger orders, but partially to the increased facilities for manufacturing, due to the large and costly addition to our plant, planned last year, but only recently completed. It does show, however, that we planned wisely, for otherwise we would still be subjected to the annoyance of delays and promises which made our lives miserable before. We are very proud of our new factories, not only at our main works in Jersey City, but at our new graphite mines at Hague, N. Y.

Customers can now feel assured that when they see the advertisements of the Dixon products it means prompter deliveries should they need the goods.

Prices are steady, based upon the stability of the raw material market. We shall make reductions in one or two lines of greases and cycle chain graphites in quantity lots, due notice of which will be given to the trade.

From our point of view, the business horizon seems particularly clear and bright for Fall and Winter trade, without regard to the political situation, which is evidently taking care of itself.

JOSEPH DIXON CRUCIBLE Co.

#### Mica.

Eugene Munsell & Co., 218 Water Street, New York, and 117 Lake Street, Chicago, Ill., who are the oldest dealers in mica in New York, having been established in 1840, and whose advertisement will be found on page 42, carry a complete stock of all sizes of mica in two qualities to suit the need of every stove or Hardware dealer, and are one of the few large miners, importers and wholesale dealers who understand the necessity for carrying an extensive stock, in all sizes, of an article so important at this season of the year. These qualities are marketed under the following names: "North Carolina" mica, which is a selected, clear and lustrous mica of the highest grade, being guaranteed by the firm to be equal to anything on the market; and the other grade is called "Wyoming" mica, which, though not perfectly clear and as perfect as the "North Carolina" mica, is in all other respects equal to it, being well known to the trade and having an established reputation. They call particular attention to the fact that they put up assorted packages especially for the convenience of dealers who do not desire a large stock, but like to have a variety of sizes even in a small supply covering each. These assorted packages they are prepared to furnish in either of the above qualities. They are willing to deliver mica anywhere in the United States free of transportation charges, which is an important fact with dealers generally.

If the Chinese themselves are to be believed, the Chinese Empire has been in existence for more than 100,000 years. Other students say that it was founded 2,500 years before Christ, and by some Fohi, supposed to be the Noah of the Bible, is considered the founder.

### New York Credit Men's Association Dinner.

The New York Credit Men's Association gave a dinner on the 18th inst. at the Drug Club, and after the good things were disposed of there was a business meeting.

It was not all business; there was an exchange of ideas on business topics, with a spirit of good fellowship that made the evening one of both pleasure and profit to the hundred or more credit men who were present.

The combination of business and pleasure was carried even to the dinner card, for opposite the menu were printed some bankruptcy statistics under the caption, "How the Bankruptcy Act Works."

The figures showed that since the passage of the act there have been 31,965 voluntary and 2,403 involuntary assignments. Underneath the figures appeared the words: "Doesn't it jar you?"

Vice-President Charles E. Meeks, with the National Lead Co., presided at the meeting, and after the cigars had been lighted introduced W. A. Bogardus, chairman of the Legislative Committee.

Mr. Bogardus spoke briefly of needed State legislation. He said that it was wrong to discount a man's statement when he consented to make a statement as to his business, and said that such statements should be absolutely correct and taken at par.

The honest purchaser who furnishes an honest statement, he said, suffers on account of the dishonesty of other men, and he urged the passage of strict laws to punish those who furnish false business statements.

He said that he did not think any law could be passed to prevent a man selling his stock off in bulk, for if he was solvent he had a right to sell it any way he wanted to, and if he was insolvent his case was already covered by national legislation.

C. E. Meeks presented a report from the Committee on Investigation and Prosecution, giving a brief history of two or three cases which had been taken into court on criminal charges.

The chairman then introduced Judge William J. Gaynor, of the Supreme Bench, as the first speaker of the evening. Judge Gaynor was given the closest attention, and was frequently interrupted by applause.

He spoke first of the English laws of debtor and creditor, recalling that it has only been in recent years that the reality of a debtor could be taken for his debts, although the creditor formerly had the power to seize the debtor's body.

He said that he was not expressing an opinion, but that many profound thinkers believed that the State was not under any obligations at all to pass laws to protect creditors, and that if a man contracted a bad debt it was his own lookout, and not the business of the State.

He said that during the last quarter of a century the greatest demoralizer of credits had been the changing of the business of the world from a double standard to a single gold standard of money.

He pointed out that a few years ago there was only one gold standard country in the world, and that now the world's business is upon the single gold standard.

He said that he would not attempt to say which was the proper standard, but that the change had been brought about with hardships to many, and that to change it back again would unsettle things again, and therefore he expected that it would remain as it was.

He also spoke of the combinations popularly called "trusts." He did not attempt to say whether they were good or bad, but he said that both parties were responsible for them, because the law permitting one corporation to own the stock of another corporation had been passed without a protest from either party.

Judge Gaynor spoke of the rehabilitation of the nation's credit, and said that to-day the credit of no other country in the world was better than that of the United States.

"Judge" W. B. Green followed Judge Gaynor with a lot of funny stories, and after he had finished Theodore Aub brought the meeting back to business matters again with a paper on the national banking law.

Mr. Aub said that, as a whole, it was as good as could be expected in a compromise measure, but that the interpretation which held that if a debtor is paying a creditor for installments and fails, after making a part payment, the creditor must pay into the estate what he has received before he can prove his claim for the balance, was very far wrong.

He advocated the passage of the Ray bill, which, he said, would be introduced at the next session of Congress, and which proposes several amendments to the present bankruptcy law.

Professor C. W. Hastings, Dean of the New York University College of Accountants, also addressed the meeting, and made strictly a "shop talk."

Altogether, it was one of the most enjoyable meetings held by the association, and the interest taken in the proceedings was evident from the large number of representatives of important banks, companies and solid firms already enrolled on its list of membership.

### Reduction in Prices of Manufactured Articles.

A remarkable fall in the prices of manufactures in nearly all of the great classes is shown by the official figures of the Treasury Bureau of Statistics prepared for the current number of the Monthly Summary and by recent issues of *Dun's* and *Bradstreet's*. Comparing prices at the beginning of the present month with those at the beginning of the present year, a fall of from 10 per cent. to 40 per cent. is shown. Tin plate shows a reduction of 24 per cent. on October 1, 1900, as compared with January 1, 1900; refined petroleum, 21 per cent.; common window glass, 12 per cent.; wire nails, 30 per cent.; barbed wire, 26 per cent.; Bessemer pig iron, 46 per cent.; steel rails, 26 per cent.; yellow pine lumber, 14 per cent.; sisal rope, 33 per cent.; manila rope, 32 per cent.; leather, 10 per cent.; shoes of various grades, from 7 per cent. to 10 per cent.; woolen dress goods of various grades, from 5 per cent. to 12 per cent. The prices of leading articles of manufacture and farm production are regularly gathered by the Bureau of Statistics for publication in its monthly Summary of Commerce and Finance, and it is from this and from the publications of *Bradstreet's*, *Dun's Review*, *The Iron Age* and the Cincinnati *Price Current* that the figures given herewith are obtained.

While nearly all of the figures relating to manufactured articles show a reduction on October 1, 1900, as compared with January 1, 1900, nearly all figures on prices of farm products show an advance during the same time. Corn shows an advance from 39 1-2 cents per bushel on January 1 to 48 1-2 cents on October 1; wheat, from 73.8 cents per bushel on January 1 to 79.7 cents on October 1; barley, from 45 cents per bushel on January 1 to 59 cents on October 1; hogs, from \$4.50 per 100 pounds on January 1 to \$5.30 on October 1; cotton, from 7 11-16 cents per pound on January 1 to 10.8 cents on October 1; cottonseed, from \$12 per ton on January 1 to \$17.35 per ton October 1.

### A Novelty in Advertising.

A novelty in outdoor advertising may be observed on the trolley road which runs between Washington, D. C., and Mount Vernon. In several places along the road the ordinary bill posters' signs may be seen, but many of them are equipped with a reflector containing incandescent lights placed at the top of the sign. An overhead line taps the trolley feeder and supplies current to the lamps, which at night throw their beams down upon the sign and illuminate it for the benefit of the trolley passengers. This is a unique idea, and, consistently carried out, should prove to be effective.—*Exchange*.

### Evening School of Electricity.

The Evening School of Electricity, under the direction of the Harlem Branch of the Young Men's Christian Association, at 5 West 125th Street, New York, opens for its third season during the first week in October.

The school will be in charge of S. A. Small, assistant instructor in electricity at Columbia College, and a man who is thoroughly practical from every standpoint, having seen active service in every branch of electrical work.

The sessions will be held on Tuesday and Friday evenings, and the course will consist of forty-eight lectures. Mr. Small will commence by thoroughly grounding the class in the fundamental rules and principles of electrical engineering, and during the course will cover fully the various branches of telegraphy, telephony, police and fire alarm telegraphy, arc lighting, alternating current apparatus, the distribution of electric power, the electric street railway, the electric automobile, the "X" rays and wireless telegraphy.

The lectures will be illustrated by diagrams thrown upon the screen by means of a powerful stereopticon, and in addition to this a large amount of apparatus will be used in illustrating the work.

### New Uses for Mineral Wool.

Mineral wool for the past twenty years has been almost exclusively used for insulating heat and cold and sound. According to the *Engineering and Mining Journal*, a patent has been secured covering certain methods of treating and using mineral wool, which are described substantially as follows: The invention relates to the conversion of mineral wool into elastic bricks, sheets, sectional pipe coverings, and similar moldings. It is thus made possible to apply mineral wool in a state of compression and consistency, as well as in shapes suitable for the intended application. If, for instance, a wall space is to be lined three feet in the clear between timbers or joists and three inches deep, the wool may be applied in the shape of elastic bricks, 9 by 4 by 3 inch size, of which twelve would be required for a course one foot high, or thirty-six for a square yard. In laying the bricks they are pressed together tightly; the courses stay in place and may be carried to the ceiling without being boarded up. They may also be cemented by wetting their contracting surface with a suitable agglutinating solution. For covering boilers the wool can be molded into sheets that are sufficiently pliable to be bent to the required curvature, and for covering pipes it can be molded into semi-circular sections about one foot long, that are easily fastened upon the pipes with a piece of string or wire. For all of these applications it is essential that the moldings should be somewhat elastic, as well as sufficiently tough to withstand rough usage, the latter property being especially desirable for the cheaper products, such as the bricks, so that they can be shipped in bulk. The brick molds may be made of either wood or sheet metal. Their depth should be about one-sixth more than that of the moldings that are to be turned out, and they should be perforated with small holes on all sides for the purpose of allowing the air to escape more freely while the wool is being compressed in them. When the contents of the mold are thoroughly moistened with agglutinating fluids they are subjected to a slight pressure, and afterward taken to the drying room, when in some three or four hours they are ready for shipment. Mr. A. D. Elbers is the patentee of this new method of utilizing mineral wool.

### Graphite and its Names.

MacCulloch's Dictionary of Commerce gives the following names for graphite: English, blacklead, plumbago, graphite, wad; Dutch, potlost; French, mine de plomb noir, plomb de mine, potelot; German, pottloth, reissbley; Italian, miniera di piombo, piombagine, carezolo; Latin, plumbago; Spanish, piedra mineral de plombo.



## JAP-A-LAC

is the hardest, smoothest, most elastic, brilliant and durable finish on the market for

**Floors and Interior Woodwork.**

It is also used on Furniture, Wire Screens, Radiators, Iron Fences, Carriages, etc.

Architects should specify it.  
Painters should use it.  
Builders Should insist on it.

Our magazine advertising is creating a demand for

**JAP-A-LAC.**

Dealers should write for our money-making proposition.

**The Glidden Varnish Co.,**  
Cleveland, Ohio.

### History of Pencils.

The lead pencil, the most common of all writing implements, is somewhat over 200 years old. The term "lead pencil," however, is a misnomer, as, in a mineralogical sense, there is not a particle of lead in its composition. The lead pencil originated with the discovery of the graphite mines in England, in 1664, during the reign of Queen Elizabeth. As graphite so greatly resembles galena, the German name for which was bleiglanz, it was given the name of blei, or lead.

In the early days of lead pencil making the graphite was sawed into thin sheets and cut into strips smaller and smaller, until they were of a size to be covered with light wooden slips, and thus serve as pencils.

The first pencils created much excitement. The graphite mines of England were considered of inestimable value, and were protected by law. But there was great waste—first, in digging, for many of the pieces were too small for cutting, and again in the manner of cutting the graphite, which was so crude that half the material was lost. So a binding substance had to be invented.

Glue, gum, isinglass and other substances were tried, but the graphite was only rendered hard and brittle and of uneven hardness. Its marks were faint and indistinct, and in those days if the point broke it was quite an undertaking to sharpen it again. First, the wood had to be cut away and the graphite heated over a light to soften it, after which it was drawn to a point with the fingers.

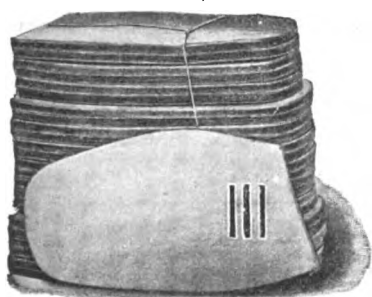
In 1795 Conte, a Frenchman, came on the idea of using pulverized graphite and binding clay. This discovery resulted in pencils of varying hardness, according to the amount of binding clay added, and each pencil was of exactly the same hardness throughout its length.—*American Stationer*.

### Oils from the Whale.

"Whale oil," said a dealer in oils, "is to some extent used as a lubricating oil, but not to a very large extent. When used for lubricating purposes it is more often compounded with mineral oils, which are cheaper. Whale oil is used for tempering steel; it is still used in a limited way by some people as an illuminating oil. Whale oil is used for making whale oil soap, used for killing worms on trees.

"Sperm oil is a fine lubricating oil, used on fine machinery, large and small; the fine sewing machine oil is likely to be sperm oil. It is used for illuminating purposes in safety lamps in mines, and it is used to some extent for lamps in warehouses, because of its small liability to explode, sperm standing a higher degree of heat than mineral oils. It is used as a signal oil on shipboard, for lamps and lanterns, and for sidelights, and so on; and on steamers for a lubricating oil. For all these purposes mineral oils and lubricating compounds have more or less supplanted it because





## THREE-BAR LEATHER

shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston

of their greater cheapness, but sperm oil is nevertheless in demand for them. There are some other uses for whale oil and for sperm oil, which are still sold to larger and smaller users by the barrel or the can or gallon. Whale oil brings somewhere about 50 cents a gallon and sperm oil 60 cents or thereabouts, and the desirable qualities, for some uses, of these oils, once so commonly used, make a market for the comparatively small, and diminishing quantities of them now brought to sale, even though their prices are higher than those of the oils that have so commonly supplanted them.

"There is an oil produced from some part of the head of the whale that is much more costly than either whale oil or sperm oil. It sells, in fact, for as much as \$10 a gallon. This is watch oil, and it may be bought of dealers in watch supplies. It is used for oiling watches, and also for oiling the arbors, or journals, of the wheels of tower clocks. It is not only a fine lubricant, but it withstands cold remarkably well, not freezing except at an extremely low temperature, for which reason it is very desirable for such use in cold and exposed situations."—*New York Sun*.

### The Roundlap Cotton Bale.

The first attempt to make a round cotton bale was about fifty years ago, says Frank Hart, in the *Journal of the Franklin Institute*. A machine for rolling up cotton in the shape of a cylinder was patented in 1848, but nothing came of it. For many years mechanical minds labored to devise an efficient machine, and what is now known as the "American Cotton Company's Roundlap Press" is the sum of their combined efforts. It is covered by more than fifty patents. The press has two horizontal rolls, and a hydraulic cylinder, connected with a large air chamber, regulates the pressure automatically. To insure uninterrupted operation the press is built in duplicate. It takes up and bales, without stopping for the removal of finished bales. On the way from the gins to the press the lint passes through a lint flue with dirt pockets, by means of which all sand and dirt are removed. It then passes over a condenser having a velocity of about fifty revolutions per minute. The cotton barely touches the condenser drum, but is thrown off, the air and dirt passing through the wire cloth above, while the cotton in a fluffy mass some five feet thick, passes on over and falls into the bat-former, which delivers it to the compression rolls in a uniform bat ten or twelve inches thick. The bat moves at the same speed as the press, and thus a continuous lap of cotton is made, that unrolls as easily as it is rolled up. As it passes beneath the cotton roller the air is excluded, and the compressed cotton is wound around a core under a pres-

sure, which, light at first, is gradually increased automatically until the bale attains its full size. In this way, by a steady pressure of less than fifteen tons, gradually applied to all the cotton in detail, a bale is produced with a density of thirty-five pounds per cubic foot. By means of this moderate pressure, gradually applied as the bat moves forward under the roll, one end of every strand of cotton is in effect fixed while the pressure of the expelled air straightens out the fibre, and it is caught and held in that position. The air pressed out, the bale is indestructible by fire, is self-containing, and does not require iron ties. It is then covered with burlap, weighed, marked and tagged, and ready for shipment. From carefully prepared estimates, all of which are believed to be conservative, the saving that would accrue from the marketing of a 10,000,000 bale crop in roundlap bales is not less than \$44,750,000. This means that \$4.50 of the proceeds of every square bale of cotton is wasted. The roundlap bale saves all this waste.

### Store Character.

Many merchants do not realize what an important thing store character is. Stores have character just the same as individuals, and it is something upon which the personality of the owner has great effect. A merchant may almost be judged by his store. Every one knows what it is to go into a store and feel at once that peculiar sensation we call being "at home," and every one also knows what it is to go into a store and feel as if they were intruding. Everything about the place seems to partake of this general character. It need hardly be said that the store in which the buyer feels most at home will get most of his trade. Now, this store is not a dull, dingy or untidy place. Its floors are not covered with the accumulated dirt of months, or perhaps years, less the little that has been removed daily from the top with a broom. It is not a store where goods are kept in an untidy fashion and without any systematic attempt at order and display. It is not a store where the clerks are indifferent to their duties and unwilling to take the trouble to display goods, or where they continually endeavor to persuade the customer that he or she don't know what they want, and it is, above all, not a store where the proprietor or manager himself is not always on hand during business hours to give any attention that may be required to customers. A pleasant chat, if only while waiting for change, with the proprietor will often win the allegiance of a customer. We could name a score of stores that have a reputation for pleasant dealing with customers which is worth more than any other asset they possess, and which brings them annually numerous sales which might otherwise find their way elsewhere. We regret to say, too, that as many more could be named which have just the opposite sort of a reputation. The strange part of it is that this store character, once forced, seems never to change. Clerks come and go, and even proprietors, but the store seems always to create the same old impression upon those who have occasion to deal in it.—*Winnipeg Commercial*.

"Both o' Josh Jones' dead wives was grass widders and now he's courtin' another."

"Gosh! He must have th' hay fever bad."—*Ex.*



## FRYING-PAN CLOCKS

Are unique and ornamental as well as useful. They come in two sizes, 10 in. dial, with raised figures, and 6 in. dial, with painted figures.

Also Tile, Program and 60-Day Clocks.

SEND FOR CATALOGUE NO. 1000.

### The Prentiss Clock Improvement Co.,

Dept. 10, 49 Dey St., New York City.

### Wealth Discovered by Mules.

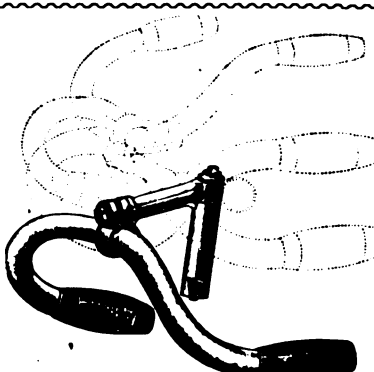
The animal with the gazelle-like eyes, the sardonic smile and the wicked pair of heels—the mule—is responsible for the tripoli excitement in Jackson County, Ind. The story of how the mule once did good is an interesting one. A. H. Harbaugh, a farmer living near Freetown, seven miles north of here, recently hitched a team of mules under a tree by the banks of Salt Creek. The mules were attacked by flies, and in their frantic efforts to drive them off they pawed up the ground. When the farmer returned he found a peculiar bluish dust enveloping the animals, and on the ground was a heap of sand as fine as flour. He became interested in the find and so sent a bottle of the sand to State Geologist Blatchley, who soon sent back word that it was tripoli, worth between \$4 and \$6 a ton. Mr. Harbaugh examined his own land and found that great deposits were on his farm. His neighbors, becoming interested, have done the same, and a number of them have been fortunate enough to find several small beds. The deposit on Harbaugh's farm is more than thirty-six inches thick.

Tripoli is not easily found, for at present there are but three extensive beds in the United States. The largest bed is in Newton County, Mo., and another extensive bed is in West Virginia.

Tripoli is used mainly for the purpose of polishing. It is rather hard, but it has not sufficient grit to cut metal or glass surfaces. It is claimed the Venetians were the first to use tripoli. It is often called "rotten stone," but its technical name comes from Tripoli, in which country it was first obtained. Tripoli is principally a silica, and it is formed from the shells of microscopic organisms, accumulated in oceans, and at wide intervals drifted, forming a deposit. Another use in recent years has been found for tripoli. It was for some time used as an absorbent in making high explosives,

but in the last few years guncotton and other materials have supplanted it. Besides this, tripoli is used in making soap, and it is claimed that delicate flesh is not injured by contact with it.—*Chicago Record*.

The business of the Chicago Hardware Mfg. Co., North Chicago, Ill., has increased to such an extent that it has been decided to add another building to their plant. This will be built of brick, three stories in height, and will cover a ground space of 40 x 75 feet. This has been needed by the company for a complete finishing department, and will enable them to give more space for work in other departments. The foundry will also be enlarged at an early date.



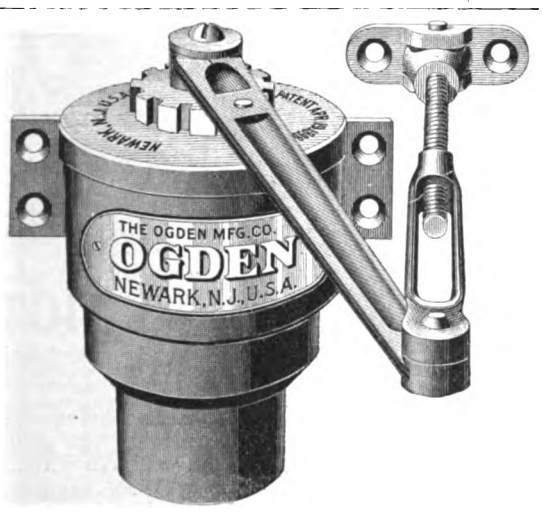
**The Hussey Handle Bar  
Detachable  
Reversible  
Adjustable  
EXTENSION.**

**Positively the Best Expander  
ever used. It is self releasing.  
Electrotypes now ready for cata-  
logues. Write for printed matter and  
full particulars to**

**The Snell Cycle Fittings Co.,  
TOLEDO, OHIO.**

**45 Different  
Positions  
Obtainable  
Without  
Removing  
From  
Bicycle.**

## THE OGDEN AUTOMATICALLY REGULATED LIQUID DOOR CHECK AND SPRING



Full descriptive catalogue on application.

### "The Ogden Check" in Brief is

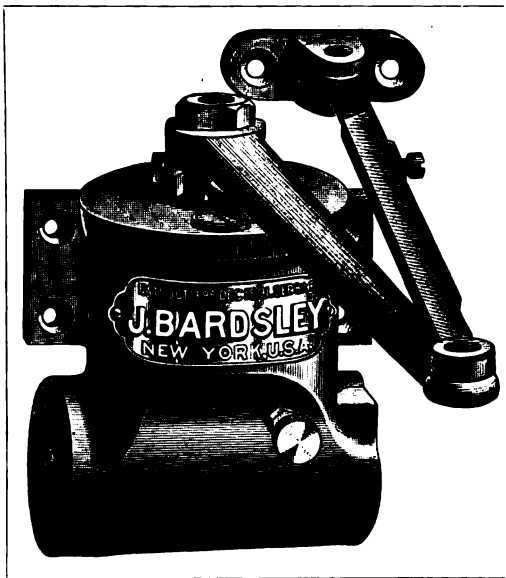
The only check that controls the door entirely.  
The simplest and strongest check made.  
All main working parts are made of steel, drop  
forged and case hardened.  
Easily applied by anyone of ordinary intelligence.  
Refilled with liquid, when necessary, through the  
filling chamber without removing from the door.  
Positively regulated under all conditions and can-  
not leak.

**Simplicity  
Simplified.**

❖ ————— MANUFACTURED BY ————— ❖

**THE OGDEN MANUFACTURING CO.,  
NEWARK, N. J., U. S. A.**

## THE "BARDSLEY" OIL DOOR CHECK AND SPRING.



This device—as now made—has the following features which are peculiar to itself:

No packing friction.

A releasing device—especially useful on apartment house doors and doors that close against a draught.

Spring of polished clock steel of superior quality—ensuring soft and noiseless action and great durability.

The mechanism is arranged so that the spring cannot be used wrong side up and thus bent out of shape or broken.

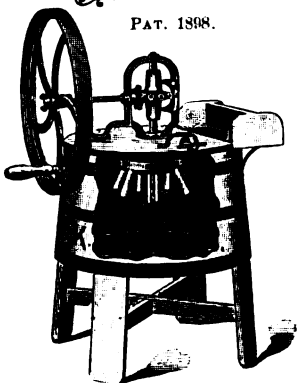
This Door Check as now made is recommended as being without a peer and the price is lower than any similar device in the market.

### JOSEPH BARDSLEY,

147 to 151 Baxter Street,  
NEW YORK.

### WHY IS THE

PAT. 1898.



### O. K. WASHER THE BEST WASHING MACHINE?

#### BECAUSE

- 1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
- 2.—The tub is made of Louisiana Red Cypress Lumber.
- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
- 5.—The lid on tub closes tight, no escape of steam.
- 6.—Has a solid wringer box with iron brackets.

Manufactured by H. F. BRAMMER MFG. CO.,  
DAVENPORT, IOWA.



THIRD EDITION.  
(Illustrated.)  
Price 10 Cents.  
(Postage Prepaid.)

### TEACHES ELECTRICITY

and how to obtain electric light from home made chemical batteries. Also why and how an electric motor works. Written for everybody to understand.

(Agents Wanted.)

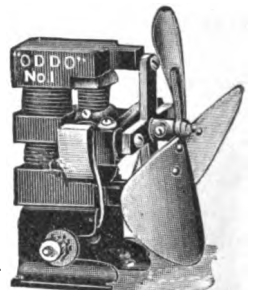
### EDUCATIONAL ELECTRICITY.

The fact that the electrical profession pays and is also a most fascinating business is enough reason for parents to interest themselves and their children in the following articles, because they assist in

### TEACHING PRACTICAL ELECTRICITY.

### A DEALER'S OPPORTUNITY

Is to supply  
increasing demand.



Weight 16 Ounces. Height 3 1/2 Inches.

### ELECTRIC MOTOR

well finished, durable, and strongest for its size in the world, guaranteed to give satisfaction. Price \$1.50 (add 22c. express or mailing charges to any part of U. S. or Canada), or I will send No. 1 motor, with two Special dry batteries to drive it at the rate of over 2,000 revolutions per minute. The motor and cells sent complete for \$1.50; Fan 25 cts. express charges extra. AGENTS WANTED.

JAMES H. MASON, Inventor,  
Dept. 25. 172 W. Broadway, New York.

### PROGRESSIVE AND ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [Silverware]: We recognize in **HARDWARE** a magazine progressive and enterprising.

# MICA

ASSORTED PACKAGES.  
Put up expressly  
for the Retail Trade.

ONE POUND—4 SIZES. 1/4 lb. each size.

|                 |            |               |               |
|-----------------|------------|---------------|---------------|
| North Carolina, | - \$2.20   | 4 1/2 x 6     | 2 1/4 x 3     |
| Wyoming,        | - - - 1.85 | 2 3/4 x 3 1/4 | 2 1/4 x 4 1/2 |

TWO POUND—8 SIZES. 1/4 lb. each size.

|                 |            |           |               |
|-----------------|------------|-----------|---------------|
| North Carolina, | - \$4.20   | 2 1/2 x 8 | 2 3/4 x 4     |
| Wyoming,        | - - - 3.50 | 2 x 8     | 2 3/4 x 3 1/2 |
|                 |            | 3 x 8     | 2 1/4 x 4 1/2 |
|                 |            | 3 x 5     | 5 x 6 1/2     |

THREE POUND—12 SIZES. 1/4 lb. each size.

|                 |            |               |               |
|-----------------|------------|---------------|---------------|
| North Carolina, | - \$5.60   | 4 1/2 x 5     | 2 1/4 x 4     |
| Wyoming,        | - - - 4.60 | 2 3/4 x 4 1/2 | 2 1/4 x 3 1/2 |
|                 |            | 3 x 8         | 2 x 4 1/2     |
|                 |            | 2 1/4 x 4 1/2 | 2 3/4 x 2 3/4 |
|                 |            | 2 1/2 x 3     | 2 3/4 x 3 1/2 |
|                 |            | 2 x 3 1/2     | 5 x 6 1/2     |

ABOVE PRICES NET. NO DISCOUNT.

## EUGENE MUNSELL & CO.,

218 WATER ST., NEW YORK.

117 LAKE ST., CHICAGO.

Mica Delivered Anywhere in the United States Free of Transportation Charges.

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### Oldest Bell in the United States.

In the office of C. T. Brown, of the Buckeye Mining Company, with offices at Socorro, is found what is alleged to be the oldest bell in the United States. This historic bell was made in 1545. In 1680 the church was destroyed by the Indians. In 1734 the bell was dug out of the ruins of an old church at Gran Quivera, an old Pueblo and Spanish city, said by several Spanish historians to have exceeded 20,000 in population. From Gran Quivera the bell was brought back to Socorro and hung in the old San Miguel church.

In 1781 this church at Socorro was destroyed by the Indians and the people driven south to Isleta near El Paso. In 1808 a colony of seventy families came from Belen, on the

Rio Grande, and resettled Socorro and repaired the old church, which stands to this day. The old bell was again resurrected and placed in the church. The bell weighs 461 pounds. The metal used in it came from a mine in Grant County called the Santa Rita de Copie. The women added all their jewelry of silver and gold to it. Chippings from the old bell have been assayed and it is found that it is worth over \$400 in gold and silver.

The bell was the first to ring on the American continent, and that on the banks of the Rio Grande. Seventy years before the Mayflower sailed into Boston harbor this old bell, with its clear tone, was calling together a brave little band of worshipers with their weapons of defense in one hand and the cross in the other.—*The New Mexican*.

**Try Mugford's Half-Tones,**  
WOOD CUTS AND ELECTROTYPES.  
"You See them Everywhere."

**A. MUGFORD, Engraver and**  
HARTFORD, CONN.  
New York Office, No. 120 Liberty Street.

The . . .  
"ORIGINAL  
JENNINGS"  
AUGERS and  
AUGER BITS



Genuine have  
"Russell Jennings"  
stamped in full  
on the Round of  
each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.



**Blake Lamb Traps.**  
Lightest and  
Strongest Made.  
For 40 years the favorite  
wherever used. Send for  
catalogue to the  
**HAWKINS CO., Successors,**  
Waterbury, Conn.

**Brauer's Pat. Ankle Support**  
For Skaters with Weak Ankles.

Dealers interested  
in sale of skates  
should not overlook  
this article as it sells  
itself.


Write our repre-  
sentatives for prices  
and samples.



**CASKEY & WYANT,**  
97 Reade St., N. Y. City.

**W. S. CLEVELAND,**  
4609 Champlain Ave., Chicago, Ill.

**BRAUER BROS., Manufacturers,**  
2004 Locust St., St. Louis, Mo.

The only House in U. S.  
who handle Door Checks  
exclusively as a livelihood.

TEL. CALL, 1754 CORTLANDT.  
74 Murray St., New York,  
U. S. A.

**HENRY PEARL & SONS,**  
Wholesale and Retail  
Dealers in the

**Norton, Blount,  
Corbin, Eclipse,  
Columbia Door Checks  
and Springs, etc.**




Sole Agents for the  
Improved Norton Door Check.

Also have on sale all the latest improved Door Stops.  
We repair every kind of Door Check and single and  
double-action Spring Hinges that  
are repairable, at short notice.

**THE BROHARD DOOR STOP.**

Are you going  
hunting this Fall?

## GUNPOWDER.

Be sure and take  
shells loaded with

**L. & R. Smokeless, or  
Orange Extra Black Powder.**

**Lafin & Rand Powder Co.**

99 Cedar Street,

NEW YORK CITY.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Arcadia, Wis.—Zeller Bros.  
Barberton, O.—W. W. Daniel of Cleveland is putting in a stock of Hardware for Miller Bros., who will open their store soon.

Barnesville, O.—The McKeever Hardware Co. has been incorporated by J. D. McKeever, C. H. McKeever, S. R. McKeever, Pearl McKeever and J. E. McKeever, a minor, by Clarkson H. McKeever, his guardian. The capital stock is \$25,000.

Berlin Center, O.—Seaton R. Jones.  
Currie, Minn.—W. R. Gardner.  
Cygnet, Ohio.—George Grant.  
Dennison, O.—John Kane.  
Edwardsville, Pa.—Barney Korn.  
Epping, N. H.—J. L. Thompson.  
Hamilton, O.—The Shafer Hardware Co. has been incorporated by George R. Shafer, Clara Murphy, Nelson Williams, M. Shafer and O. M. Rothenbush. They will deal in general Hardware. The capital stock is \$5,000.

Hinesburgh, Vt.—E. E. Patrick.  
Jelloway, Ohio.—Jay Pinkley and Frank Deling have purchased a Hardware store in Brink Haven.  
Lamoni, Iowa.—A. H. Graves.  
Laurens, S. C.—R. P. Milam.  
Martinsville, Mo.—C. F. Clevinger.  
Milton, Vt.—A. B. Ashley.  
Newton, Mass.—The Barber Bros. Hardware Co., which was recently incorporated, will be under the management of G. Albert Aston. J. W. Barber is the treasurer.

Princeton, N. J.—The William C. Vandewater Co. have organized to conduct a Hardware store at the corner of Stockton and Mercer Streets, and have filed articles of incorporation with the county clerk. Emma M. Vandewater has 478 shares and Harry H. Farr and James L. Briner, each one. The capital stock is \$12,000.

Riverside, Cal.—Lewis & Robinson.  
Rockville Centre, N. Y.—J. Van Vliet.  
Tallula, Ill.—E. A. Cary of this place and J. G. Croker of Gardner have formed a partnership here and will open up, in addition to Mr. Cary's already established farm implement business, a general Hardware store. Each stock will occupy separate buildings.

Tonica, Ill.—The J. C. Lambert Co. has been incorporated; capital, \$6,000; dealing in Hardware and novelties; incorporators, J. C. Lambert, K. E. Hartenbower, W. E. Kreider.

Wilmington, Del.—Lewis S. Fell, 7 West Fourth Street.

### Changes and Improvements.

Ashley, Pa.—Flory & Gemmel, the well known Hardware merchants on Main

Street, have added another addition to their store. Their building is now over 150 feet long.

Ballard, Wash.—W. M. Curtis is building an addition to his store on Second Avenue. The new building will be used as a stock room.

Beardstown, Ill.—William Frey, the Main Street Hardware man, finding that his business demands more room, has annexed the store just west of his own, so long occupied by William Schendel, the gunsmith.

Beaver, Pa.—Wilson Brothers, the successors of J. B. Wilson & Son. Hardware dealers of Third Street, will take charge of the business as soon as the invoicing of the large stock is completed.

Cohoes, N. Y.—The Hardware business of Robert W. Smith has been purchased by Elias V. Cady, who will carry it on in connection with his plumbing business.

Colchester South, Ont.—James Brown, who has been engaged in the Hardware business here for some time, and sold out lately, has purchased the Hardware business of George Sherrin of Thamesville, and will remove there soon.

Ensley, Ala.—The Ensley Stove & Hardware Co. have moved into their new store in the Weakley building, east side of Avenue E, their business having grown to such proportions as necessitated a move into more commodious quarters. They now cover twice the amount of floor space formerly used.

Hermann, Mo.—A. W. Dietzel, C. C. Thudium and Victor A. Silber have bought the Hardware business of Horace I. Klinge, and under the firm name of the Leader Hardware Co. will continue the business at the old stand with a largely increased stock of goods.

Inman, Kan.—J. D. Kaufman of Little River has sold out his Hardware store to Clutter Bros.

Lewisburg, Tenn.—Woods & Nowlin have sold their Hardware business at this place to E. S. Clayton of Huntsville, Ala. Mr. Clayton will take charge of the business at an early date.

Maple Park, Ill.—T. G. Seeley has purchased a half interest in a Hardware business at Sterling.

Michigan City, Ind.—J. E. DeWolfe, the Hardware man, has purchased of W. H. Davis & Co. the latter's Hardware business at 415 Franklin Street, and is now practically in possession of the same.

Nottingham, O.—John C. Cone has sold his stock of Hardware to Hultz & Mutton of 3541 Euclid Avenue, who are moving the goods to their place of business.

Salt Lake, Utah.—Plans are being completed for the new warehouse for the Salt Lake Hardware Co., on which work will

begin in December. The warehouse is to be erected on Second South Street, between Third and Fourth West Streets. It will be 80x200 feet, six stories high, and of brick, stone, iron and cement, so that it will be entirely fireproof. The cost is estimated at \$30,000.

Walla Walla, Wash.—Oscar and Thomas Drumbheller have purchased the store and business of the William O'Donnell Hardware Co.

Wapella, Ill.—The firm of Leightall & Wagoner, Hardware dealers, is dissolved by mutual consent, Mr. Wagoner retiring from the firm.

Waterloo, Ont.—George V. Moore of Galt has sold his Hardware store to Arthur McBean of Detroit, but formerly of Guelph and Woodstock.

### Business Embarrassments.

Caledonia, N. Y.—O. M. Humphrey, who has carried on the Hardware business here for several years past, has gone into bankruptcy.

Sabina, Ohio.—The Hardware firm of Dun & Holmes have made an assignment. Assets, \$7,000; liabilities unknown.

St. Louis, Mo.—A chattel deed of trust has been filed in the Recorder of Deeds' office by G. A. Rubelmann, president of the G. A. Rubelmann Hardware Co., of 905 North Sixth Street. Liabilities, \$85,000.

Westville, Conn.—James S. Peck, dealer in Hardware, farming implements and other goods, has filed a petition in bankruptcy in the United States Court, through his attorney, E. L. Isbell. Liabilities, \$4,719.30; and assets, \$891.60.

### Fires in Hardware Stores.

Athens, Ont.—W. Earle.

Blue Mound, Kan.—Butcher's Hardware store.

Chino, Cal.—C. A. Streble. Loss, \$2,000; insured for \$600.

Harrold, S. D.—Harrold Hardware Co. Loss, \$1,500.

Prescott, Ont.—R. W. Ross & Co.

Portland, Ore.—Dayton Hardware Co.

Steelton, Pa.—Keller & Mumma. Loss, \$10,000.

Sunbury, Pa.—W. H. Heim. Loss, \$5,000.

### Burglaries in Hardware Stores.

Beaver Crossing, Neb.—Gake & Son; revolvers.

Dubuque, Ia.—Smith's Hardware store; guns.

Mahaffey, Pa.—Wrigley Hardware Co.; cutlery.

Pottstown, Pa.—M. W. Baily; \$150.

West Roxbury, Mass.—S. D. Balkam; cutlery.

# REISCH'S

## EMERY-WHEEL

### Tool Grinder.

Foot Power.

Two Wheels, with Chain Attachments.

Sharpens or Polishes Anything.

Four Feet High.  
Wheel, 6x1 Inches.

Fitted with Coarse Emery, Fine Emery, Quartz, Oil Stone or Grindstone Wheel—Our Own Make. Retail for \$8.00. Liberal Discounts to Dealers. Sent on Ten Days' Trial.

Buffalo Emery Wheel  
COMPANY,  
30 Lock Street,  
Buffalo, N. Y.



No. 2.

PATENT PENDING.



STORE LAMP.

THE

# M. & M.

(TRADE MARK)

## Arc Lamp

450 CANDLE POWER

Burns 12 to 15 Hours with One Filling.

THIS is an air pressure lamp with overhead generator, which produces a light equal in brilliancy to any commercial

arc. We do not claim more than our lamp will do, but leave it to those who see it to judge of its candle power and light-distributing qualities. We do not claim 100 candle power and give you 40. Every lamp is guaranteed to do all we claim for it. It is made entirely of brass, of the heaviest gauge of any gasoline lamp made, and there is no reason why a lamp should not last for fifty years.

**ABSOLUTELY PORTABLE.**

Finished in Oxidized Copper. Presents a very handsome appearance.

It has been passed by Board of Underwriters without penalty. It is absolutely non-explosive. No smell; no smoke. You cannot only own your own gas plant, but electric plant as well, as our claims are not in excess of what we produce.

**MARTIN & MOREHEAD, 53 W. Washington Street, CHICAGO.**

PATENT PENDING.



STREET LAMP.

## Recent Victories!

At Sea Girt, Aug. 31, Sept. 8, 1900, Great International Rifle, Revolver and Military contests,

**Peters Cartridges and King's Semi-Smokeless**

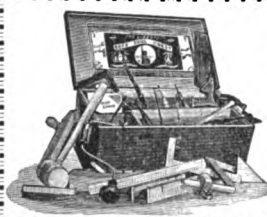
Took all the following prizes:

WIMBLEDON CUP, 1000 yards,  
SCHUETZEN MATCH,  
INTERSTATE MILITARY MATCH,  
INTERSTATE REGIMENTAL TEAM MATCH,  
ALL COMERS MILITARY MATCH,  
NEW JERSEY RIFLE ASSOCIATION TROPHY MATCH,  
WINCHESTER MATCH,  
REVOLVER RE-ENTRY MATCH,  
REVOLVER TEAM MATCH;  
in fact almost everything within sight.

Peters Cartridges are all loaded with the famous King's Semi-Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.



**Now's the Time to Place Orders for Holiday Goods**

**AMERICAN TOOL CHEST CO.**

Factory and Salesroom,

200 West Houston Street, NEW YORK, U. S. A.

Manufacturers of Tool Chests, all sizes, complete with tools for Boys, Youths, Gentlemen, Farmers, Railroads and Carpenters' use; also Tool Cabinets, Work Benches, Machines and Pipe Fitters' Empty Tool Chests. Write for Catalogue and Prices.



Indoor.

# THE NULITE

750 Candle Power

## ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

A 20th Century Revolution in the Art of Lighting.

They darken into daylight turn, And air instead of money burn.

**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**  
They are Portable. Place them anywhere.

We also manufacture Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Good Agents Wanted. Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO. Garden City Bldg. CHICAGO.**



Outdoor.

## "PERFECT"

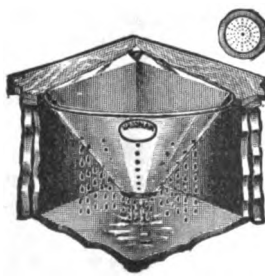


# OILER.

For Bicycles, Guns, Typewriters, etc. The best and neatest Oilier in the market. DOES NOT LEAK. The "PERFECT" is the only Oilier that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

CUSHMAN & DENISON. Mfrs., 240-2 W. 23d St., N. Y.

## Mrs. Vrooman's PATENT SANITARY Sink Strainer.



Modern Kitchen Necessity.

Best on the Market.

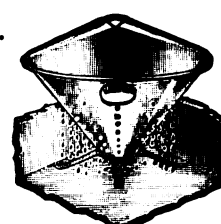
Utility Self-Evident.

Ready Seller.

Should be handled by all dealers in House Furnishing Goods

—MANUFACTURED ONLY BY—

**F. H. & E. B. VROOMAN, 225 Dearborn Street, CHICAGO.**



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

**Battle Creek, Mich.**—LaGrippe Wrench Co. is a new concern just organized, with \$50,000 capital. C. F. Beach is chairman; Arthur B. Williams, secretary; Erasmus D. Beach, treasurer; Julia E. Clark and J. Lyman, managers.

**Bradford, Pa.**—A new company has been recently started in this city, called The Bradford Bed Lock Co. It makes a patent bed lock, fitted to the end of bed slots. It is of simple construction, strengthening the bed, and prevents it from spreading, always holding the slats in their places.

**Canton, O.**—An organization of the Canton Knife Co., recently incorporated, has taken place.

**Cleveland, O.**—The Champion Rivet Co. has been incorporated, with a capital stock of \$100,000, with Wilson B. Chisholm, Edward S. Page, David J. Champion, A. C. Dustin and Ben P. Poll as incorporators.

**Detroit, Mich.**—Articles of association have been filed of the Sun Vapor Stove Mfg. Co., with \$20,000 capital. The shares are to be 2000 in number, and the stock has already been paid in.

**Dover, Del.**—A charter has been granted to the Penn-Bradshaw Co., a Scranton (Pa.) concern with a capital stock of \$50,000, to promote the sale of a patent device known as the Bradshaw automatic window opener.

**Dover, Ohio.**—The Reeves Mfg. Co. has been incorporated, for manufacturing iron and steel. Capital, \$100,000. Incorporators: S. J. Reeves, A. Feaser, E. W. Edwards, J. F. Rees, W. A. Edwards, A. J. Krautz.

**Franklin, Pa.**—The Grant Tool Co. has been incorporated. Capital, \$600,000. Incorporators: J. J. Grant of Cleveland, O.; C. Miller, W. J. Bleakley, W. H. Forbes, all of Franklin.

**Hammond, La.**—A corporation for the manufacture of bored well buckets has recently been organized in this city. The principal incorporators are: T. G. Davidson, G. W. Senttall and G. E. Dunn. They will begin the manufacture of the buckets as soon as the machinery can be placed.

**Hillsdale, Mich.**—The Michigan Rubber Co. has just been organized and incorporated in this city. The capital stock is \$12,000, all paid in. The business of the company will be to manufacture rubber novelties and goods, and also manufacture a patent washing machine. The new buildings are nearly completed, and the new company will begin operations in a few days.

**Jersey City, N. J.**—The Star Lock Mfg. Co. has been incorporated. Principal of-

fice, 76 Montgomery Street, Jersey City, N. J.; objects, manufacture builders' Hardware; capital, \$125,000. Incorporators: Orvelius H. Gilbert, Lorenzo P. Sturtevant, John W. Knause.

**Kittery, Me.**—The E. W. Bailey Co. has been organized to deal in window findings, with a capital stock of \$20,000, of which all is paid in. Edward P. Hatch is president and Edward W. Bailey treasurer.

**La Crosse, Wis.**—A plant will be started by Jan. 1 for the manufacture of packers' packages, tin lard pails, etc. The new concern has a capital of \$50,000. The stockholders are S. Y. Hyde, Clark Thompson and George W. Weber of St. Paul, and A. A. Morse, A. Hirshheimer and H. J. Hirshheimer of La Crosse.

**Lancaster, N. Y.**—Among the companies filing articles of incorporation is the Lancaster Forge and Blower Co., to manufacture and sell forges, blowers and blacksmith tools; capital, \$10,000. Directors, John A. Rudolf, Louis D. Voltz and Sigmund Bock of Buffalo.

**Lancaster, N. Y.**—Henry Schumacher of this village, until recently superintendent of the Lancaster Machine and Knife Works, is forming a company to manufacture machine knives and edged tools at Alden. Most of the capital has been subscribed, and the construction of the plant will begin soon.

**Peoria, Ill.**—The Peoria Implement Mfg. Co. has been incorporated; capital, \$2000; manufacturing agricultural implements. Incorporators: Charles C. Greene, William S. Kellogg, Hugh H. Martin.

**Pittsburgh, Pa.**—The work of installing a large nut and bolt works in the buildings formerly occupied by the Ihmsen glass factory, on the South Side, has been begun. The nut and bolt works will become a part of the Oliver Iron and Steel Co.'s plant on the South Side, and will be directly connected with it.

**Sharon, Mass.**—George R. and William R. Mann have sold their mill property and about thirty acres of land and water privilege to The New Century Roll Screen Co., a corporation capitalized for \$50,000. The company are to commence at once to equip and operate their plant for the manufacture of their roll wire window screens.

**South Bend, Ind.**—The Anderson Chilled Plow Co. has been incorporated; capital stock, \$10,000. Directors: Charles E. Anderson, J. H. Reamer and S. H. Reamer.

**Warren, Mass.**—Work has begun in the old Crossman shop. Edged tools are to be made, and the power is to be derived from the new McDonald water privilege.

### Changes and Improvements.

**Alexandria, Ind.**—Louis H. Gibson is making the plans for the new Kelly ax works, to replace the plant burned a month or so ago. The new factory will be one-third larger than the old, with proportionately increased capacity. The build-

ings will cover an area 540x560 feet, and will be of brick, with the exception of the forge shop, which will be of steel.

**Beaver Falls, Pa.**—The contract has been let by the H. M. Myers Shovel Co. of this place for an additional rolling mill at their plant. This will increase the output of shovels to 450 dozen per day, and give employment to a large number of additional hands.

**Canandaigua, N. Y.**—The Lisk Mfg. Co., in which the McLaughlin Bros. of Batavia and Canandaigua are heavily interested, have on foot a project to establish in Canandaigua a factory for the manufacture of copper, galvanized and granite ware. It is proposed to organize a company with \$100,000 capital, one-third of which is already pledged. The new concern will employ 100 people at the outset.

**Detroit, Mich.**—Architects Donaldson & Meier have made plans for a two-story brick fire-proof building for the storage of patterns, to be erected for the Art Stove Co. in connection with their present plant at the northwest corner of Russell Street and Milwaukee Avenue. It will be 23x33 feet in size, built with hollow walls.

**Ensley, Ala.**—The plant of the Austin-Bryan Plow Co. will be enlarged in a short time and a handle and stock department added to the present manufacturing plant.

**Friendship, N. Y.**—The Corbin Stove Works are building a large addition to their plant.

**Glens Falls, N. Y.**—S. T. Guilford, saw manufacturer, Elm Street, has sold his business to William S. Sprague.

**Middletown, N. Y.**—The Hogan Boiler Works has been purchased by parties formerly connected with the Eagle File Works for \$6000. The new owner will convert it into a file making factory, and the old employees of the Eagle File Co. will be employed.

**New York, N. Y.**—Justice Lawrence of the Supreme Court has granted an order dissolving the Brainerd-Tanner-Gallien Co., dealers in Hardware at 90 Chambers Street, and appointed Henry B. Ketchum permanent receiver, with a bond of \$30,000.

**Phoenix, N. Y.**—The Phoenix Hardware Mfg. Co. have purchased the patterns and business of the Syracuse Curry Comb Mfg. Co., and will thus add to their line another good industry.

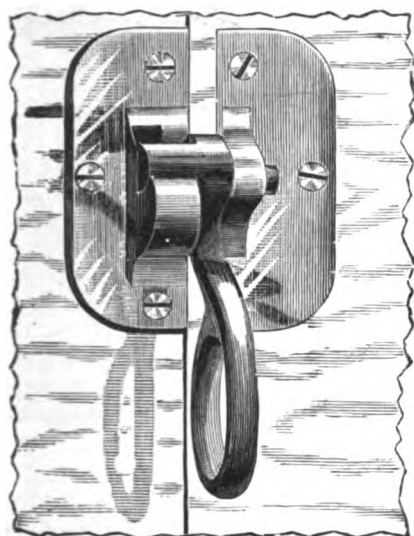
### Recent Fires.

**London, England.**—The Vickers-Maxim cartridge factory, at Dartford, has been destroyed by fire. A great stock of shells ready for shipment were totally damaged. The loss is estimated at £30,000. There were no casualties.

**Salem, Ore.**—Perry & Co.'s stove foundry in this city has been destroyed by fire. The building and contents were valued at about \$3000, and were insured for \$1600.

## The CONROY PATENT Refrigerator Fastener.

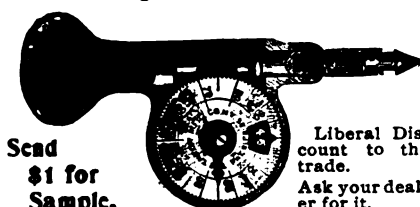
The only Practical Fastener in use



Manufactured and sold to the trade by  
**P. J. CONROY,**  
Beware of Infringements. Paschall, Phila.

## TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

The Tabor Revolution Counter,  
Elizabeth, N. J.

## AMERICAN SUPPLY & RAILWAY COMPANY.

BAGGAGE HOTEL & TIME CHECKS. METAL  
FIGURES & LETTERS & EVERYTHING IN  
THE LINE OF STAMPED METAL GOODS.  
24 PARK PLACE NEW YORK.

## The Only First Hand Source of GENUINE MARTY TRAPS

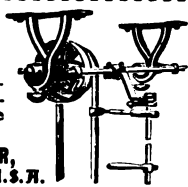


is with  
**BURDITT & WILLIAMS,**  
Sole Importers. BOSTON, MASS.

## PRATT'S GONE BELT SHIFTER

SAVES time to the manu-  
facturer, trouble to the op-  
erator, and wear to the  
belts. Send for Circular.

**CHANDLER & FARQUHAR,**  
131 Congress St., Boston, U. S. A.

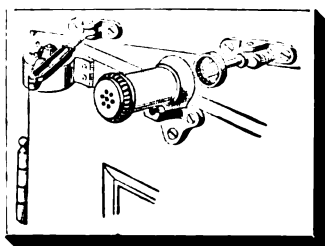


## Get the Business.

that you sell it:  
practical device  
doors without  
it is easy to  
easy to keep  
season is here.

advertising matter.

Send for booklet  
and prices.



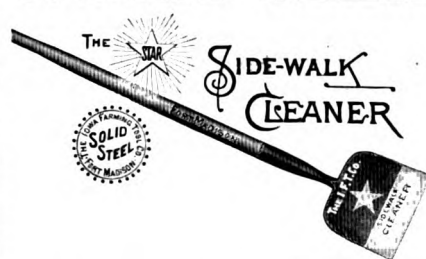
It is in your town if you try  
for it. Many of your neighbors  
will soon want the Eclipse  
Door Check and Spring applied  
to their doors. Remind them

that it is a  
which closes  
slamming; that  
apply and  
in order. The  
We will furnish

## Sargent & Co.,

New Haven, Conn.; New York;  
Philadelphia; Boston.

## WALK CLEANING TOOLS.



Best Tools Made  
For Clearing  
Snow and Ice.

Walk and Street  
Scrapers.

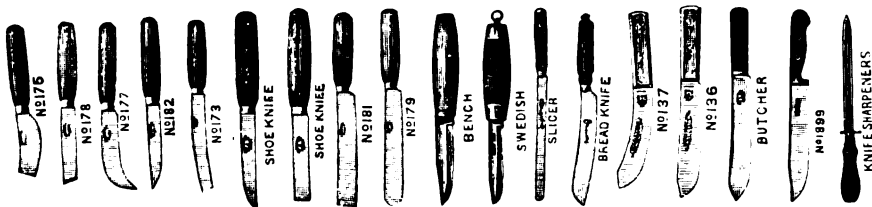


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**THE IOWA FARMING TOOL CO.,**  
FORT MADISON, IOWA.

## HARDWARE SPECIALTIES.

ILLUSTRATING A FEW OF OUR KNIVES.



We also manufacture NIPPERS and PLYERS, SNIPS, PRUNING SHEARS, SCISSORS,  
HAMMERS, RAZORS, RAZOR STROPS, &c. Write for new Catalogue.

**SMITH & HEMENWAY CO., 296 Broadway, New York.**

## THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of  
**SMALL SPRINGS**  
of every description;

and dealers in  
**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.



## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Buffalo, N. Y.—The Niagara Pedal Co. has been incorporated, with \$10,000 capital. Directors: Willard Parker and M. H. Wright, Buffalo; and H. A. Smith, Chicago.

Chico, Cal.—D. P. Penick, Broadway, between First and Second Streets

East Orange, N. J.—The National Frame and Metal Co. has been incorporated, with \$60,000 capital, to manufacture frames and other parts of bicycles. Corporators: Charles A. Fox, John S. Kaufman and O. T. Seymour.

Hempstead, L. I.—August Porrier, Main and Franklin Streets.

Millville, Conn.—Nathaniel Reed.

Palo Alto, Cal.—F. A. Dinsmore.

Sacramento, Cal.—The Capital Cycle and Novelty Works, assembling and repairing.

Sebastopol, Cal.—Draper Brothers.

### Changes and Improvements.

Bath, N. Y.—J. Curtis has removed from the Ives block to the Purdy block.

Binghamton, Vt.—The Dimick-Sheldon Mfg. Co. of Newark, N. J., will move here at an early date, and in conjunction with the local W. A. Turner plant, begin the making of sporting goods. The company is capitalized at \$30,000.

Belmont, Mass.—Joseph Quigley has closed for the season.

Bristol, Conn.—A. Munson succeeds Munson & Nearing.

Bellows Falls, Vt.—Lawrence Cannon has sold out his stock of bicycles from the store on Atkinson Street and has gone out of business. His plans for the future are not yet matured.

Blunt, S. D.—Howard Brothers succeed Howard & White Brothers.

Bradshaw, Neb.—J. A. Buckmaster has sold out.

Buffalo, N. Y.—The Finn & Sullivan Co. succeeds Finn & Sullivan.

Campello, Mass.—E. B. Pratt, Main and Chestnut Streets, has closed.

Champaign, Ill.—Nicolet & Co. have removed from 26 North Neil Street to 18 Taylor Street.

Clinton, Ind.—O. O. Craft succeeds Craft & Swinehart.

Colorado, Tex.—Charles H. Townsend has sold out.

Danielson, Conn.—O. Potter has closed for the season.

East Douglas, Mass.—Walter Fairfield has removed to North Street.

Elmira, N. Y.—The Frank E. Bundy Lamp Co. have filed a certificate of dissolution with the Secretary of State. John B. Stanchfield, the Democratic nominee for Governor, was president of the corpora-

tion and a holder of forty-five shares of stock. The other stockholders were Harriet W. Bundy, forty-five shares, and J. W. Bowman, ten shares.

Erie, Pa.—The Pennsylvania Rubber Co. has a new sales manager, Charles F. W. Kelly, who for several years was manager of the B. F. Goodrich Co.'s Detroit branch.

Falls Village, Conn.—David Darling has closed up his bicycle business and returned to his home in White Hollow.

Flint, Mich.—The deal whereby Flint secures the Imperial Wheel Co. of Jackson has been closed.

Grand Rapids, Mich.—The Cycloid Co. have sold out.

Greenwich, Conn.—A. M. Poindexter has entered into partnership with C. J. Ferris.

Hackensack, N. J.—J. Smith has purchased A. W. Fishbough's bicycle business.

Lemoore, Cal.—Clark Henry succeeds Eric Johnson.

Northampton, Mass.—Tidd, Bridges & Co. have gone out of business.

Pittsfield, Mass.—J. Alexander has removed to the Gates Building, Fenn Street.

Plattsburg, N. Y.—Honsinger & Jerry have sold out.

Pomona, Cal.—J. C. Johnson has sold out.

Port Jervis, N. Y.—C. Van Norris of the firm of Norris & Rutan, has bought out the entire interest of P. C. Rutan, and will hereafter conduct the business, and keep in stock a full line of all kinds of sporting goods, etc.

Southington, Conn.—E. W. Hazard succeeds G. W. Smith.

Springfield, Mass.—The Millard & Wilbur Co. (not incorporated) are selling out.

Syracuse, N. Y.—The Bretz Cycle Mfg. Co. have leased from E. C. Stearns & Co. 45,000 square feet of space and power at the Stearns plant on Oneida Street for the manufacture of bicycles. J. S. Bretz, proprietor of the firm, has already a large amount of machinery in place, and will commence operations within a short time.

Toledo, O.—L. H. Bill, long with H. A. Lozier & Co., has engaged with the E. R. Thomas Motor Co., Buffalo.

Upper Alton, Ill.—C. N. Streeper succeeds I. N. Streeper & Son.

Vineland, N. J.—A. L. Aumack has purchased the Ross store, at Sixth and Landis Streets.

Wallingford, Conn.—R. E. Badger & Co. have closed for the season.

Wichita, Kan.—Mausselman Bros., whose stock of bicycles and sporting goods was partly destroyed by fire, have opened again. The stock was fully insured for \$5000.

Worcester, Mass.—Albert Perkins, long superintendent of the Lamb Mfg. Co., has engaged with the Reed & Curtis Machine

Screw Co., and will represent them on the road.

### Recent Embarrassments.

New Britain, Conn.—Doherty & Lavoie have been closed by the sheriff.

New York, N. Y.—Luther H. Porter of East Orange and James M. Gilmour of New York, partners under the firm name of Porter & Gilmour, dealers in and manufacturers of bicycles and sundries at 16 Warren Street, have filed a petition showing the firm's liabilities of \$3,346.63; no assets.

### Recent Fires.

Browns Valley, Minn.—Wm. Redetzke, Elizabeth City, N. C.—Peter Spire; loss small

Florence, S. C.—J. D. Trevathan.

Hartford, Conn.—F. I. Peer's bicycle shop has been damaged by fire.

Ionia, Mich.—Fire in the bicycle store of A. P. Crell & Co. has caused \$1200 damage; fully insured.

Steelton, Pa.—Keller & Mumma, loss \$300.

Wichita, Kan.—Mausselman Bros., North Main Street; insured.

### Recent Burglaries.

East Orange, N. J.—Frederick L. Knapp, 340 Main Street, two bicycles stolen.

### Miscellaneous.

Elmira, N. Y.—The Frank E. Bundy Lamp and Sundry Co. are anxious that it be not confounded with the Frank E. Bundy Lamp Co., whose dissolution has been announced. Each was a separate corporation, and the winding up of the one in no way affects the Lamp and Sundry Co., which will continue as heretofore.

New York, N. Y.—At the adjourned meeting of the directors of the American Bicycle Co. held in the company's offices in the Park Row building, officers were elected for the ensuing year. No change was made in the old board in the executive committee, George F. Crane taking the place left vacant by the death of R. Philip Gormully. Officers are: R. Lindsay Coleman, president; George Pope, vice-president; J. E. Bromley, second vice-president; T. F. Merseles, third vice-president; A. L. Garford, treasurer; C. W. Dickerson, secretary; R. L. Coleman, H. A. Lozier, A. A. Pope and George F. Crane, executive committee.

Pottstown, Pa.—The annual meeting of the stockholders of the Light Cycle Co. has been held at their office, Union and Queen Streets. The election of officers was as follows: President and superintendent, W. I. Grubb; vice-president, J. S. Wagner; secretary and treasurer, E. S. Fretz. The result of the election of directors was as follows: W. I. Grubb, E. S. Fretz, M. A. Mory, H. B. Christian and J. S. Wagner

ESTABLISHED 1840.

**Luther Boardman**

EAST HADDAM, & SONS

MANUFACTURERS  
OF AND ELECTRO PLATERS  
NICKEL SILVER  
FLAT TABLE WARE.

SPOONS, FORKS,  
BUTTER KNIVES ETC.

ALSO  
BRITANNIA SPOONS,  
QUALITY GUARANTEED.

THESE GOODS HAVE  
BEEN BEFORE THE PUBLIC  
FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPURCHASED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
UNEQUALLED DURABILITY.  
ASK FOR THEM AND TAKE NO OTHER

## Columbian 1000-Shot Air Rifle.

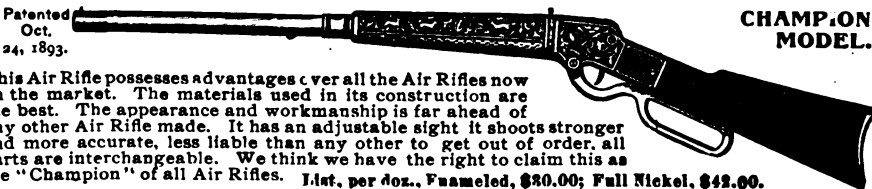
Patented  
Oct.  
24, 1893.

CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Framed, \$30.00; Full Nickel, \$42.00.

Write for Discounts to Trade.

WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.



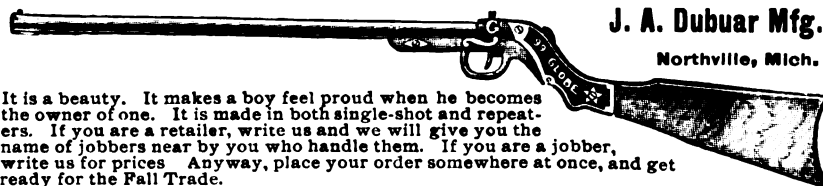
## THE GLOBE AIR RIFLE,

MANUFACTURED BY

J. A. Dubuar Mfg. Co.

Northville, Mich.

It is a beauty. It makes a boy feel proud when he becomes the owner of one. It is made in both single-shot and repeaters. If you are a retailer, write us and we will give you the name of jobbers near by you who handle them. If you are a jobber, write us for prices. Anyway, place your order somewhere at once, and get ready for the Fall Trade.



## THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

The Champion Safety Lock Co.,  
CLEVELAND, OHIO.



**\$6.95 TO \$99.75**

At from \$6.95 for a 100-pound house safe to \$99.75 for a very large double outside and double inside door bank or public office safe, we sell the HIGHEST GRADE FIREPROOF COMBINATION LOCK SAFE MADE, letter your own or firm name on, and ship to anyone any place in the United States, payable after received. For \$23.95 we sell a good size safe for any store, office, factory, shop or hotel. We will save you more than one-half in price. For full particulars, special safe catalogue, special pay-after-received offer, etc., cut this notice out and mail to us. Address, SEARS, ROEBUCK & CO., CHICAGO.

**THE BEST FENCE.**

The best fence for farm and poultry purposes. . . Also Gates and Lawn Fencing. Get our prices and Catalogue. . . .

**DETROIT FENCE CO.,**  
Box A, 18 Atwater St. E., DETROIT, MICH.

ESTABLISHED 1774.

**HIGH GRADE AUGER BITS.**  
(BLACK TWIST)

**JOB T. PUGH, PHILADELPHIA.**

## RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co. Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

## Gasoline Motors,

One to Seven H. P.

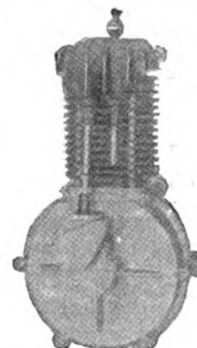
Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches  
and Other Purposes.

ADVANCE

BICYCLE MOTOR.



Also Complete Sets of Castings and Working Drawings for Constructing these Motors.

**Lowell Model Works**

Box 292. LOWELL, MASS.

## Hardware Dealers, Do You Know

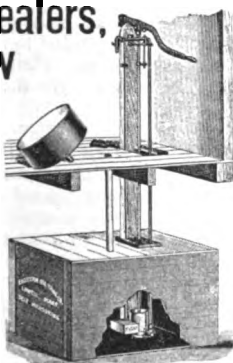
That if you are in need of a Self measuring Oil Tank, you will save big money by purchasing the Best, Simplest and Cheapest,

"The Eastern."

Send for catalogue, containing price and points of merit.

All Outfits Warranted.

**Eastern Oil-Tank Co.**  
146 Fletcher St., Lowell, Mass.



SOMETHING NEW!

## Mould and Ladle, Combined,

For Casting Vise Jaws.

Also made for Casting Soft Hammers.



Price, complete, with One Pair Jaws for 4-inch Vise, \$1.50.

CHARLES H. FIELD, 113 Point Street, Providence, R. I.

ESTABLISHED 1872.

**The R. Woodman Mfg. & Supply Co.**

Manufacturers  
And Dealers in  
Railway and Mill  
Supplies.

Send for Catalog.  
63 Oliver St., Boston, Mass., U. S. A.

## SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized and Tinned Nails, Boat Nails, Spikes, Round Iron Rods, etc.

**Slating and Roofing Nails, Slaters' Tools.**

Copper Nails and Tacks.

279 PEARL ST.,

NEW YORK.



**IRON & WIRE FENCING**  
ELLIS & HELFENBERGER,  
500 SENATE — INDIANAPOLIS, IND.



Prison, House and Stable Work;  
JOIST HANGERS;  
LAWN FURNITURE;  
FENCING, ETC.  
**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.



**RIVETS and WIRE NAILS.**  
C. C. & E. P. TOWNSEND,  
New Brighton, Penn.

**CHILTON PAINT CO.,**  
69 Cortlandt Street,  
NEW YORK.



**PRIEST'S CLIPPERS**  
Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.



SEAMAN'S PAT.  
SEPT. 7, 98  
**The POSITIVE EXPANSION BOLT.**  
D. C. SEAMAN & CO.,  
1638 Hutchinson St., Philadelphia, Pa.  
FOR SALE BY  
NEAL & BRINKER, 18 Warren St., N. Y.  
It has been the aim of the inventor to overcome  
the great existing evil of a bolt slipping in its  
fastenings and the object has been achieved.  
—SEND FOR PRICE LIST.—

**ROBERT MURRAY,**  
24 Duane St.,  
New York City.  
**General Hardware**  
Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES**, twenty-five cents per line.

#### Help Wanted.

**BUILDERS' HARDWARE SALESMAN.**—One of good address, thoroughly familiar with the business, and capable of making correct estimates from architects' plans and specifications; one who is acquainted with the architects in New York City preferred. Address, stating experience and salary expected, N. Y. O., care **HARDWARE**, 275 Broadway, New York. 126

**CUTLERY GRINDER.**—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

**HARDWARE SALESMEN.**—Experienced Hardware salesman for Greater New York to sell staple line of Hardware. Also salesman traveling New York State and one traveling New England States to take line, as a side line, on liberal commission. Address **STAPLE**, care **HARDWARE**, 275 Broadway, New York. 97

**PUMP SALESMAN.**—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address X, care **HARDWARE**, 275 Broadway, New York. 87

**SALESMEN** to sell a fine line of goods to Hardware and implement trade. Big commissions. **ULRICH MFG. CO.**, 112 River Street, Rock Falls, Ill.

**TRAVELING SALESMAN.**—By a New York City jobbing house, a travelling salesman, thoroughly posted in general Hardware, to sell goods in New York, New Jersey and New England States. Address, stating experience and salary expected, O. W. O., care **HARDWARE**, 275 Broadway, New York. 125

**TWO TINNERS**, familiar with bicycle repairing, who can also assist as clerks. \$20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

#### Situations Wanted.

**BUILDERS' HARDWARE.**—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address Z. H., care **HARDWARE**, 275 Broadway, New York. 98

**COMPETENT BOOK-KEEPER**, can handle correspondence and office work in general, desires position with reliable house, with a view of growing up in the business. First-class reference. **RELIABLE**, 143 Montague Street, Brooklyn, N. Y.

**COMPETENT HARDWAREMAN**, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care **HARDWARE**, 275 Broadway, New York. 73

#### Situations Wanted.

**CUTLERY MAN**, now off the road and in retail Hardware trade, has sold out, and desires to travel again for cutlery, general Hardware, or any first-class line, or would be house salesman. Address **WM. A. STEWART**, Denton, Md. 81

**EXPERIENCED ACCOUNTANT.**—By a young man of nineteen years' experience in Hardware, stoves, etc., for himself. Speaks English and German, is an accountant, would accept any good position. Best of references. Address Box 1105, Millheim, Pa. 118

**EXPERIENCED HARDWAREMAN.**—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address **AMBITIOUS**, care **HARDWARE**, 275 Broadway, New York. 66

**EXPERIENCED MANAGER**, eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address **J. H. G.**, care **HARDWARE**, 275 Broadway, New York. 117

**EXPERIENCED MANAGER.**—Position wanted by an **AI** Hardwareman, who means business, as manager of a retail Hardware store, or partner with party who has capital to invest, and wants a thoroughly experienced man to run business. First-class references given as to ability and character. Address **S. H. F.**, care **HARDWARE**, 275 Broadway, New York. 84

**EXPERIENCED PATTERN MAKER.**—Position by an experienced and up-to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address **PATTERN MAKER**, 447 Norman St., Bridgeport, Conn. 76

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

**EXPERIENCED SALESMAN**, traveled Washington, Maryland, Virginia and Philadelphia (Pa.) for twenty years, is open for engagement. Commission preferred. Best of references. Address **BECKER**, 928 N. Bond Street, Baltimore, Md. 124

**EXPORT.**—I would be glad to make a connection with any wholesale Hardware, mill supply, machinery, or agricultural implement house, or in fact any large house that does an export business, with the idea of developing their export trade, for which there is good opportunity at the present time. First-class experience and references. Address **H. F. F.**, care **HARDWARE**, 275 Broadway, New York. G

**GENERAL MANAGER.**—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. At references as to character, honesty and ability from the best Hardware houses in New York City. Address **WM. BRAUNSDORF**, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first-class and up-to-date man. At references. Address **REX**, P. O. Box 142, Atlanta, Ga. 134

## Situations Wanted.

**HARDWARE CLERK.**—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address CLERK, care HARDWARE, 275 Broadway, New York. 131

**HARDWARE DRUMMER.**—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address DRUMMER, care HARDWARE, 275 Broadway, New York. 132

**HARDWARE SALESMAN.**—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

**HARDWAREMAN.**—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MOCK, Box 142, Atlanta, Ga. 95

**HARDWARE CLERK.**—Young man with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

**OFFICE ASSISTANT.**—Situation as office assistant in wholesale house. Can furnish A1 reference as to character, etc. Salary, \$6.00 week. Address J. E. K., care HARDWARE, 275 Broadway, New York. 100

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

**SALESMAN.**—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

**SALESMAN.**—A1 salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

**SHOP FOREMAN.**—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN.**—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

**SALESMAN,** now selling the Hardware and housefurnishing trades in the small towns of New York and New Jersey, is open to handle one or more good lines on commission. Metal lines preferred. Address IWANTA, care HARDWARE, 275 Broadway, New York. 112

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN,** thoroughly acquainted with the jobbing and large retail trade of the United States and Canada, wants position with factory. Address H. C., Box 1, Middletown, N. Y.

**WANTED,** by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

## Situations Wanted.

**YOUNG MAN,** who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE, 275 Broadway, New York. 110

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

**WE GIVE** exclusive territory to live Hardwaremen for the sale of our gasoline lamp. We are the first people to manufacture practical pressure gasoline lamps. Liberal terms. Write for particulars. Address MARTIN & MOREHEAD, 53 W. Washington Street, Chicago, Ill. 115

## Side Line Offered.

**COMMISSION SALESMEN,** now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG. CO., Cleveland, Ohio. a

**TRAVELING SALESMEN WANTED** for every State and Territory in the Union to sell a new article as a side line to Hardware and housefurnishing goods trade. Good commission. Address Box 298, Dubuque, Iowa. 133

**TRAVELING SALESMEN WANTED** to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BRUCLER, Stryker, Ohio. 78

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## Side Line Wanted.

**TRAVELER,** representing well-known factory, desires a side line, on salary or commission. Address HIGH GRADE, care HARDWARE, 275 Broadway, New York.

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 70 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

## Wanted to Purchase.

**PLATING OUTFIT.**—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

## Wanted, to Manufacture.

**NOVELTY WANTED.**—A novelty for the Hardware or bicycle trade. Have all the facilities to manufacture and sell, or act as sales agents. Address THE KIRKPATRICK SADDLE CO., Springfield, Ohio. 130

## Agency Wanted.

**RIVER PLATE** firm with first-class connections, and many years' experience of that market, desires to obtain agencies for American goods. Highest references given. Address, in first instance, RIVER PLATE, care HARDWARE, 275 Broadway, New York. 129

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## To Rent.

**THIRD LOFT, 25x100 FT., CORNER CHAMBERS AND CHURCH STS.,** in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.



WRITE FOR QUOTATIONS

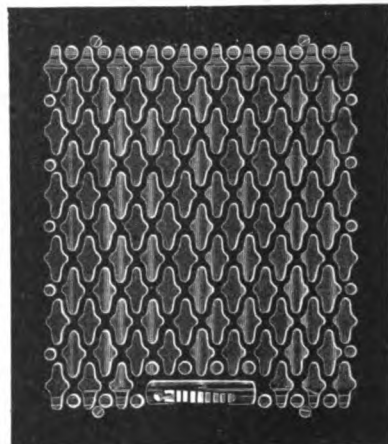


**FANCY BOX CATCHES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N. Y.  
 —MANUFACTURERS OF—  
**METAL GOODS IN BRASS, BRONZE AND TIN**  
**LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS.**  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

## Sheet Steel Registers AND Ventilators.



Made of Sheet Steel.  
**ABSOLUTELY NON-BREAKABLE.**

*Excels all others in Strength, Air Capacity, Workmanship and Finish.*

Full line of sizes.

Finished in various styles.

Let us tell you about them.

Catalog and Prices upon application.

**The Canton Steel Roofing Co.**

Manufacturers,

**CANTON, OHIO.**



## IMPROVED YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial.

**BEST IN THE WORLD.**

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

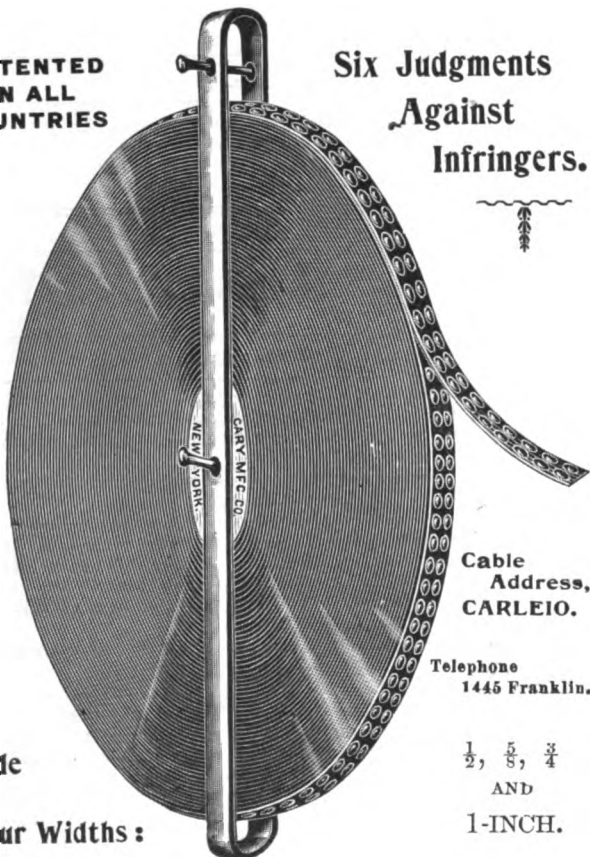
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**AMERICAN CUTLERY CO., Chicago, Ill.**

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
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Six Judgments  
 Against  
 Infringers.



Made  
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 Four Widths:

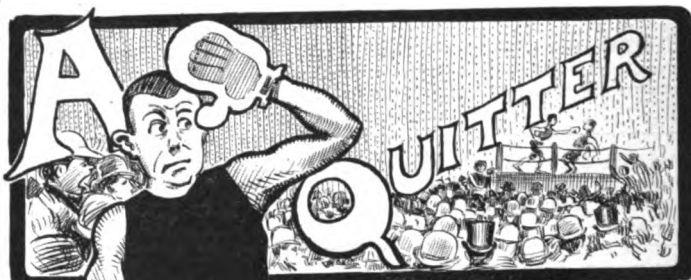
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$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH.

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



Everybody hates

**"A QUITTER."**

The Jobbers and Dealers know who are the "Quitters" in the bicycle tire business and they know that the makers of

# GOODYEAR TIRES

are finish fighters.

Be on the winning side and handle our tires. There is profit in them.

**THE GOODYEAR TIRE & RUBBER CO., Akron, O.**

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

|                                         |             |                                     |        |
|-----------------------------------------|-------------|-------------------------------------|--------|
| <b>Adzes—</b>                           |             | <b>Orange, Special,</b>             |        |
| House Carpenters, Ogden's .....         |             | Nos. 1 and 2, in kegs of 25 lb. . . | 5.00   |
| Ship Carpenters " .....                 | 50%         | Nos. 1 and 2, in ½ kegs of          | 2.75   |
| Railroad " .....                        |             | 12½ lb.                             |        |
| <b>Ammunition—</b>                      |             | Nos. 1 and 2, in ¼ kegs of          | 1.50   |
| <b>CAPS, PERCUSSION—# 1000—</b>         |             | 6¼ lb.                              |        |
| U. M. C. Co., trimmed edge .....        | 40c         | Orange Rifle "Extra,"               |        |
| U. M. C. Co., ground edge, heavy .....  | 50c         | F, FF, FFF, in kegs of 25 lb. . .   | 4.00   |
| Musket, Waterproof, 1-10's .....        | 60c         | F, FF, FFF, in ½ kegs of            | 2.25   |
| G. D. " .....                           | 85c         | 6¼ lb.                              |        |
| <b>CARTRIDGES—</b>                      |             | F, FF, FFF, in ¼ kegs of            | 1.25   |
| Rim Fire Cartridges .....               | 50%         | Meal Powder,                        |        |
| Rim Fire Military .....                 | 15%         | In kegs of 25 lb. . .               | 4.00   |
| Cent. Fire, Pistol and Rifle .....      | 25&5%       | Shipping Powder,                    |        |
| Cent. Fire, Military and Sport-         |             | CC, C, F, FF, FFF, FFFF,            |        |
| ing .....                               | 15&5%       | FFFFF, FFFFFFFF, in kegs            | 2.65   |
| Blank Cartridges, 32 cal. ....          | 10&5%       | of 25 lb. . .                       |        |
| Blank Cartridges, 33 cal. ....          | 10&5%       | Blasting and Mining, "A,"           |        |
| Primed Shells and Bullets .....         | 15&5%       | CC, C, F, FF, FFF, FFFF,            |        |
| B. B. Caps, Round Ball .....            | 25&10%      | FFFFF, FFFFFFFF, in kegs            |        |
| B. B. Caps, Con. Ball, 8wgd. ....       | net         | of 25 lb. . .                       |        |
| <b>PRIMERS—</b>                         |             | Blasting and Mining, "B,"           |        |
| Berdan Primers .....                    | 5%          | CC, C, F, FF, FFF, FFFF,            |        |
| B. L. Caps (for Sturtevant Shells) ..   | 5%          | in kegs of 25 lb. . .               |        |
| All other Primers .....                 | 10%         | Fourth of July Powder,              |        |
| <b>SHELLS—</b>                          |             | In kegs of 25 lb. . .               |        |
| First quality, 4, 8, 10 and 12 gauge .. | 35%         | Lafin & Rand Smokeless,             |        |
| First quality, 14, 16 and 20 gauge ..   | 30%         | 10-Can Drums .....                  | 9.00   |
| New Club, New Rival and Climax          |             | Single Canisters .....              | 1.00   |
| brands, 10 and 12 gauge .....           | 38½%        | Discounts on application.           |        |
| Primrose Club .....                     | 15%         | <b>CANISTER POWDER—</b>             |        |
| Nitro .....                             | 15%         | E. I. Du Pont De Nemours & Co.:     |        |
| High Ball .....                         | 15%         | In cases of 25 each. Each           |        |
| Smokeless .....                         | 38½&10%     | Crystal Grain, Nos. 1, 2, 3 and     |        |
| Acme .....                              | 38½&10%     | 4, in canisters of 1 lb. . .        | \$ .75 |
| Brass Shot Shells, 1st quality .....    | 60%         | Eagle Duck Shooting, Nos. 1, 2      |        |
| Brass Shot Shells, Club, Rival and      |             | and 3, in canisters of 1 lb. . .    | .45    |
| Climax .....                            | 65%         | Eagle Duck Shooting, Nos. 1, 2      |        |
| <b>SHELLS, LOADED—</b>                  |             | and 3, in canisters of ¼ lb. . .    | .30    |
| "New Club," Black Powder .....          | 40&5%       | Eagle Rifle and Superfine Sport-    |        |
| "New Rival," Black Powder .....         | 40&5%       | ing, in canisters of 1 lb. . .      | .45    |
| "Smokeless," Nitro Powder, .....        | 40&10&10&5% | Du Pont Rifle, Fg, Ffg and          |        |
| "Acme," Dense Nitro Powder, .....       | 40&10&10&5% | FFFg, in canisters of 1 lb. . .     | .25    |
| "Trap," Nitro Powder .....              | 40&10&10&5% | Du Pont Rifle, Fg, Ffg and          |        |
| <b>GUN WADS—# 1000—</b>                 |             | FFFg, in canisters of ¼ lb. . .     | .15    |
| B. E., 11 up .....                      | \$ .60      | Du Pont Rifle, Fg, Ffg and          |        |
| B. E., 9 & 10 .....                     | .70         | FFFg, in canisters of ¼ lb. . .     | .12    |
| B. E., 8 .....                          | .80         | <b>KEG POWDER—</b>                  |        |
| B. E., 7 .....                          | .80         | Eagle Duck Shooting, Nos. 1, 2      |        |
| P. E., 11 up .....                      | 1.00        | and 3, in kegs, 25 lb. . .          | \$8.00 |
| P. E., 9 & 10 .....                     | 1.25        | Eagle Duck Shooting, Nos. 1,        |        |
| P. E., 8 .....                          | 1.50        | 2 and 3, in kegs, 12½ lb. . .       | 4.25   |
| P. E., 7 .....                          | 1.50        | Eagle Duck Shooting, Nos. 1, 2      |        |
| <b>SHOT—</b>                            |             | and 3, in kegs, 6¼ lb. . .          | 2.25   |
| Tatham Bros., List June 11, 1900: # bag |             | Du Pont Rifle, FFFg, Ffg, and       |        |
| Drop Shot, sizes smaller than B,        |             | "Sea Shooting" Fg, in kegs,         |        |
| 25-b bags .....                         | \$1.40      | 25 lb. . .                          | 4.10   |
| Drop Shot, sizes smaller than B,        |             | Du Pont Rifle, FFFg, Ffg and        |        |
| 5-b bags .....                          | .85         | "Sea Shooting" Fg, in kegs,         |        |
| Drop Shot, B and larger sizes,          |             | 6¼ lb. . .                          | 2.25   |
| 25-b bags .....                         | 1.65        | "V. G. P." for Trap Shooting,       |        |
| Drop Shot, B and larger sizes,          |             | in kegs, 25 lb. . .                 | 4.00   |
| 5-b bags .....                          | .40         | "V. G. P." for Trap Shooting        |        |
| Buck Shot, 25-b bags .....              | 1.65        | in kegs, 12½ lb. . .                | 2.25   |
| Buck Shot, 5-b bags .....               | .40         | "V. G. P." for Trap Shooting,       |        |
| Chilled Shot, 25-b bags .....           | 1.65        | in kegs, 6¼ lb. . .                 | 1.25   |
| Chilled Shot, 5-b bags .....            | .40         | Choke Bore, Nos. 5 and 7, in        |        |
| Dust Shot, 25-b bags .....              | 2.10        | kegs, 25 lb. . .                    | 5.00   |
| Dust Shot, 5-b bags .....               | .50         | Choke Bore, Nos. 5 and 7, in        |        |
| <b>POWDER—</b>                          |             | kegs, 12½ lb. . .                   | 2.75   |
| Lafin & Rand Powder Co.:                |             | Choke Bore, Nos. 5 and 7, in        |        |
| <b>CANISTER POWDER—</b>                 |             | kegs, 6¼ lb. . .                    | 1.50   |
| Orange Lightning, .....                 | Each        | Mealed Powder, in kegs, 25 lb. .    | 4.00   |
| Nos. 1, 2, 3, 4, 5, 6, 7, in canis-     |             | Shipping Powder, F, FF, FFF,        |        |
| ters of 1 lb. . .                       | .75         | FFF and FFFFF, in kegs,             |        |
| Orange Ducking, .....                   | .45         | 25 lb. . .                          | 2.25   |
| Orange Rifle "Extra,"                   |             | Mining and Blasting Powder,         |        |
| 1 lb. . .                               | .25         | (A), C, F, FF, FFF, FFFF,           |        |
| F, FF, FFF, in canisters of             |             | in kegs, 25 lb. . .                 | 2.25   |
| ¼ lb. . .                               | .15         | Mining and Blasting Powder,         |        |
| F, FF, FFF, in canisters of             |             | (B), C, F, FF, FFF, FFFF,           |        |
| ¼ lb. . .                               | .12         | in kegs, 25 lb. . .                 | 1.50   |
| <b>KEG POWDER—</b>                      |             | Du Pont Sporting Powder, for lots   |        |
| Orange Ducking, .....                   |             | 1000 lb 10% discount:               |        |
| Nos. 1, 2, 3, 4, 5, in kegs of          |             | Du Pont Smokeless Shotgun           |        |
| 25 lb. . .                              | 8.00        | Powder:                             |        |
| Nos. 1, 2, 3, 4, 5, in ¼ kegs           |             | Kegs, equal in bulk to 25 lb        |        |
| of 12½ lb. . .                          | 4.25        | Black Powder .....                  | 22.00  |
| Nos. 1, 2, 3, 4, 5, in ¼ kegs of        |             | Half kegs, equal in bulk to         |        |
| 6¼ lb. . .                              | 2.25        | 12½ lb Black Powder .....           | 11.25  |
|                                         |             | Quarter kegs, equal in bulk to      |        |
|                                         |             | 6¼ lb Black Powder .....            | 5.75   |
|                                         |             | Canisters, equal in bulk to         |        |
|                                         |             | 1 lb Black Powder .....             | 1.00   |
|                                         |             | Du Pont Smokeless Rifle             |        |
|                                         |             | Powder No. 1, equal in bulk         |        |
|                                         |             | to 1 lb Black Powder .....          | 1.04   |
|                                         |             | Du Pont Smokeless Rifle             |        |
|                                         |             | Powder No. 2, equal in bulk         |        |
|                                         |             | to 1 lb Black Powder .....          | 1.00   |

Du Pont U. S. 50 Calibre  
Smokeless Rifle Powder,  
per lb. 1.25  
Discounts on application.

**Animal Pokes—**

Iowa Farming Tool Co.: # doz. 3.25  
Hawkeye ..... 3.75 || Western ..... |  |

**Anti-Rattlers—**

Fernald, Wire ..... 50&10% || Burton's ..... | 50&10% |
| Gem ..... | 60% |
| Steel Drive ..... | 40% |
| Kohler's ..... | # gro. |
| Invisible, No. 3 ..... | \$6.00 |
| Perfect, No. 2 ..... | 7.00 |
| Bolt Holder, No. 1 ..... | 9.00 |

**Anvils—**

American "Horse-Shoe" ..... 94c || Armitage's Mouse Hole ..... | 94c |
| Cincinnati ..... | 25&10% |
| Eagle Anvils, # lb 9c. .... | 15&15&5% |
| Hay Budden, Wrought ..... | 84c |
| Peter Wright's ..... | 94&1014c |
| Samson ..... | 40&10% |
| Trenton ..... | 1c |

**ANVIL AND VISE COMBINED—**

Cheney Anvil and Vise ..... 40% || Holt's ..... | 40&40&10% |
| Millers Falls (with drill), \$18.00 .. | 15% |

**Augers and Bits—**

Boring Machine ..... 60&60&10% || Com. Auger Bits ..... | 60&60&10% |
| Cooks: |  |
| Augers ..... | 50&50&10% |
| Augers, Millwrights ..... | 45% |
| Auger Bits ..... | 60&50&10&5% |
| Car Bits ..... | 45% |
| Forstner Pat. Bits ..... | 25% |
| C. E. Jennings & Co.: |  |
| Double Spur pattern car, No. 30. . | 50% |
| Nobles Double Spur, No. 32. . . | 50&10% |
| No. 10 Extension Lip ..... | 40% |
| No. 10 Extension Lip Car Bit ..... | 40% |
| Car Bits, No. 10 ..... | 40% |
| Car Bits, No. 30 ..... | 50% |
| Ring Augers ..... | 70% |
| Jennings' Pattern ..... | 50&10% |
| Job T. Pugh's, Black ..... | 20% |
| Job T. Pugh's, Jennings Pat. .... | 35% |
| Snell's Ship Auger Pattern Car |  |
| Bits ..... | 30&10% |
| Swan's: |  |
| Jennings' Pattern Auger Bits ..... | 60% |
| Jennings' Pattern Car ..... | 4% |
| Jennings' Pattern Machine ..... | 25% |
| Russell Jennings' Augers and Bits. | 25&10&2½% |

**HOLLOW AUGERS—**

Ames ..... 25&10% || Bonney's Adjustable, No. 4, \$24.00. | 25&10% |
| Cincinnati Nos. 1, 2 and 3 ..... | 25&10% |
| Douglasse' ..... | 25&10% |
| Ives ..... | 25&10% |
| Millers Falls, Goodell ..... | 15&7½% |
| Swan's ..... | 40% |
| Universal, each \$4.50 ..... | 20% |

**EXPANSIVE BITS—**

C. E. Jennings & Co. .... 33½% || Clark's small, \$18 ..... | 50&10% |
| Clark's large, \$25 ..... | 50&10% |
| Ives' Model, # doz. \$60 ..... | 50% |
| Swan's ..... | 50&10% |

**DOUBLE CUT GIMLET BITS—**

Common ..... 40&10&50% || Mayhew's Diamond # doz. \$1.25 .. | 40% |
| Swan's ..... | 40% |
| C. E. Jennings & Co. .... | 45% |
| Ladd's ..... | 60&10% |
| Mayhew's ..... | 40&10% |
| Snell's ..... | 40&10% |
| Snell's Bell Hangers ..... | 50% |

**BIT STOCK DRILLS—**

Cincinnati Tool Co., for wood, 40&10%  || for metal, 60% |  |
| Cleveland Wood Bits for Braces .. | 50&10% |
| Detroit ..... | 60% |
| K. & F. .... | 60&10% |
| Morse ..... | 50&10% |
| Swan's, for wood ..... | 40&10% |
| Syracuse, for wood ..... | 40% |

**TWIST DRILLS—**

Cleveland ..... 60&10% || K. & F. Straight Shank ..... | 60&10% |
| Morse Straight Shank ..... | 50&10% |
| New Process ..... | 60&10% |
| Standard ..... | 60&10% |
| Standard Oil Tube Drills ..... | 15% |
| Syracuse ..... | 60&10% |
| W. & B. Diamond ..... | 60&5&60&10% |
| W. & B. Universal Self-Oiling ..... | 10% |

**SHIP AUGERS AND BITS—**

L'Honnmedieu's ..... 15&15&10% || Snell's ..... | 30&10% |
| Watrous' ..... | 38½% |

**Awl and Auger Handles—**

See Handles.

**Awls—**

Handled Brad ..... 40&10% || Handled Scratch ..... | 40&10% |
| Patent Peg ..... | 50% |
| Sewing, Com. .... | 88c&\$1.00 |
| Shouldered Peg ..... | 50% |
| Shouldered Brad ..... | 50% |
| Socket Scratch # doz. .... | \$1.00 |
| Stanley Rule & Level: |  |
| Handled Brad ..... | 30&10% |
| Patent Pegging ..... | 50&50&10% |

**Awl and Tool Sets—**

Aiken's Awls and Tools:  || No. 10, # doz. \$7.50; No. 20, # doz. | \$10. |
| Brad Sets: |  |
| No. 42, \$10.50; No. 43, \$12.50. .... | 70% |
| Fray's Adj. Tool Hdl's., Nos. 1, \$12; |  |
| 2, \$18; 3, \$12; 4, \$9; 5, \$7. .... | 50% |
| Ice Awls ..... | 55% |
| Millers Falls Adj. Tool Holders: |  |
| Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18. | 15&15&10% |
| C. E. Jennings & Co.'s Adjustable |  |
| Tool Handles ..... | 33½% |
| Stanley's Excelsior, No. 1, \$7.50; |  |
| No. 2, \$4.00; No. 3, \$5.50. .... | 30&10% |

**Axes—**

First quality, best brands ..... \$6.50&7.00 || First quality, other brands ..... | 6.00&6.50 |
| Beveled, add 25c. # doz. |  |

**HATCHETS—**

Hunt's Underhill's or Blood's .. 40&10% || Peck's: |  |
| Champion Blade ..... | 45% |
| Empire Brand ..... | 50&10% |
| Fayette R. Plumb: |  |
| Broad, New List ..... | 33½&2½% |
| Lathing ..... | 33½&5% |
| Shingling ..... | 33½&5% |
| Warehouse ..... | 33½&5% |
| Vulcan Tool Co. .... | 40&5% |
| D. Simmons & Co.: |  |
| Broad ..... | 50&5% |
| Shingling and Claw ..... | 50% |
| Lath, Hunters', etc. .... | 40&10% |
| M. C. Ogden's: |  |
| Broad ..... | 40% |
| Shingling, Claw, etc. .... | 50% |
| Handled ..... | 40&10% |
| Boys ..... | 50% |

**Axle Grease—**

Dixons' "Everlasting":  || 1-lb box ..... | 15 |
| 2-lb box ..... | 25 |
| 10-lb pail ..... | \$1.30 |
| 25-lb keg ..... | 2.75 |
| 50-lb keg ..... | 5.00 |

**Balances—**

Chatillon's:  || Light, Class A ..... | 40&10% |
| Circular Balances, Class C ..... | 50% |
| Ice Balances, Class B ..... | 50% |
| Straight Balances, Class A1 and A2 .. | 40% |
| Large Dial, Class D ..... | 30% |

**Balances, Sash—**

Pullman's ..... 50&10&60% |

**Barn Door Hangers—**

See Hangers.

**Barrel Drainers—**

National ..... 30% |

**Beef Shavers—**

Enterprise:  || Japanned, each, \$7.50 ..... | 25&30% |
| Tinned, each, \$9.00 ..... | 25&30% |

**Bells—****HAND—**

Extra Heavy Brass ..... 60&10% || Light Brass ..... | 65&10% |
| Eastlake ..... | 60&10% |
| Pure Bell Metal ..... | 55% |
| Globe (Cone's Patent) ..... | 35% |
| Silver Chime ..... | 35% |
| White Metal ..... | 65&5% |

**DOOR—**

Trip, Gem ..... 40% || Alarm, Abbe's ..... | 40% |
| Alarm, Yankee ..... | 50% |
| Gong, Abbe's ..... | 40% |
| Gong, Yankee ..... | 50% |
| Lever, R. & E. Mfg. Co.'s ..... | 50&10% |
| Multi-Stroke ..... | 40% |
| New Departure ..... | 45&50% |

**COW—**

Common Wrought ..... 70% || Kentucky ..... | 70&70&10% |
| Kentucky, Sargent's List ..... | 70% |
| Texas Star ..... | 50% |
| Western, Sargent's List ..... | 70% |

**Bellows—**

Blacksmiths' ..... 60&10&5% || Hand ..... | 25&18% |
| Moulders' ..... | 25&10% |

**Belting, Rubber—**

Boston Belting Co.:  || "Boston" ..... | 50% |
| "Imperial," seamless, stitched ..... | 40% |
| Cleveland Rubber Co.: |  |
| Buckeye ..... | 60&10% |
| Shield High Grade ..... | 50&10% |
| War. 2 XL ..... | 40% |

|                                |          |
|--------------------------------|----------|
| Common Standard                | 75&10%   |
| Extra                          | 60&10&5% |
| N. J. Car Spring & Rubber Co.: |          |
| Extra Para                     | 40&10%   |
| Reliable                       | 50&10%   |
| Staple                         | 60&10%   |
| Standard                       | 70&10%   |

**Bench Stops—**

|                                                   |        |
|---------------------------------------------------|--------|
| Cincinnati                                        | 25&10% |
| Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00 | 40&10% |
| Seymour Smith & Sons                              | 25&10% |
| Terrell's Nos. 1 and 2, \$9.00; No. 3, \$8.00     | 25%    |
| Miller's Falls                                    | 15&10% |
| Weston's                                          | 40%    |

**Blinder Twine—**

|                             |      |
|-----------------------------|------|
| White Sisal, 500 ft. to lb. | 8½c  |
| Standard, 500 ft. to lb.    | 8½c  |
| Manila, 600 ft. to lb.      | 11½c |
| Pure Manila, 650 ft. to lb. | 12½c |

**Bit Holders—**

|                          |        |
|--------------------------|--------|
| Angular                  | 45%    |
| Extension:               |        |
| Barber's, ½ doz. \$15.00 | 45&50% |
| Ives' ½ doz. \$20.00     | 60&10% |

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

|                          |          |
|--------------------------|----------|
| Domestic, ½ doz. \$3.00  | 33½%     |
| Excelsior ½ doz. \$10.00 | 50&10&2% |
| North's                  | 10%      |
| Zimmerman's              | 60%      |

**Blind Fastenings and Tenons—**

|                                            |        |
|--------------------------------------------|--------|
| Austin & Eddy ½ gro. sets                  | \$5.50 |
| Forhan's Improved Star Tenon ½ gro. \$1.00 | 25%    |
| Holt's Tenons                              | 70%    |
| Merriman's Brass Lever ½ gr. \$15.00       | 9.00   |
| Merriman's Iron Lever ½ gr.                | 9.00   |
| Miller's Falls ½ set \$1.00                | 15&10% |
| Security Gravity ½ gr.                     | \$9.00 |
| Washburne's Plate ½ gr.                    | 9.00   |
| Zimmerman's                                | 50%    |

**Blind Hinges—**

See Hinges.

**Blocks—**

|                                                                  |              |
|------------------------------------------------------------------|--------------|
| Chisholm & Moore Crane Load Blocks 15% Cleveland Block Co. Steel | 60&10&70%    |
| Eddy's                                                           | 60&10&70%    |
| Hartz's Steel                                                    | 60&60&10%    |
| Iron Strapped                                                    | 70%          |
| Rope Strapped                                                    | 60&10%       |
| L. V. Sheaves                                                    | 60%          |
| Lanes:                                                           |              |
| Junior, Self Sustaining                                          | 80%          |
| Pat. Automatic                                                   | 80%          |
| Perfect Safety                                                   | 80%          |
| Stowell, Novelty Block                                           | 60&10%       |
| Regular Iron Strapped Blocks                                     | 60&10&10&70% |

**Bolts—**

|                                        |           |
|----------------------------------------|-----------|
| DOOR AND SHUTTER—                      |           |
| Cast Iron Barrel, Square, &c.          | 50&10%    |
| Cast Iron Chain                        | 50&10%    |
| Cast Iron Shutter Bolts                | 45&10%    |
| Ives' Patent Door Bolts                | 60%       |
| Wrought Barrel                         | 60&60&15% |
| Wrought Square                         | 60&60&15% |
| Wrought Shutter, Standard list         | 40&10%    |
| Wrt Sunk Flush, Sargent's list         | 50&50&10% |
| Wrt Sunk Flush, Stanley's list         | 45&45&10% |
| Wrt B. K. Flush, Com'n, Stanley's list | 50&50&15% |
| Wrought Spring, Sargent's              | 75%       |

**CARRIAGE, MACHINE, &c.—**

|                                 |                 |
|---------------------------------|-----------------|
| Bolt Ends                       | 70&70&10%       |
| Machine                         | 70&10&70&10&10% |
| Carriage, Common                | 70&70&10%       |
| Norway Iron, list Oct. '84      | 75%             |
| Phila., Eagle, list June 1, '99 | 80%             |
| R. B. & W., \$2.40 list         | 70%             |
| Sleigh Shoe                     | 50&10%          |

**TIRE—**

|                                    |      |
|------------------------------------|------|
| American Screw Co.:                |      |
| Bay State, Pl'n, list Dec. 28, '99 | 65%  |
| Bay State, Fluted                  | 65%  |
| Eagle Phila., list Feb. 26, '96    | 77½% |
| Norway, Phila., list Feb. 26, '96  | 75%  |
| Common, list Dec. 28, '99          | 65%  |
| Norway, Phila.                     | 75%  |
| R. B. & W., Norway                 | 75%  |

**STOVE AND PLOW—**

|                          |        |
|--------------------------|--------|
| Plow                     | 50&10% |
| R. B. & W. Plow          | 50%    |
| Stove, list Dec. 28, '99 | 60%    |

**MISCELLANEOUS—**

|      |      |
|------|------|
| Sink | 62½% |
|------|------|

**Bone Mills.**

|            |        |
|------------|--------|
| Enterprise | 25&30% |
| Stearns    | 40%    |

**Borers, Bung.**

|                       |                        |
|-----------------------|------------------------|
| Enterprise            | 25&30%                 |
| Each                  | \$1.25, \$1.65, \$2.50 |
| Nos.                  | 1 2 3                  |
| C. E. Jennings & Co.: |                        |
| No. 6                 | 40%                    |
| No. 10                | 25%                    |

**Borers, Tap—**

|             |        |
|-------------|--------|
| Common Ring | 20&10% |
| Enterprise  | 25&30% |
| Ives        | 25&10% |

**Boring Machines—****WITHOUT AUGERS—**

|                      | Upright. | Angular. |
|----------------------|----------|----------|
| Douglass'            | \$2.75   | \$3.38   |
| Jennings'            | 3.00     | 3.75     |
| Miller's Falls       |          | 7.50 15% |
| Snell's, Rice's Pat. | 2.75     | 3.00     |

**Bow Pins—**

|           |        |
|-----------|--------|
| Hotchkiss | 60&10% |
|-----------|--------|

**Boxes, Mail.**

|          |       |
|----------|-------|
| Heller's | 40&5% |
|----------|-------|

**Box Strapping—**

|                                                   |  |
|---------------------------------------------------|--|
| Cary's "Universal," in case lots, 20&10&20&10&10% |  |
|---------------------------------------------------|--|

**Braces—**

|                               |              |
|-------------------------------|--------------|
| Barbers'                      | 50&10&60&10% |
| Barbers' Ratchet              | 60&60&10%    |
| Common Ball American          | 60&60&10%    |
| Ives':                        |              |
| Barbers'                      | 60&5%        |
| Barbers' Ratchet              | 60&60&10%    |
| New Haven Novelty             | 70%          |
| New Haven Ratchet             | 60&10%       |
| Spofford                      | 60&5%        |
| C. E. Jennings & Co.:         |              |
| No. 108&114½                  | 50&10%       |
| No. 208½&214½                 | 50&10%       |
| Lancaster Mach. & Knife Works | 40%          |
| Peck's (P. S. & W. Co.)       | 60&60&5%     |
| Gen. Spofford's               | 50&10&60%    |

**Brackets—**

|                              |        |
|------------------------------|--------|
| Door Screen                  | 60&10% |
| Shelf, Bradley's Patent      | 75%    |
| Shelf, Plain, Regular list   | 66½%   |
| Shelf, Fancy, Sargent's list | 40&10  |
| Window Screen Corner         | 60&10% |
| Reading, Plain               | 60%    |
| Reading, Rosette             | 60%    |

**Bracket Saw Frames—**

|                    |     |
|--------------------|-----|
| Miller's Falls Co. | 25% |
|--------------------|-----|

**Bracket Sets—**

|                    |      |
|--------------------|------|
| Miller's Falls Co. | 33½% |
|--------------------|------|

**Box Hooks, Openers and Scrapers—**

|                     |           |
|---------------------|-----------|
| Humason & Beckley's | 60&60&10% |
|---------------------|-----------|

**Bright Wire Goods—**

|                    |     |
|--------------------|-----|
| Standard. New list | 80% |
|--------------------|-----|

**Bull Rings—**

|                           |     |
|---------------------------|-----|
| Humason, Beckley & Co.'s  | 80% |
| Peck, Stow & Wilcox Co.'s | 60% |
| Sargent's                 | 80% |
| Seymour Smith & Sons      | 60% |

**Bull Punches—**

|                     |     |
|---------------------|-----|
| Humason & Beckley's | 25% |
|---------------------|-----|

**Bush Hooks—**

See Hooks.

**Butchers' Cleavers—**

|                             |         |
|-----------------------------|---------|
| Bradley's                   | 25&30%  |
| Beatty's                    | 40%     |
| Foster Bros. Flat Hds       | 30%     |
| Foster Bros. Round Hds      | 30%     |
| Lancaster Mach. & Knife Wks | 33½&40% |
| & I. J. White               | 25%     |
| New Haven Edge Tool Co.'s   | 40%     |
| P. S. & W.                  | 33½&5%  |

**Butcher Knives—**

See Knives.

**Butchers' Saw Blades—**

|                         |           |
|-------------------------|-----------|
| Miller's Falls Co. Star | 15&15&10% |
| C. E. Jennings & Co.    | 25&10%    |

**Butter and Cheese Triers—**

|                       |        |
|-----------------------|--------|
| Ordinary Black Handle | 25%    |
| Humason & Beckley's   | 25&10% |

**Butt and Rabbit Gauges—**

|           |        |
|-----------|--------|
| Stanley's | 25&10% |
|-----------|--------|

**Butts—****BRASS—**

|                               |           |
|-------------------------------|-----------|
| Cast Brass, Fast Joint        | 40&10&50% |
| Cast Brass, Ice House         | 40%       |
| Cast Brass, Loose Joint       | 40&10&50% |
| Wrought Brass, list Sept. '96 | 25&10%    |

**CAST IRON—**

|             |     |
|-------------|-----|
| Loose Joint | 70% |
|-------------|-----|

|                               |           |
|-------------------------------|-----------|
| Loose Joint, Japanned         | 70%       |
| Loose Joint, Jap. with Acorns | 70%       |
| Loose Pin                     | 70%       |
| Mayer's Hinges                | 70%       |
| Parliament Butts              | 70%       |
| Fast Joint, Broad             | 60&60&10% |
| Fast Joint, Narrow            | 60&60&15% |

**WROUGHT STEEL—**

|                               |           |
|-------------------------------|-----------|
| List April 1, 1895.           |           |
| Bronzed Inside Blind Butts    | 45&45&15% |
| Bronzed, Narrow               | 45&45&15% |
| Fast Joint, Narrow            |           |
| Fast Joint, Light Narrow      |           |
| Fast Joint, Broad             |           |
| Loose Joint                   |           |
| Loose Pin                     |           |
| Table Butts, Back Flaps, etc. | 60&60&15% |

**Calipers—**

|                        |        |
|------------------------|--------|
| Bemis & Call:          |        |
| Wing                   | 65%    |
| Double                 | 65&10% |
| Inside and Outside     | 65&10% |
| Straight Leg           | 65&10% |
| Call's Pattern, Inside | 55%    |

**Can Openers—**

|                                       |                        |
|---------------------------------------|------------------------|
| American                              | gross, \$1.75 @ \$2.00 |
| Goodell's Acme                        | gross, 6.00            |
| No. 5, Iron Handle                    | gross, \$2.00 @ \$2.25 |
| Sardine Scissors                      | 75&10%                 |
| Sardine Scissors, Forged Steel        |                        |
| Sprague, No. 1, \$2.00; No. 2, \$2.25 |                        |
| No. 3, \$2.50                         | 75&10%                 |
| Universal, ½ doz.                     | \$3.00 50%             |

**Cards—**

|                 |     |
|-----------------|-----|
| Cotton          | 2%  |
| Horse and Curry | 2%  |
| Wool            | 25% |

**Carpet Stretchers—**

|                               |                         |
|-------------------------------|-------------------------|
| Montross' "Excelsior," ½ doz. | 80%                     |
| \$6.00                        | 83½%                    |
| Bullard's                     | 83½%                    |
| Cast Iron Steel Points        | ½ doz., 80c             |
| Socket                        | ½ doz., \$1.75 @ \$2.10 |

**Carpet Sweepers—**

|                                       |            |
|---------------------------------------|------------|
| Bissell Carpet Sweeper Co.:           | ½ doz.     |
| American Queen                        | \$27.00    |
| Crystal                               | 35.00      |
| Gold Medal                            | 34.00      |
| Grand                                 | 36.00      |
| Grand Rapids                          | 22.00      |
| Hall                                  | 60.00      |
| Prize                                 | 24.00      |
| Premier                               | 24.00      |
| Superior                              | 24.00      |
| Welcome                               | 24.00      |
| Club                                  | 54.00      |
| Crown Jewel, Japan Finish             | 19.00      |
| Crown Jewel, Nickel                   | 21.00      |
| Furniture Protector, Japan            | 22.00      |
| Furniture Protector, Nickel           | 24.00      |
| "Standard A," Japan                   | 20.00      |
| "Standard A," Nickel                  | 22.00      |
| Lots of 5 dozen, \$1.00 per doz. less |            |
| Goshen Sweeper Co.:                   | New Prices |
| Goshen Junior                         | \$9.00     |
| Eureka                                | 12.50      |
| Champion                              | 17.00      |
| Our Leader                            | 18.00      |
| Unrivalled, Broom-Action, Jap.        | 18.00      |
| Unrivalled, Broom-Action, Nic.        | 20.00      |
| Star, Broom Action, Japan             | 19.00      |
| Banner, Broom Action, Japan           | 20.00      |
| Banner, Broom-Action, Nickel          | 22.00      |
| Reliable, Broom-Action, Japan         | 20.00      |
| Reliable, Broom-Action, Nickel        | 22.00      |
| Rapid, Broom Action, Japan            | 20.00      |
| Rapid, Broom-Action, Nickel           | 22.00      |
| Select, Broom Action, Japan           | 20.00      |
| Select, Broom-Action, Nickel          | 22.00      |
| Easy, Cam Action, Japan               | 20.00      |
| Easy, Cam-Action, Nickel              | 22.00      |

|                                       |            |
|---------------------------------------|------------|
| Cyco-Beating                          |            |
| Club                                  | 54.00      |
| Crown Jewel, Japan Finish             | 19.00      |
| Crown Jewel, Nickel                   | 21.00      |
| Furniture Protector, Japan            | 22.00      |
| Furniture Protector, Nickel           | 24.00      |
| "Standard A," Japan                   | 20.00      |
| "Standard A," Nickel                  | 22.00      |
| Lots of 5 dozen, \$1.00 per doz. less |            |
| Goshen Sweeper Co.:                   | New Prices |
| Goshen Junior                         | \$9.00     |
| Eureka                                | 12.50      |
| Champion                              | 17.00      |
| Our Leader                            | 18.00      |
| Unrivalled, Broom-Action, Jap.        | 18.00      |
| Unrivalled, Broom-Action, Nic.        | 20.00      |
| Star, Broom Action, Japan             | 19.00      |
| Banner, Broom Action, Japan           | 20.00      |
| Banner, Broom-Action, Nickel          | 22.00      |
| Reliable, Broom-Action, Japan         | 20.00      |
| Reliable, Broom-Action, Nickel        | 22.00      |
| Rapid, Broom Action, Japan            | 20.00      |
| Rapid, Broom-Action, Nickel           | 22.00      |
| Select, Broom Action, Japan           | 20.00      |
| Select, Broom-Action, Nickel          | 22.00      |
| Easy, Cam Action, Japan               | 20.00      |
| Easy, Cam-Action, Nickel              | 22.00      |

**Carriage Bolts—**

See Bolts.

**Carriage Makers' Clamps—**

See Clamps.

**Cartridges—**

See Ammunition.

**Casters—**

|                             |           |
|-----------------------------|-----------|
| Bed                         | 60&10%    |
| Bracket Bed                 | 60&10&5%  |
| French or Phila. Iron Wheel | 60%       |
| Brass Wheel                 | 40&10%    |
| Martin's Patent (Phoenix)   | 50&50&10% |
| Plate                       | 60&10%    |
| Payson's Truck Casters      | 60&10%    |
| Payson's Furniture          | 70%       |
| Payson's Truck              | 70%       |
| Tucker's Patent, low list   | 50%       |

**Cattle Leaders—**

|                          |        |
|--------------------------|--------|
| Humason, Beckley & Co.'s | 70&10% |
| Peck, Stow & W. Co.      | 65%    |
| Sargent's                | 70&10% |
| Welton's                 | 70&10% |

**Chain—**

|                                          |          |
|------------------------------------------|----------|
| Aluminum Coll and Halter                 | 50&5%    |
| American Halter Chain                    | 50&50&5% |
| American Proof Coll, 1000-lb lots, Inch. | Per lb.  |
| 3-16                                     | \$7.90   |
| ¾                                        | 6.00     |
| 5-16                                     | 5.00     |
| ¾                                        | 4.15     |
| 7-16                                     | 4.00     |
| ¾                                        | 3.80     |
| 9-16                                     | 3.70     |
| ¾                                        | 3.65     |
| ¾                                        | 3.55     |
| 1                                        | 3.55     |
| Less than cask lots, add 40c. ½ 100 lbs. |          |

**Bridgeport Chain Co.:**

|                                        |           |
|----------------------------------------|-----------|
| Brown, Coll                            | 60%       |
| Brown, Halter                          | 60%       |
| Competition Sash                       | 50&10%    |
| Monarch, Sash                          | 40&10%    |
| Triumph, Coll                          | 55%       |
| Triumph, Halter                        | 55%       |
| Covert Mfg. Co., Breast Chain          |           |
| Covert Mfg. Co., Halter Chain          |           |
| Covert Mfg. Co., Heel Chain            | 35%       |
| Covert Mfg. Co., Rein Chain            |           |
| Covert Mfg. Co., Stallion Chain        |           |
| Galvanized Pump Chain                  | 5½ @ 6c   |
| German Coll, list July 24, '97         | 60&60&10% |
| German Halter Chain, list July 24, '97 | 50&10&60% |
| Jack Chain, Iron                       | 50&10&60% |
| Jack Chain, Brass                      | 50&50&10% |

|                                         |           |
|-----------------------------------------|-----------|
| Onida:                                  |           |
| Niagara                                 | 60%       |
| Eureka                                  | 60%       |
| Trace, Wagon and Fancy Chains, New List | 50&50&10% |

**COW TIES—**

|                  |        |
|------------------|--------|
| American         | 35@40% |
| Niagara          | 45@50% |
| Covert Mfg. Co.: |        |
| Cotton           | 45%    |
| Hemp             | 45%    |
| Jute             | 35%    |
| Sisal            | 20%    |

|                                                                  |        |                                                                  |           |                                                 |          |                                                     |            |
|------------------------------------------------------------------|--------|------------------------------------------------------------------|-----------|-------------------------------------------------|----------|-----------------------------------------------------|------------|
| <b>Cleaners, Sidewalk—</b> $\frac{1}{2}$ doz                     |        | <b>Door Springs—</b>                                             |           | John Sommer's "Common," Cork Lined..... 70%     |          | Stanley's..... 60&10%                               |            |
| Challenge Shank.....                                             | \$3.25 | Champion (Coil).....                                             | 50%       | John Sommer's "O. K.," Cork Lined..... 50%      |          | Stanley's Chisel.....                               | 30&10%     |
| Star Shank.....                                                  | 4.00   | Gem (Coil), list Oct. '95.....                                   | 2%        | John Sommer's "Chicago," Cork Lined..... 60%    |          | Starrett's Surface, Center and Scratch.....         | 25&10%     |
| Star Socket.....                                                 | 4.25   | Star (Coil), list Oct. '95.....                                  | 30%       | John Sommer's "Perfection," Cedar..... 40%      |          | Copeland Champion Bit, $\frac{1}{2}$ doz.....       | \$3.00 net |
| <b>Clippers—</b>                                                 |        | Torrey's Rod, 39 in., $\frac{1}{2}$ gro.....                     | \$15.00   | John Sommer's "No Brand," Cedar..... 50&10%     |          | Stube's Wire and Drill.....                         | 20%        |
| <b>HORSE—</b>                                                    |        | Torrey's Rod, 43 in., $\frac{1}{2}$ gro.....                     | 42.00     | Star.....                                       | 60&60&5% | Wire, Morse's.....                                  | 25%        |
| Chicago Flexible Shaft Co.'s:                                    |        | Victor, Coil.....                                                | 50&10&10% | <b>SELF MEASURING—</b>                          |          | Wire, P. S. & W., low list.....                     | 10 & 10    |
| Chicago Belt Clipping Machine, Each \$15.00 net                  |        | <b>Drawer Pulls—</b>                                             |           | Enterprise $\frac{1}{2}$ doz. \$36.00.....      |          | Wire, Wheeler, Madden & Co.....                     | 10%        |
| New '98, Chicago.....                                            |        | Sargent's List.....                                              |           | Lane's $\frac{1}{2}$ doz. \$36.00.....          |          | <b>Gimlets—</b>                                     |            |
| <b>TOILET</b>                                                    |        | <b>Drawing Knives—</b>                                           |           | National Specialty Mfg. Co.....                 |          | "Diamond" Gimlets, $\frac{1}{2}$ gr. \$4.00@ \$4.25 |            |
| Chicago Flexible Shaft Co.'s:                                    |        | Adjustable Handle.....                                           |           | <b>Files—</b>                                   |          | Double Cut.....                                     |            |
| Masco.....                                                       |        | Bradley's.....                                                   |           | <b>DOMESTIC—</b>                                |          | Metal Head.....                                     |            |
| Monitor.....                                                     |        | Douglass.....                                                    |           | New List, Nov. 1, 1899.....                     |          | Wood Head.....                                      |            |
| Stewart Pat.....                                                 |        | Jennings & Griffin.....                                          |           | American.....                                   |          | Swan's, German Pattern.....                         |            |
| <b>Clips—</b>                                                    |        | Mix.....                                                         |           | Arcade.....                                     |          | <b>Gimlet Bits—</b>                                 |            |
| Norway Axle.....                                                 |        | Ohio Tool Co.....                                                |           | Derby.....                                      |          | See Augers and Bits.                                |            |
| Norway Spring Bar Clips.....                                     |        | P. S. & W.....                                                   |           | Diston's.....                                   |          | <b>Globe and Racking Cocks—</b>                     |            |
| Superior Axle Clips.....                                         |        | Wetherby.....                                                    |           | Diston's Superfine.....                         |          | See Fancets.                                        |            |
| <b>Coffee Mills—</b>                                             |        | Watrous.....                                                     |           | Eagle.....                                      |          | <b>Glue—</b>                                        |            |
| Box and Side.....                                                |        | L. & I. J. White.....                                            |           | Economy.....                                    |          | Dodd's Liquid Glue.....                             |            |
| Enterprise Mfg. Co.....                                          |        | <b>Drills and Drill Stocks—</b>                                  |           | Great Western.....                              |          | De La Page Liquid.....                              |            |
| Logan & Strobridge Co.....                                       |        | Automatic Boring Tools.....                                      |           | Kearney & Foot.....                             |          | Mystic.....                                         |            |
| National Specialty Mfg. Co.....                                  |        | Bench, Mannes.....                                               |           | Nicholson.....                                  |          | Martins.....                                        |            |
| The Swift, Lane Bros. Co.....                                    |        | Blacksmiths'.....                                                |           | Nicholson's X. F. Files.....                    |          | <b>Glue Pots—</b>                                   |            |
| Wadell's New Box Mills.....                                      |        | Breast, Bartholomew's.....                                       |           | Royal.....                                      |          | Tinned.....                                         |            |
| Ideal Brand, New List.....                                       |        | Breast, Goodell's.....                                           |           | Second Quality Files.....                       |          | <b>Graters—</b>                                     |            |
| <b>Coil Chain—</b>                                               |        | Breast, Millers Falls, each \$3.00. 15&10%                       |           | Tiger.....                                      |          | Champion Nutmeg.....                                |            |
| See Chain.                                                       |        | Clamp.....                                                       |           | Victor.....                                     |          | Edgar's Nutmeg.....                                 |            |
| <b>Compasses, Dividers, &amp;c.—</b>                             |        | Ratchet, Billings' Double Acting.....                            |           | <b>IMPORTED—</b>                                |          | Enterprise.....                                     |            |
| Athol Calipers and Dividers.....                                 |        | Ratchet, Ingersoll's.....                                        |           | Stubs.....                                      |          | Rotary Nutmeg.....                                  |            |
| Bemis & Call Co.'s:                                              |        | Ratchet, Merrill's.....                                          |           | Fish Hooks—                                     |          | <b>Griddles—</b>                                    |            |
| Compasses.....                                                   |        | Ratchet, Moore's Triple Act.....                                 |           | Amer. Fish Hook Co. list.....                   |          | Cronk's.....                                        |            |
| Dividers.....                                                    |        | Ratchet, Fletcher's.....                                         |           | Kirby & Limerick, low list (50c base). 10%      |          | <b>Grindstone Fixtures—</b>                         |            |
| Compasses, Calipers, Dividers.....                               |        | Ratchet, Whitney's.....                                          |           | <b>Fish Scalers—</b>                            |          | P. S. & W. Co.....                                  |            |
| 70@70&10%                                                        |        | Ratchet, Weston's.....                                           |           | Covert's Saddlery Works:                        |          | Russell & Erwin.....                                |            |
| Copeland's Extension.....                                        |        | Stearns' Bench.....                                              |           | Great American.....                             |          | Sargent's Patent.....                               |            |
| Stevens' "Ideal".....                                            |        | Upright, B. & P.....                                             |           | Fitch's.....                                    |          | Stowell.....                                        |            |
| Stevens' "Leader".....                                           |        | Hand, Goodell's.....                                             |           | <b>Fluting Scissors—</b>                        |          | <b>Gunpowder—</b>                                   |            |
| Starrett's Pay's Patent                                          |        | Whitney's Hand Drill, No. 1, \$10.00;                            |           | List.....                                       |          | See Ammunition.                                     |            |
| Spring Calipers and Div.....                                     |        | Adjustable No. 10, \$12.00.....                                  |           | <b>Forges—</b>                                  |          | <b>Gun Wads—</b>                                    |            |
| Wright's.....                                                    |        | Wilson's Drill Stocks.....                                       |           | Boynton & Plummers.....                         |          | See Ammunition.                                     |            |
| <b>Coopers' Tools—</b>                                           |        | <b>TWIST DRILLS—</b>                                             |           | <b>Forks—</b>                                   |          | <b>Hafts—</b>                                       |            |
| Bradley's.....                                                   |        | See Augers and Bits.                                             |           | Steel Goods Association List, Aug. 1, 1899..... |          | Britton's.....                                      |            |
| Barton's.....                                                    |        | <b>BLACKSMITHS'</b>                                              |           | Barn or Ice Forks.....                          |          | <b>Halters—</b>                                     |            |
| Beatty's.....                                                    |        | Coe's.....                                                       |           | Ballast or Stone Forks.....                     |          | Covert Mfg. Co:                                     |            |
| L. & I. J. White.....                                            |        | Prentice.....                                                    |           | Beet Forks.....                                 |          | Jute Rope Halters.....                              |            |
| Sandusky Tool Co.....                                            |        | <b>Drug Mills—</b>                                               |           | Coal Forks.....                                 |          | Sisal Rope.....                                     |            |
| Shaves, Cincinnati Tool Co.....                                  |        | National Specialty Mfg. Co.....                                  |           | Coke and Cotton Seed Forks.....                 |          | Web Halters.....                                    |            |
| <b>Corkscrews—</b>                                               |        | Enterprise Mfg. Co.....                                          |           | Hay Forks, Four Tine, Standard                  |          | <b>Halter Chain—</b>                                |            |
| Detroit Cork-Screw Co.....                                       |        | <b>Easy Lawn Swings—</b> $\frac{1}{2}$ doz.                      |           | Size.....                                       |          | See Chain.                                          |            |
| Howe Bros. & Hulbert.....                                        |        | Ulrich Mfg. Co.....                                              |           | Hay Header and Baler Forks, Four                |          | <b>Hammers—</b>                                     |            |
| Hudson & Beckley Mfg. Co.....                                    |        | <b>Egg Beaters—</b>                                              |           | Tine.....                                       |          | <b>HANDLED HAMMERS—</b>                             |            |
| Samson.....                                                      |        | Dover Stamping Co:                                               |           | Manure Forks, Four Tine.....                    |          | Atha Tool Co.....                                   |            |
| Williamson's.....                                                |        | New Dover, $\frac{1}{2}$ doz. 75 cts., $\frac{1}{2}$ gro. \$7.50 |           | Manure Forks, Five and Six Tine.....            |          | Henry Cheney Hammer Co.:.....                       |            |
| <b>Corn Hooks—</b> $\frac{1}{2}$ doz                             |        | Extra Family Size.....                                           |           | Grain or Barley Forks.....                      |          | Handled Claw.....                                   |            |
| Kretzinger Cut-Easy.....                                         |        | Spiral.....                                                      |           | Heavy Mill, Manure or Street Forks.....         |          | Machinists'.....                                    |            |
| <b>Corn Knives and Cutters—</b>                                  |        | Standard (Co.).....                                              |           | Oyster Forks.....                               |          | Hudson & Beckley.....                               |            |
| Bradley's.....                                                   |        | Dover, No. 5.....                                                |           | Potato Digging Forks.....                       |          | Danlap's Patent.....                                |            |
| Wadsworth's.....                                                 |        | Dover, No. 10.....                                               |           | Shaving Forks.....                              |          | Magnetic Tack, Nos. 1, 2, 3.....                    |            |
| <b>Counter-links—</b>                                            |        | Dover, Steel Handle, No. 10.....                                 |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Mayhew's Diamond.....                                            |        | Dover, Extra Heavy, No. 15.....                                  |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Smith's.....                                                     |        | Rival.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Snell's.....                                                     |        | <b>Emery—</b>                                                    |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Wheeler's Patent.....                                            |        | Genuine Turkish Walpole Mills.....                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Crayons—</b>                                                  |        | No. 6 to 46, $\frac{1}{2}$ lb.....                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Sargent's List.....                                              |        | No. 54 to 150, $\frac{1}{2}$ lb.....                             |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Dixons.....                                                      |        | Flour, $\frac{1}{2}$ lb.....                                     |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Eclipse.....                                                     |        | <b>Enameline—</b> $\frac{1}{2}$ gro.                             |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Emerald.....                                                     |        | No. 4.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Oriole.....                                                      |        | No. 6.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Rainbow.....                                                     |        | <b>Escutcheons—</b>                                              |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Solid.....                                                       |        | Wood.....                                                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Curry Combs—</b>                                              |        | <b>Expansive Bits—</b>                                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Fitch's List, Nov. 20, '96.....                                  |        | See Augers and Bits.                                             |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Kohler's.....                                                    |        | <b>Farriers' Knives—</b> $\frac{1}{2}$ doz.                      |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| New York Stamping Co. List, Sept. 17, '97.....                   |        | "Challenge".....                                                 |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Perfect.....                                                     |        | Popes.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Rubber, $\frac{1}{2}$ doz. \$7.50.....                           |        | Wilkinson's.....                                                 |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Southington Cutlery Co.'s.....                                   |        | Woetenholm's.....                                                |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Cycle Hangers—</b>                                            |        | <b>Faucets—</b>                                                  |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Lane's.....                                                      |        | Brass Globe Cocks.....                                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Diggers—</b>                                                  |        | Brass Racking.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| See Post Hole, etc.                                              |        | Compression Bibbs.....                                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Dividers—</b>                                                 |        | Red Cedar.....                                                   |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| See Compasses, Dividers, etc.                                    |        | Red Cedar, bbl. lots.....                                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Dog Collars—</b>                                              |        | Frary's Pat. Petroleum.....                                      |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Chapman Mfg. Co.'s New List:                                     |        | John Sommer's "Peerless," Tin.....                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Chain (full assortment).....                                     |        | Key.....                                                         |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Leather (full assortment).....                                   |        | John Sommer's "Boes," Tin Key.....                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Pope & Stevens:                                                  |        | John Sommer's "Victor," Metal Key.....                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Brass.....                                                       |        | John Sommer's "Duplex," Metal Key.....                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Embossed.....                                                    |        | John Sommer's "Buckeye," Metal Key.....                          |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Leather.....                                                     |        | John Sommer's "Rocheeter," Metal Key.....                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Union Hardware Co. New List.....                                 |        | John Sommer's "Diamond," Lock.....                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Door Bolts—</b>                                               |        | John Sommer's "Eclipse," Lock.....                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| See Bolts, Door.                                                 |        | John Sommer's "Union," Lock.....                                 |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Door Checks—</b>                                              |        | John Sommer's "I. X. L.," Cork Lined.....                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Bardley.....                                                     |        | Lined.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Columbia.....                                                    |        | John Sommer's "Reliable," Cork Lined.....                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Eclipse.....                                                     |        | Lined.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Home.....                                                        |        | John Sommer's "Common," Cork Lined.....                          |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Norton's.....                                                    |        | Lined.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Orden's.....                                                     |        | John Sommer's "O. K.," Cork Lined.....                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Door Springs—</b>                                             |        | John Sommer's "Chicago," Cork Lined.....                         |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Champion (Coil).....                                             |        | John Sommer's "Perfection," Cedar.....                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Gem (Coil), list Oct. '95.....                                   |        | John Sommer's "No Brand," Cedar.....                             |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Rubber, complete, $\frac{1}{2}$ doz. \$5.50 45&50%               |        | Star.....                                                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Star (Coil), list Oct. '95.....                                  |        | Enterprise $\frac{1}{2}$ doz. \$36.00.....                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Torrey's Rod, 39 in., $\frac{1}{2}$ gro.....                     |        | Lane's $\frac{1}{2}$ doz. \$36.00.....                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Torrey's Rod, 43 in., $\frac{1}{2}$ gro.....                     |        | National Specialty Mfg. Co.....                                  |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Victor, Coil.....                                                |        | <b>Files—</b>                                                    |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Drawer Pulls—</b>                                             |        | <b>DOMESTIC—</b>                                                 |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Sargent's List.....                                              |        | New List, Nov. 1, 1899.....                                      |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Drawing Knives—</b>                                           |        | American.....                                                    |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Adjustable Handle.....                                           |        | Arcade.....                                                      |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Bradley's.....                                                   |        | Derby.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Douglass.....                                                    |        | Diston's.....                                                    |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Jennings & Griffin.....                                          |        | Diston's Superfine.....                                          |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Mix.....                                                         |        | Eagle.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ohio Tool Co.....                                                |        | Economy.....                                                     |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| P. S. & W.....                                                   |        | Great Western.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Wetherby.....                                                    |        | Kearney & Foot.....                                              |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Watrous.....                                                     |        | Nicholson.....                                                   |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| L. & I. J. White.....                                            |        | Nicholson's X. F. Files.....                                     |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Drills and Drill Stocks—</b>                                  |        | Royal.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Automatic Boring Tools.....                                      |        | Second Quality Files.....                                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Bench, Mannes.....                                               |        | Tiger.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Blacksmiths'.....                                                |        | Victor.....                                                      |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Breast, Bartholomew's.....                                       |        | <b>IMPORTED—</b>                                                 |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Breast, Goodell's.....                                           |        | Stubs.....                                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Breast, Millers Falls, each \$3.00. 15&10%                       |        | Fish Hooks—                                                      |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Clamp.....                                                       |        | Amer. Fish Hook Co. list.....                                    |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ratchet, Billings' Double Acting.....                            |        | Kirby & Limerick, low list (50c base). 10%                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ratchet, Ingersoll's.....                                        |        | <b>Fish Scalers—</b>                                             |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ratchet, Merrill's.....                                          |        | Covert's Saddlery Works:                                         |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ratchet, Moore's Triple Act.....                                 |        | Great American.....                                              |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ratchet, Fletcher's.....                                         |        | Fitch's.....                                                     |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ratchet, Whitney's.....                                          |        | <b>Fluting Scissors—</b>                                         |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ratchet, Weston's.....                                           |        | List.....                                                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Stearns' Bench.....                                              |        | <b>Forges—</b>                                                   |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Upright, B. & P.....                                             |        | Boynton & Plummers.....                                          |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Hand, Goodell's.....                                             |        | <b>Forks—</b>                                                    |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Whitney's Hand Drill, No. 1, \$10.00;                            |        | Steel Goods Association List, Aug. 1, 1899.....                  |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Adjustable No. 10, \$12.00.....                                  |        | Barn or Ice Forks.....                                           |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Wilson's Drill Stocks.....                                       |        | Ballast or Stone Forks.....                                      |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>TWIST DRILLS—</b>                                             |        | Beet Forks.....                                                  |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| See Augers and Bits.                                             |        | Coal Forks.....                                                  |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>BLACKSMITHS'</b>                                              |        | Coke and Cotton Seed Forks.....                                  |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Coe's.....                                                       |        | Hay Forks, Four Tine, Standard                                   |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Prentice.....                                                    |        | Size.....                                                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Drug Mills—</b>                                               |        | Hay Header and Baler Forks, Four                                 |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| National Specialty Mfg. Co.....                                  |        | Tine.....                                                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Enterprise Mfg. Co.....                                          |        | Manure Forks, Four Tine.....                                     |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Easy Lawn Swings—</b> $\frac{1}{2}$ doz.                      |        | Manure Forks, Five and Six Tine.....                             |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Ulrich Mfg. Co.....                                              |        | Grain or Barley Forks.....                                       |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Egg Beaters—</b>                                              |        | Heavy Mill, Manure or Street Forks.....                          |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Dover Stamping Co:                                               |        | Oyster Forks.....                                                |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| New Dover, $\frac{1}{2}$ doz. 75 cts., $\frac{1}{2}$ gro. \$7.50 |        | Potato Digging Forks.....                                        |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Extra Family Size.....                                           |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Spiral.....                                                      |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Standard (Co.).....                                              |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Dover, No. 5.....                                                |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Dover, No. 10.....                                               |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Dover, Steel Handle, No. 10.....                                 |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Dover, Extra Heavy, No. 15.....                                  |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Rival.....                                                       |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Emery—</b>                                                    |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Genuine Turkish Walpole Mills.....                               |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| No. 6 to 46, $\frac{1}{2}$ lb.....                               |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| No. 54 to 150, $\frac{1}{2}$ lb.....                             |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Flour, $\frac{1}{2}$ lb.....                                     |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Enameline—</b> $\frac{1}{2}$ gro.                             |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| No. 4.....                                                       |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| No. 6.....                                                       |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Escutcheons—</b>                                              |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Wood.....                                                        |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Expansive Bits—</b>                                           |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| See Augers and Bits.                                             |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Farriers' Knives—</b> $\frac{1}{2}$ doz.                      |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| "Challenge".....                                                 |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Popes.....                                                       |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Wilkinson's.....                                                 |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Woetenholm's.....                                                |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| <b>Faucets—</b>                                                  |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Brass Globe Cocks.....                                           |        | Shaving Forks.....                                               |           | Shaving Forks.....                              |          | H. & B. Tack.....                                   |            |
| Brass Racking.....                                               |        | Shaving Forks.....                                               |           | Shaving                                         |          |                                                     |            |



## STORE DOOR HANDLES—

|                             |            |
|-----------------------------|------------|
| Bronzed, with Cylinder Lock | 50c        |
| Bronzed                     | 50c@50¢10¢ |
| Japanned, with Nuts         | 45¢10¢     |
| Japanned, with Plate        | 45¢10¢     |
| Japanned, without Plate     | 45¢10¢     |

## DOOR PULL—

|                             |           |
|-----------------------------|-----------|
| Bar                         | 60¢60¢10¢ |
| Barn Door                   | 50¢10¢    |
| Chest and Lifting           | 60¢60¢10¢ |
| Drawer Pulls                | 50¢10¢60¢ |
| Plain B. M.                 | 60¢60¢10¢ |
| Push Plates, Sargent's List | 60¢60¢10¢ |
| Sash Pull Plates            | 70¢10¢    |
| Sash Pulls                  | 60¢10¢10¢ |
| Window Pulls                | 66¢       |

## WOOD—

|                                    |                               |
|------------------------------------|-------------------------------|
| Auger, assorted                    | pr. gr. \$2.25@2.50           |
| Auger, large                       | pr. gr. 8.00@3.25             |
| Auger, Douglas' Pat., No. 1        | \$1.00; No. 2, \$1.40. 60¢10¢ |
| Auger, Ives' Pat., No. 1           | 60¢10¢                        |
| No. 2 to 32                        | 40¢                           |
| Auger, Swan's Pat., set, No. 3     | \$1.00; No. 4, \$1.25. 25¢10¢ |
| Brad Axl.                          | pr. gr. \$1.75@2.00           |
| Chisel, Worcester, Leather Cap'd.  | 1.50                          |
| Diaston's Crosscut                 | 50¢                           |
| File, assorted                     | pr. gr. \$1.25@1.40           |
| Firmer Chisel, Apple, assorted     | pr. gr. \$2.25@2.50           |
| Firmer Chisel, Apple, large        | pr. gr. \$2.75@3.00           |
| Firmer Chisel, Hickory, ass'd.     | pr. gr. \$2.00@2.25           |
| Firmer Chisel, Hickory, large      | pr. gr. \$2.50@2.75           |
| Firmer Chisel, Socket, ass'd.      | pr. gr. \$2.00@2.25           |
| Hammer, Hatchet, Axe, Sledge, etc. | 50¢2¢                         |
| Hoe, Rake and Fork                 | 60¢10¢60¢10¢                  |
| Saw and Plane                      | 40¢10¢50¢                     |
| Shovel and Spade, Wood D. Handle   | 60¢60¢10¢                     |

## CROSS-CUT SAW HANDLES—

|          |           |
|----------|-----------|
| Atkins   | 40¢       |
| Champion | 45¢45¢10¢ |

## Hangers—

|                                         |                                                 |
|-----------------------------------------|-------------------------------------------------|
| American Trackless                      | 31¢4¢20¢                                        |
| Barn Door, old pattern                  | 60¢10¢                                          |
| Barn Door, New England                  | 66¢60¢70¢                                       |
| Barry, \$6.00                           | 50¢10¢                                          |
| Best Anti-Friction                      | 60¢10¢                                          |
| Challenge Barn Door                     | 50¢                                             |
| Cronk's Roller Bearing                  | No. 0. \$4.50 net per dozen.                    |
| No. 4                                   | 5.50                                            |
| No. 5                                   | 6.50                                            |
| Cronk's Steel, cov'd, Loose Axle        | 60¢5¢                                           |
| Coburn                                  | 40¢                                             |
| Davis Parlor Door                       | 50¢50¢5¢                                        |
| Duplex (Wood Track)                     | 60¢10¢5¢                                        |
| Kidder's                                | 50¢50¢10¢                                       |
| Lane's Barn Door:                       | Barn Door, standard                             |
| Covered                                 | 50¢10¢50¢10¢5¢                                  |
| Special                                 | 60¢                                             |
| No. 50                                  | 50¢10¢60¢5¢                                     |
| New Model, Tinned                       | 30¢10¢40¢                                       |
| Parlor:                                 | Standard                                        |
| Ball Bearing                            | pr. set, net, \$3.50@3.80                       |
| New Model                               | 1.50¢                                           |
| New Champion                            | 3.00¢                                           |
| Manhattan                               | 2.40¢2.50                                       |
| McKinney's "None Better," No. 2         | \$18.00; No. 1 Special, \$13.00. pr. doz. pairs |
| Richards' Single Track, Steel           | 40¢10¢                                          |
| Richards' Anti-Friction                 | 50¢                                             |
| Stearns:                                | Single Track, No. 5                             |
| Gem                                     | 60¢                                             |
| Royal                                   | 60¢                                             |
| Challenge                               | 60¢                                             |
| Warner 1 and 2                          | 40¢                                             |
| Stowell Mfg. Co.'s Barn Door:           | Badger                                          |
| Climax                                  | 55¢5¢                                           |
| Interstate                              | 60¢                                             |
| Magie                                   | 60¢                                             |
| Matchless, Covered                      | 50¢10¢                                          |
| Nansen, Roller Bearing                  | 50¢10¢                                          |
| Parlor Door                             | 50¢                                             |
| Wild West                               | 50¢5¢                                           |
| Zenith, for Wood Track                  | 55¢5¢                                           |
| Baggage Car Door                        | 33¢4¢                                           |
| Elevator                                | 40¢                                             |
| Railroad                                | 55¢5¢                                           |
| Street Car Door                         | 50¢10¢                                          |
| Victor, No. 1, \$15.00; No. 2, \$20.00; | No. 3, \$25.00; No. 4, \$35.00. 60¢10¢24¢       |
| Warner's Patent                         | 20¢10¢10¢                                       |
| Wilcox                                  | 40¢                                             |

## Harness Snaps—

See Snaps.

## Hasps and Staples—

|                                       |           |
|---------------------------------------|-----------|
| McKinney's "Perfect," \$1.10 pr. doz. | 40¢10¢    |
| Wrought                               | 80¢10¢85¢ |
| Wrought, Stanley                      | 80¢       |

## Hatchets—

See Axes.

## Hay Hooks—

|                   |        |
|-------------------|--------|
| Humason & Beckley | 60¢10¢ |
|-------------------|--------|

## Hay Racks—

|                                                              |  |
|--------------------------------------------------------------|--|
| Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net. |  |
|--------------------------------------------------------------|--|

## Hay and Straw Knives—

|                                  |       |
|----------------------------------|-------|
| Auburn Hay, Com. and Spear Point | 50¢   |
| Auburn Straw                     | 40¢   |
| Lightning, from Jobbers          | 60¢5¢ |
| Wadsworth's                      | 40¢   |

## Hinges—

## WROUGHT IRON HINGES—

|                                                                                 |                                |
|---------------------------------------------------------------------------------|--------------------------------|
| Corrugated Strap and T, 66%&10¢                                                 | 70¢10¢                         |
| Rolled Blind Hinges, Nos. 32 and 34                                             | 50¢10¢                         |
| Rolled Plate                                                                    | 70¢                            |
| Rolled Raised                                                                   | 70¢                            |
| Plate Hinges, "Providence," 6 to 12 in., pr. lb, 5c., 14 to 36 in., pr. lb, 4c. | 6 to 12 in., pr. lb, 31¢@34¢.  |
| Screw Hook and Strap,                                                           | 14 to 20 in., pr. lb, 31¢@34¢. |
|                                                                                 | 22 to 36 in., pr. lb, 34¢@34¢. |

## STRAP AND T HINGES—

|                      |                 |
|----------------------|-----------------|
| Light Strap Hinges   | 66¢@66¢10¢10¢   |
| Heavy Strap Hinges   | 70¢70¢10¢10¢    |
| Light T Hinges       | 50¢10¢60¢10¢    |
| Heavy T Hinges       | 60¢10¢60¢10¢10¢ |
| Extra Heavy T Hinges | 66¢@70¢10¢      |
| Long Chest Hinges    | 45¢50¢10¢       |
| Hinge Hasps          | 45¢50¢10¢       |
| Crate Hasps          | 45¢50¢10¢       |
| Crate Hinges         | 66¢@70¢10¢      |

## SPRING HINGES—

|                                |                |
|--------------------------------|----------------|
| Bommer's                       | 33¢4¢          |
| Bardley's Patent Checking      | 15¢            |
| Chicago                        | 25¢            |
| Champion                       | 60¢            |
| Kell's American                | 30¢            |
| Matchless, Double Acting Pivot | 25¢            |
| New Idea, No. 1                | pr. gr. \$7.50 |
| New Idea, No. 2                | pr. gr. 15.00  |
| Rex                            | pr. gr. 18.00  |
| Royal, Japanned                | 66¢4¢          |
| Rubber                         | 66¢4¢          |

## Sargent's List, 1894:

|                                            |                 |
|--------------------------------------------|-----------------|
| Bronze Metal                               | 70¢10¢10¢       |
| Japanned Surface, Single                   | 70¢10¢          |
| Japanned Surface, Double                   | 60¢10¢          |
| Mortise                                    | 70¢10¢          |
| Model                                      | 70¢70¢10¢10¢    |
| Tuscan Surface, Single                     | 70¢             |
| Tuscan Surface, Double                     | 60¢10¢          |
| Vigilant                                   | 60¢             |
| Stearns                                    | 75¢             |
| Union Spring Hinge Co.'s List, March, 1894 | 30¢             |
| Union Mfg. Co.                             | 25¢             |
| Van Wagoner & Williams Hdw. Co.:           | Acorn           |
|                                            | pr. gr. \$12.50 |
| Acme                                       | 30¢             |
| Acme, Brass                                | 20¢             |
| American                                   | 20¢             |
| Clover Leaf                                | pr. gr. \$12.50 |
| Columbia, No. 14                           | pr. gr. 9.00    |
| Columbia, No. 18                           | pr. gr. 25.00   |
| Crown                                      | 30¢             |
| Gem                                        | 2¢              |
| Knoxall                                    | pr. gr. \$9.00  |
| Oxford                                     | 25¢             |
| Wiles', No. 1, pr. gr., \$16.00; No. 2     | \$13.00         |

## GATE HINGES—

|                                   |                       |
|-----------------------------------|-----------------------|
| Automatic                         | pr. doz. \$12.50, 50¢ |
| Clark's, Nos. 1, 2, 3             | 50¢10¢60¢10¢          |
| N. E., pr. doz. \$7.80            | 60¢                   |
| N. E. Reversible, pr. doz. \$5.60 | 60¢                   |
| N. Y. State, pr. doz. \$4.90      | 60¢                   |
| Shepard's, Nos. 1, 2, 3           | 60¢10¢                |
| Western, pr. doz. \$4.30          | 60¢                   |

## BLIND HINGES—

|                                     |                                                                                                      |
|-------------------------------------|------------------------------------------------------------------------------------------------------|
| Clark's:                            | Lull & Porter, Nos. 0, 1, 1½, 2, 2½                                                                  |
|                                     | 3                                                                                                    |
|                                     | Mortise Gravity                                                                                      |
|                                     | Nos. 1, 3, 5                                                                                         |
|                                     | Nos. 40 and 50                                                                                       |
| Huffer                              | 55¢60¢                                                                                               |
| Parker                              | 70¢10¢                                                                                               |
| Sargent's Nos. 1, 3, 5, 11, 13      | 70¢10¢                                                                                               |
| Shepard's or Wrightsville Hdw. Co.: | Acme, Lull & Porter                                                                                  |
|                                     | Buffalo Gravity Locking, Nos. 1, 3 and 5                                                             |
|                                     | Champion Gravity Locking, No. 75                                                                     |
|                                     | 1863, Old Pattern, Nos. 1, 3 and 5                                                                   |
|                                     | Tip Pattern, Nos. 1, 3 and 5                                                                         |
|                                     | Double Locking, Nos. 20 and 25                                                                       |
|                                     | Empire, Nos. 101 and 103                                                                             |
|                                     | Niagara Gravity Locking, Nos. 1, 3 and 5                                                             |
|                                     | Noiseless, Nos. 50, 60, 65 and 75                                                                    |
|                                     | O. S., Lull & Porter                                                                                 |
|                                     | Pioneer, Nos. 080, 45 and 5½                                                                         |
|                                     | Steamboat Gravity Locking, No. 10                                                                    |
|                                     | Stenger's Positive Locking                                                                           |
|                                     | W. H. Co.'s No. 2 Mortise Gravity                                                                    |
|                                     | Stanley's Steel Gravity Blind Hinges, No. 1, 647½, no Screws, 75¢, with Screws, \$1.20 pr. doz. sets |
|                                     | Stanley's Rolled                                                                                     |
|                                     | Stanley's Rolled Center                                                                              |

## Hitching Cord—

|                 |     |
|-----------------|-----|
| Covert Mfg. Co. | 45¢ |
|-----------------|-----|

## Hoes—

|                                            |    |
|--------------------------------------------|----|
| Steel Goods Association List, Aug. 1, 1899 |    |
| Asphalt Hoes                               | 6¢ |

|                                |               |
|--------------------------------|---------------|
| Cotton Hoes                    | 70¢10¢10¢5¢2¢ |
| Cotton Chopper Hoes            | 75¢10¢10¢     |
| Garden Hoes                    | 75¢2¢         |
| Harper's No. 7 Mortar Hoes     | 65¢           |
| Jersey Hoes                    | 65¢           |
| Kretzinger, Cut-Ezy            | 75¢5¢         |
| Ladies' Cotton Hoes            | 75¢10¢14¢     |
| Laid Steel Edge Hoes           | 25¢5¢2¢       |
| Meadow and Rhode Island Hoes   | 75¢           |
| Mortar and Street Hoes         | 75¢7½¢2¢      |
| Planter Hoes, Regular Pattern  | 70¢30¢        |
| Rough Finish Shank Cotton Hoes | 75¢12½¢       |
| Special Hoes                   | 75¢10¢2¢      |
| Special Mortar Hoes            | 40¢10¢24¢     |
| Sunhem Meadow Hoes             | 75¢5¢24¢      |
| Tobacco Hoes                   | 75¢2¢         |
| Toy Ladies' and Boys' Hoes     | 70¢10¢10¢     |
| Truck Hoes                     | 50¢10¢2¢      |
| Warren Hoes                    | 60¢           |
| Weeding Hoes and Rakes         | 75¢           |

## Hollow Augers—

See Augers and Bits.

## Hollow Ware—

## IRON—

|                             |                         |
|-----------------------------|-------------------------|
| Lalanc & Grosjean Mfg. Co.: | A rate-Nickel-Ware      |
|                             | 40¢10¢                  |
|                             | Pearl, Agate            |
|                             | 40¢10¢                  |
|                             | Peerless Enamelled-Ware |
|                             | 70¢                     |
|                             | Crystal Steel-Ware      |
|                             | 50¢10¢                  |
|                             | Blue and White-Ware     |
|                             | 40¢10¢                  |
|                             | White-Ware              |
|                             | 33½¢10¢                 |

## STOVE HOLLOW WARE—

|          |           |
|----------|-----------|
| Ground   | 60¢10¢10¢ |
| Unground | 70¢5¢     |

## WHITE ENAMELED WARE—

|                              |           |
|------------------------------|-----------|
| Boilers and Saucepans        | 45¢50¢    |
| Maolin Kettles               | 70¢70¢10¢ |
| Tinned Boilers and Saucepans | 45¢50¢    |

## SILVER-PLATED—

|                              |          |
|------------------------------|----------|
| 4 mo. or 5¢ cash in 30 days. |          |
| Hartford Silver-Plate Co.    | 40¢5¢    |
| Holmes & Edwards Silver Co.  | 40¢15¢5¢ |
| Meriden Britannia Co.        | 40¢5¢    |
| Reed & Barton                | 40¢5¢    |
| Rogers & Brother             | 40¢5¢    |
| Simpson, Hall, Miller & Co.  | 40¢5¢    |
| William Rogers Mfg. Co.      | 40¢10¢   |

## Hooks—

## AGRICULTURAL—

|                       |           |
|-----------------------|-----------|
| Potato, all kinds     | 70¢       |
| Manure                | 70¢       |
| Iowa F. T. Co.'s Clam | 60¢10¢24¢ |

## RUSH—

|                      |       |
|----------------------|-------|
| Jennings & Griffin's | 31¢5¢ |
|----------------------|-------|

## CORN—

|                    |                  |
|--------------------|------------------|
| Kretzinger Cut-Ezy | pr. doz. \$3 net |
|--------------------|------------------|

## CAST IRON—

|                              |                      |
|------------------------------|----------------------|
| Bird Cage, Sargent's list    | 60¢10¢10¢            |
| Bird Cage, Reading           | 60¢60¢10¢            |
| Bird Cage, Williamson        | 50¢                  |
| Ceiling, Sargent's list      | 50¢10¢               |
| Chaneller                    | 70¢                  |
| Clothes Line, Sargent's list | 50¢10¢               |
| Coat and Hat, Sargent's list | 50¢10¢               |
| Coat and Hat, Reading        | 60¢10¢               |
| Coat and Hat, Stowell's      | 70¢                  |
| Harness, Sargent's list      | 50¢60¢10¢            |
| Lamp                         | 55¢                  |
| Picture                      | 75¢                  |
| Screw Hat                    | 70¢                  |
| Stowell's:                   | Clothes Line         |
|                              | 70¢                  |
|                              | Harness              |
|                              | 70¢                  |
|                              | Hotel & School House |
|                              | 70¢                  |
|                              | Wardrobe             |
|                              | 55¢                  |

## WROUGHT IRON AND STEEL—

|                                           |                    |
|-------------------------------------------|--------------------|
| Cotton                                    | pr. doz. \$1.25    |
| Cotton Pat. (N. Y. Mallet & Handle Works) | 20¢                |
| Hammock Hooks, E. C. Stearns              | pr. doz. 50¢       |
| Picture, T. & S. Mfg. Co.                 | 75¢                |
| Tassel, T. & S. Mfg. Co.                  | 50¢10¢             |
| Wrought Staples, Hooks, &c.               | See Wrought Goods. |

## MEAT—

|                   |        |
|-------------------|--------|
| Enterprise        | 40¢    |
| Humason & Beckley | 80¢10¢ |

## WIRE

|                             |                |
|-----------------------------|----------------|
| Atlas Coat and Hat          | 45¢            |
| Belt                        | 75¢75¢10¢      |
| Crecent, Coat and Hat       | 50¢10¢60¢      |
| Wire Coat and Hat, Acme     | 50¢10¢50¢      |
|                             | 10¢10¢5¢       |
| Wire Coat and Hat, Gem      | 50¢10¢50¢      |
|                             | 10¢10¢5¢       |
| Wire Ceiling, Gem           | 50¢10¢50¢10¢5¢ |
| Wire Coat and Hat, Standard | 45¢            |

## MISCELLANEOUS—

|                  |                                            |
|------------------|--------------------------------------------|
| Covert Mfg. Co.: | Safety Gate and Scuttle Hooks              |
|                  | 85¢                                        |
|                  | G. ans No. 2, \$1.65; 3, \$1.90; 4, \$2.00 |
|                  | Hooks and Eyes—Brass                       |
|                  | 60¢10¢                                     |
|                  | Hooks and Eyes—Mal. Iron                   |
|                  | 70¢70¢10¢                                  |
|                  | Cot'on, Box and Hay                        |
|                  | 60¢60¢10¢                                  |

## Horse Clippers—

See Clippers.

## Horse Nails—

|                     |                     |
|---------------------|---------------------|
| Nos. 6 7 8 9 10     |                     |
| A. C.               | 25c 23c 22c 21c 21c |
| American, all sizes | 10½¢ net            |
| Nos. 6 7 8 9 10     |                     |
| Asable              | 28c 26c 25c 24c 23c |
| Anchor              | 23c 21c 20c 19c 18c |
| C. B. K.            | 25c 23c 22c 21c 21c |
| Capwell             | 19c 18c 17c 16c 16c |
| Champlain           | 28c 26c 25c 24c 23c |
| Clinton Fin         | 19c 17c 16c 15c 14c |
| Easex               | 28c 26c 25c 24c 23c |
| Lyra, all sizes     | 9½¢ net             |
| Maud S              | 25c 23c 22c 21c 21c |
| Neponset            | 25c 23c 22c 21c 21c |
| Northwestern        | 25c 23c 22c 21c 20c |
| Putnam              | 23c 21c 20c 19c 18c |
| Snowden             | 9½¢ 9½¢ 9½¢ 9½¢ 9½¢ |
| Vulcan              | 23c 21c 20c 19c 18c |

## Horse Shoes—

|                                           |           |
|-------------------------------------------|-----------|
| Horse and Mule, per keg                   | \$3.75    |
| Burden's, all sizes                       | 3.70      |
| Bryden, Phoenix, Perkins, &c.             | 3.75      |
| Diamond State, Shoenberger, Crescent, &c. | \$3.75@5¢ |
| Factory Shipments                         |           |

## Horse Ties—

|                  |        |
|------------------|--------|
| Covert Mfg. Co.: | Cotton |
|                  | 45¢    |
|                  | Hemp   |
|                  | 45¢    |
|                  | Jute   |
|                  | 35¢    |
|                  | Sisal  |
|                  | 20¢    |

## Hose, Rubber—

|                     |                                |
|---------------------|--------------------------------|
| Boston Belting Co.: | "Boston"                       |
|                     | 50¢                            |
|                     | Competition                    |
|                     | 60¢                            |
|                     | Extra                          |
|                     | 60¢                            |
|                     | N. J. Car Spring & Rubber Co.: |
|                     | Extra Para                     |
|                     | 40¢10¢                         |
|                     | Reliable                       |
|                     | 50¢10¢                         |
|                     | Staple                         |
|                     | 60¢10¢                         |
|                     | Standard                       |
|                     | 70¢10¢                         |

## Ice Aisls, Chippers, &amp;c.—

|                   |                     |
|-------------------|---------------------|
| Copeland Ice Pick | pr. gr. \$9.00 net  |
| Crown             | net                 |
| Gem Ice Shave     | net                 |
| Parker's:         | Ice Box Chisel      |
|                   | pr. doz. \$12.00    |
|                   | Ice Crusher, No. 3  |
|                   | pr. doz. 3.00       |
|                   | Ice Crusher, No. 2  |
|                   | pr. doz. 6.00       |
|                   | Ice Crusher, No. 1  |
|                   | pr. doz. 20.00      |
|                   | Ice Tools           |
|                   | pr. doz. 4.00       |
|                   | Sargent's Ice Aisls |
|                   | 55¢                 |
|                   | Snell's             |
|                   | 50¢                 |
|                   | Star                |
|                   | net                 |

## Ice Cream Freezers—

**Latches—**  
 Cronk's Barn Door ..... Net, \$2.25  
 Lane's Barn Door ..... 40¢@40¢10¢

**Lawn Mowers—**  
 Champion ..... 75¢10¢  
 Clipper Improved ..... 51¢10¢10¢5¢  
 Continental ..... 60¢10¢  
 Enterprise ..... 40¢10¢  
 Genuine Philadelphia Mowers:  
 Styles M., S., C., K., T. .... 70¢10¢  
 Style A. (all steel) ..... 60¢10¢  
 Style E., Low Wheel ..... 60¢10¢  
 Style E., High Wheel ..... 7¢10¢  
 Drexel, low list ..... 50¢  
 Gold Coin, low list ..... 50¢  
 Great American ..... 70¢10¢  
 Imperial ..... 60¢10¢10¢  
 New Departure, High Wheel ..... 70¢10¢  
 New Departure, Low Wheel ..... 75¢  
 New Easy ..... 60¢10¢60¢10¢10¢  
 New York ..... 60¢5¢  
 Pastime:  
 12 in. 14 in. 16 in.  
 \$6.00 \$6.25 \$9.50 each net  
 Pennsylvania ..... 60¢10¢  
 Racine:  
 14 in. 16 in. 18 in. 20 in.  
 \$15.00 \$17.00 \$19.00 \$21.00 each 60¢  
 Rapid Transit ..... 70¢10¢  
 Standard ..... 60¢5¢  
 Sunbeam ..... 60¢10¢

**Lawn Sprinklers—**  
 Enterprise ..... 25¢@80¢  
 Gibbs' Arc ..... ½ doz. \$10.00  
 Gibbs' Hustler ..... ½ doz. 5.00  
 Philadelphia Lawn Mower Co.:  
 Philadelphia Lawn Sprinkler:  
 No. 1. No. 2. No. 3.  
 ½ doz. \$12.00 \$15.00 \$24.00... 80¢

**Leaders—**  
 Covert Mfg. Co. Cattle ..... 45¢  
 Lead Pipe, Etc. ..... ½ lb  
 Lead Pipe, full lengths ..... 6c  
 Lead Pipe, cut lengths ..... 6½c  
 Lead Pipe, Tin Lined ..... 12½c  
 Block Tin Pipe ..... 87½c  
 Sheet Lead, full rolls ..... 7c  
 Sheet Lead, cut rolls ..... 8c  
 Quantity discount, 20%

**Lemon Squeezers—**  
 Berger Bros. ½ doz. 8-in. \$1.00; 10-in. \$1.40  
 Dean's, Nos. 1, ½ doz. \$3.50; 2, \$3.85; 3, \$1.65; Queen, \$2.50, net  
 Hotchkiss, Straight Flush, ½ doz. \$9.60  
 Jennings' Star ..... ½ doz. \$1.90@2.00  
 Little Giant ..... 50¢50¢5¢  
 Porc. Lined, Iron ..... \$3.25@3.50  
 Porc. Lined, Wood ..... ½ doz. \$6.00  
 30¢10¢40¢  
 Wood, Common, ½ gross, No. 0, \$5.00; No. 1, \$6.50; No. 2, \$10.00.

**Letter Box Plates—**  
 Name Door Plate ..... 50¢50¢10¢  
 Name Plate ..... 70¢  
 Number Door Plate ..... 60¢60¢10¢  
 Sargent's ..... 60¢10¢70¢  
**Levels—**  
 C. E. Jennings & Co.'s:  
 Hexagon ..... 2¢10¢  
 Iron Bench, new design ..... 25¢10¢

**Lifters—**  
 See Transom Lifters.  
**Lines—**  
 Cotton and Linen Fish, Draper's ..... 50¢  
 Cotton Chalk, 20 feet ..... 60¢10¢  
 Cotton Trot ..... 33½¢  
 Masons':  
 Colored Cotton ..... 40¢10¢  
 Flax ..... 40¢10¢  
 No. 0 to 5 ..... 25¢  
 Samson Cotton, No. 4, \$2.00; No. 4½ \$2.50  
 Silver Lake, Braided, No. 0, \$6.00  
 No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 ½ gross ..... 25¢80¢  
 Ventilator Cord, Samson Braided, White or Drab Cot. ½ doz. \$7.50 20¢  
 Wire Clothes, 100 feet, No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**  
 See Ammunition.  
**Locks—**  
 DOOR LOCKS, LATCHES, &C.  
 Branford Lock Co. .... net prices  
 Champion Night Latches ..... 40¢  
 Moore's Elevator Door ..... 40¢  
 Norwalk Lock Co. .... 40¢  
 Plate ..... 33½¢  
 R. & E. Mfg. Co. .... 45¢10¢  
 Reading Hardware Co. .... 40¢  
 Sargent & Co ..... 40¢  
 Yale ..... net prices

**CABINET—**  
 Eagle Lock Co. .... 33½¢  
 Corbin ..... 33½¢  
 Yale ..... 33½¢  
**PADLOCKS—**  
 Acme Bicycle and Satchel, ½ doz., \$9.00 ..... 40¢  
 Ames Sword Co ..... 40¢  
 Brown's Brass ..... 25¢  
 Brown's Chain ..... 25¢  
 Champion ..... 40¢

Eagle ..... 40¢  
 Scandinavian ..... 90¢25¢  
 McWilliams ..... 25¢  
 Smith & Egge Bicycle ..... 50¢  
 Wrought Iron ..... 75¢10¢  
 Yale Lock Co ..... net prices

**TRUNK—**  
 Corbin's ..... 25¢  
 Eagle ..... 25¢

**Machine Bolts—**  
 See Bolts.

**Mail Boxes—**  
 See Boxes, Mail.

**Mallets—**  
 Sargent's List:  
 Hickory ..... 50¢50¢10¢  
 Lignumvitæ ..... 50¢50¢10¢

**Mattocks—**  
 Cronk's Garden ..... 25¢  
 Regular Goods ..... 60¢10¢

**Meat Cutters—**  
 American ..... 30¢  
 Nos. 1 2 3 4 B 5  
 Each, \$5 \$7 \$10 \$25 \$50 \$60  
 Dixon's ..... ½ doz. 33½¢  
 Nos. 1 2 3 4  
 \$14 \$17 \$19 \$30  
 Enterprise ..... 25¢25¢7½¢  
 Nos. 5 10 12 20 22 32  
 Each, \$2 \$3 \$2.50 \$5 \$4 \$6  
 Hales Pattern, ½ doz. 70¢70¢5¢  
 Nos. 11 12 19  
 \$27 \$33 \$45  
 Home No. 1, ½ doz. \$23 ..... 60¢  
 Little Giant ..... 50¢.0¢  
 Nos. 305 310 312 320 322  
 \$35 \$48 \$44 \$72 \$68  
 Miles' Challenge, ½ doz. 45¢45¢10¢  
 Nos. 1 2 3  
 \$22 \$30 \$40  
 Woodruff's, ½ doz. 33½¢  
 Nos. 100 150  
 \$15 \$18

**Beef Shavers (Enterprise) ..... 25¢30¢**  
**Chadborn's Smoked Beef Cutter ..... ½ doz. \$60.00**

**Meat Juice Extractors—**  
 Enterprise ..... 25¢30¢  
**Metals, Anti-Friction—**  
 Magnolia Metal Co. .... ½ lb  
 Magnolia, Anti-Friction ..... 25¢  
 No Name ..... 15¢  
 Mystic ..... 10¢  
 f. o. b. New York or Chicago.

**Melting Ladles—**  
 Monroe's Patent ..... ½ doz. \$4.00, 40¢  
 P. S. & W ..... 35¢10¢40¢  
 Reading ..... 10¢10¢  
 Sargent's ..... 60¢60¢10¢  
 Warner's ..... 30¢

**Mop Wringers—**  
 Matchless (Canton, O.), ½ doz. .... \$12.00

**Motors—**  
**COFFEE MILL—**  
 Specialty Novelty Co. .... each \$5.00

**Nails—**  
**WIRE AND CUT NAILS—**  
 See Review of the Markets for quotations.  
 Wire Nails and Brads, Papered, Ass'n list, July, 1899 ..... 85¢55¢10¢  
**PICTURE—**  
 Brass Head, Combination list ..... 50¢  
 Brass Head, Sargent's list ..... 70¢70¢5¢  
 Niles' Patent ..... 40¢  
 Porcelain Head, Comb'n list ..... 40¢  
 Porcelain Head, Sargent's list ..... 50¢

**FURNITURE—**  
 Antique Bronze ..... 10¢  
 China ..... 25¢  
 Fire Gilt ..... 10¢  
 Plain ..... 40¢

**Nail Pullers—**  
 Black Hawk, ½ doz. .... \$9.00  
 Cyclops ..... 35¢  
 Eclipse ..... ½ doz. 18.00, 25¢10¢10¢  
 Giant, No. 1, ½ doz. \$18.00; No. 1½ \$16.50; No. 2, \$15.00 ..... 30¢5¢  
 Lightning ..... ½ doz. \$18.00, 20¢  
 National ..... ½ doz. 24.00, 40¢  
 Pelican ..... ½ doz. \$9.00, 40¢40¢10¢  
 Scranton, No. 2 ..... ½ doz. \$10.00  
 Scranton, No. 3 ..... ½ doz. 9.00

**Nail Sets**  
 Buck Bros ..... 27½¢  
 Cannon's Diam'd Point, ½ gro. \$12, 30¢  
 Humason's ..... 50¢10¢  
 Hunters' Cup Point, Knurled ..... \$10.00  
 Hunters' Cup Point, Plain ..... 9.00  
 Octagon ..... 4.00@4.75  
 Round, assorted ..... 3.00@3.25  
 Square ..... 4.00@4.25  
 Snell's:  
 Octagon ..... \$4.75  
 Corrugated ..... 6.50  
 Knurled ..... 9.00

**Nippers—**  
 Acme ..... 50¢  
 Smith's Cutting ..... 50¢  
 Todd's Cutting ..... 50¢

**Nut Crackers—** ½ gro.  
 Acme, Japanned ..... \$30.00, 40¢  
 Acme, Nickel Plated ..... 30.00, 20¢  
 Turner & Seymour Mfg. Co. .... 50¢

**Nuts—** Off list.  
 Hot pressed, square, blank ..... \$5.20  
 Hot pressed, hexagon, blank ..... 5.50  
 Hot pressed, square, tapped ..... 5.10  
 Hot pressed, hexagon, tapped ..... 5.80  
 Cold punched, plain, square, blank 4.90  
 Cold punched, hexagon, square, blank ..... 4.40  
 Cold punched, plain, square, tapped ..... 4.10  
 Cold punched, plain, hexagon, tapped ..... 4.20

**Oilers—**  
 Brass and Copper ..... 46¢10¢50¢  
 Cushman & Denison's: ½ doz. \$ .50  
 Gem ..... .60  
 Leader ..... .60  
 Perfect Oilers ..... 1.50  
 Star Pocket Oilers ..... .75  
 Draper's:  
 Brass ..... 70¢10¢  
 Steel ..... 70¢10¢  
 Malleable, Hammers, New Style, 10¢5¢20¢  
 Malleable, Hammers, Old Pattern, same list ..... 50¢10¢  
 "Paragon," Brass ..... 51¢10¢60¢  
 "Paragon," Zinc ..... 70¢70¢10¢  
 Tower & Lyon Bicycle ..... 25¢  
 Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ..... 70¢10¢75¢  
 Zinc and Tin ..... 60¢10¢65¢

**Oil Stones, etc.—**  
**OIL STONES—**  
 Pike's Washita:  
 Lily White, ½ lb ..... \$ .60  
 Rosy Red Washita ..... .60  
 Extra Washita, Green Paper Wrapper, ½ lb ..... .50  
 No. 1 ..... .40  
 No. 2 ..... .30  
 Pike's Washita Round Edge Slips:  
 3 to 5x1½ to 2½, ½ at back, ½ to 5-16 edge, ½ lb:  
 Lily White Slips ..... .90  
 Rosy Red Slips ..... .90  
 Extra Slips, same sizes as above ..... .80  
 No. 1 ..... .70  
 No. 2 ..... .40  
 Penknife Pieces, 3 to 5x1 to 1½x¼ to ½, ½ lb ..... .70  
 Discount, 33½¢.

Pike's Washita Mounted No. 1: ½ doz. 8x2 ..... \$12.00  
 7x2 ..... 11.00  
 6x2 ..... 10.00  
 5x2 ..... 9.00  
 4x1½ ..... 7.00  
 3½x1 ..... 5.50  
 Discount, 33½¢10¢.  
 Pike's Washita Axe Stones:  
 About 2x2x¾ to 1½, ½ lb ..... \$ .24  
 About 2x2x½, extra selected ..... .40  
 Discount, 33½¢.  
 India Oil Stones ..... 25¢33½¢

**Packing, Steam—**  
**RUBBER—**  
 Boston Belting Co.:  
 "Boston" ..... 60¢  
 "Excelsior" Plumbago, Pure, ½ lb \$1.00 ..... 50¢10¢  
 Extra ..... 60¢  
 Standard, Fair Quality ..... 70¢  
**MISCELLANEOUS—** ½ lb  
 American Packing ..... 8c@10c  
 Cotton Packing ..... 13c@14c  
 Italian Packing ..... 10c@12c  
 Jute ..... 5c@6½c  
 Russian Packing ..... 10c@12c

**Padlocks—**  
 See Locks.  
**Parers—**  
**APPLE—** ½ doz.  
 Advance ..... \$ 4.50  
 Baldwin ..... 5.00  
 Bonanza ..... each 5.00  
 Dandy ..... each 7.50  
 Eureka, 1898 ..... each 16.00  
 Family Bay State ..... 12.00  
 Improved Bay State ..... \$27@30.00  
 Little Star ..... 4.00  
 New Lightning ..... 5.50  
 Penn ..... 3.75  
 Perfection ..... 4.00  
 Reading, 72 ..... 4.00  
 Reading, 78 ..... 7.00  
 Scott's Pat. Rotary ..... \$15.00, 20¢  
 Turntable, Old Style ..... 4.50  
 Turntable, 1898 ..... 5.00  
 White Mountain ..... 4.00

**POTATO—** ½ doz.  
 Saratoga ..... \$5.50  
 White Mountain ..... 4.50

**Pencils—**  
 Dixon's: ½ gro.  
 Carpenter's ..... \$3.67@8.75  
 Carpenter's, Blue or Red Lead ..... 4.00@7.50

Lead ..... 2.18@4.38  
 Lumber ..... .6.87  
 Mascot, Hexagon ..... .8.75  
 Mascot, Round ..... .3.10

**Percussion Caps—**  
 See Ammunition

**Picks—**  
 Railroad or Adze Eye, 5 to 6, \$12.00;  
 6 to 7, \$13.00 ..... 60¢10¢60¢10¢10

**Planes and Plane Irons—**  
**WOOD PLANES—**  
 Bailey's (Stanley R. & L. Co.)  
 Bench, First Quality ..... 50¢10¢60¢  
 Bench, Second Quality ..... 45¢45¢10¢  
 C. E. Jennings & Co. .... 50¢10¢  
 Molding ..... 40¢5¢

**IRON PLANES—**  
 Chaplin's Iron Planes ..... 50¢10¢60¢  
 C. E. Jennings & Co., Iron ..... 50¢10¢  
 Sargent's ..... 60¢  
 Standard Tool Co. .... 50¢50¢5¢  
 Stanley Rule & Level Co.:  
 Bailey's ..... 50¢100  
 Miscellaneous ..... 25¢10¢  
 Steer's Iron Planes ..... 50¢1¢

**PLANE IRONS—**  
 Auburn "Thistle" ..... } 30¢10¢40¢  
 Ohio ..... }  
 Sandusky ..... }  
 Buck Bros ..... 30¢  
 Butcher's ..... \$5.00@5.25 to 2¢  
 C. E. Jennings & Co. .... 25¢10¢  
 Stanley Rule & Level Co. .... 50¢10¢  
 L. & J. White ..... 20¢5¢25¢

**Pliers and Nippers—**  
 Button's ..... 70¢  
 Carew's Pat. Wire Cutters ..... 25¢  
 Cronk's:  
 Button Pattern ..... 70¢  
 Fencing Pliers, ½ doz. \$12.00 ..... 25¢  
 Flat and Round Nose ..... 40¢  
 Gas Pliers, No. 100 ..... 40¢  
 Stubb's Pat. Pliers ..... 50¢  
 Wire Cutter and Bender ..... 60¢  
 Hall's Nippers, ½ doz., No. 2, 5 in. \$13.50; No. 4, 7 in., \$21.00 ..... 40¢10

Hall's Pliers ..... 70¢  
 Humason & Beckley Mfg. Co. 50¢50¢10¢  
 Wm. Johnson's Gas Pliers ..... 60¢5¢  
 Morrill's Parallel, ½ doz. \$12.00 ..... 30¢5¢  
 Smith's Slide Cutting ..... 25¢  
 P. S. & W. Cast Steel ..... 50¢50¢5¢  
 P. S. & W. Timmers' Cutting Nippers ..... add 6¢ dis. 10¢

**Plow Bolts—**  
 See Bolts.

**Plumbs and Levels—**  
 Cook's ..... 40¢10¢10¢  
 Davis':  
 Inclinoimeters ..... 20¢  
 Iron Levels ..... 25¢10¢  
 Dieston's ..... 70¢  
 Machinists ..... 25¢  
 Pocket Levels ..... 70¢1¢@75¢  
 Stanley's ..... 70¢10¢70¢10¢10¢  
 Stanley's Duplex ..... 25¢10¢10¢  
 Stratton's Pat ..... 25¢  
 Wood's Extension Sight ..... 25¢

**Poachers—**  
 See Egg Poachers.

**Police Goods—**  
 Tower & Lyon's ..... 25¢  
**Polish Metal—**  
 Prestoline Liquid, New List ..... 40¢  
 Prestoline Paste ..... 33½¢@40¢

**Polish, Stove—**  
 Dixon's Plumbago ..... ½ lb  
 Joseph Dixon's ..... ½ gro. \$5.75, 10¢  
 Gem ..... ½ gro. 4.50, 10¢

**Poppers, Corn—**  
 Round or square, ½ doz. ½ gro.  
 1 qt. .... \$ .75 \$ 7.00  
 1½ qt. .... .85 9.50  
 2 qt. .... 1.15 10.50  
 Quincy Corn Popper, 1 qt., ½ doz. \$3.00; 2 qt., \$4.00 ..... 33½¢

**Post Hole Diggers—** ½ doz.  
 Dieston's Samson Digger ..... \$34.00, 25¢  
 Kohler's: ½ doz.  
 Little Giant, No. 12 ..... \$12.00  
 Hercules, No. 25 ..... 10.00  
 Invincible, No. 6 ..... 9.00  
 Pioneer, No. 714 ..... 7.50  
 Lock Lever, No. 20 ..... 12.00  
 Universal, No. 49 ..... 12.00  
 New Champion, No. 87 ..... 6.00  
 Iron Handle, No. 38 ..... 7.00  
 Ryan's ..... ½ doz. \$20.00, 25¢

**Post Hole Augers—**  
 Vaughan's, 4 to 9 in. .... 70¢  
 Vaughan's, 10 to 12 in. .... 60¢

**Potato Hooks, etc.—**  
 Hoe Down Hooks ..... 75¢10¢2¢  
 Hop Hooks ..... 60¢10¢2½¢  
 Potato Hooks ..... 70¢

**Powder—**  
 See Ammunition.

**Presses—**  
 See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

|                                                    |                         |
|----------------------------------------------------|-------------------------|
| Cronk's Pruning Shears.....                        | 33½¢                    |
| Cronk's Heavy Pattern, # doz., \$2.50 net          |                         |
| Diston's Combined Pruning Hook and Saw.....        | \$18.00, 25¢@25¢10¢     |
| Diston's Pruning Hook, # doz., \$12.00, 25¢@25¢10¢ |                         |
| Henry's:                                           |                         |
| Pruning Shears.....                                | 50¢55¢                  |
| Orange.....                                        | 50¢30¢                  |
| Grape.....                                         | 50¢10¢                  |
| Tree Pruners.....                                  | 75¢                     |
| Kohler's Pruning Shears: # doz.                    |                         |
| German, No. 46.....                                | \$3.50                  |
| American, No. 33.....                              | 2.50                    |
| E. S. Lee & Co.'s Pruning Tools.....               | 40¢                     |
| P. S. & W. Co.'s Shears.....                       | 60¢                     |
| Waters' Tree Pruners.....                          | 75¢10¢                  |
| Wheeler, M. & C. Co.'s Combination.....            | # doz., \$12.00, 25¢10¢ |

**Pulleys—**

|                                                            |                  |
|------------------------------------------------------------|------------------|
| Awning.....                                                | 60¢@60¢10¢       |
| Axle.....                                                  | 50¢10¢@60¢       |
| Brass Screw.....                                           | 45¢10¢           |
| Ceiling.....                                               | 50¢10¢@60¢       |
| Clothes Line, Japanned.....                                | 60¢              |
| Common Sense.....                                          | 60¢              |
| Dumb Waiter.....                                           | 60¢@60¢10¢       |
| Empire Sash Pulley.....                                    | 60¢              |
| Hay Fork, Swivel Eye, # doz.                               |                  |
| 4-inch, \$3.75; 6-inch, \$5.00.....                        | 55¢              |
| Hay Fork, Hartz, 4½-inch, # doz., \$6.00.....              | 50¢10¢           |
| Hay Fork, 5-inch, Solid, \$5.70.....                       | 50¢              |
| Hot House.....                                             | 50¢10¢@50¢10¢10¢ |
| Stowell's Anti-Friction, 5-in. Wheel, # doz., \$12.00..... | 40¢              |
| Side, Anti Friction.....                                   | 50¢              |
| Shade Rack.....                                            | 45¢              |
| Upright.....                                               | 60¢10¢@60¢10¢10¢ |

**Pumps—**

|                                                         |            |
|---------------------------------------------------------|------------|
| Claturn, Best Grades.....                               | 50¢10¢@60¢ |
| Fitcher Spout, Best Grades.....                         | 70¢10¢     |
| F. E. Myers & Bro.:                                     |            |
| No. 1, Fig. 328, 3 in. Shallow Well Pump.....           | \$13.00    |
| No. 8, Fig. 328, 3½ in. Shallow Well Pump.....          | 15.00      |
| No. 5, Fig. 307, 3 in. Deep Well Pump.....              | 15.00      |
| No. 6½, Fig. 307, 3½ in. Deep Well Pump.....            | 17.00      |
| No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump..... | 15.00      |
| No. 32, Fig. 523, 3 in. Deep Well Pump.....             | 17.00      |
| No. 56, Fig. 581, 3 in. Shallow Well Pump.....          | 14.00      |
| No. 69, Fig. 582, 3½ in. Shallow Well Pump.....         | 17.00      |
| No. 70, Fig. 583, 2½ in. Deep Well Pump.....            | 15.00      |
| No. 72, Fig. 583, 3 in. Deep Well Pump.....             | 15.00      |
| No. 73, Fig. 583, 3½ in. Deep Well Pump.....            | 16.00      |
| No. 102, Fig. 448, 3 inch Lift Pump.....                | 9.00       |
| No. 108, Fig. 448, 3½ in. Lift Pump.....                | 11.00      |
| No. 128, Fig. 510, 3 in. Lift Pump.....                 | 7.00       |
| No. 131, Fig. 510, 3½ in. Lift Pump.....                | 8.50       |
| No. 225, Fig. 389, Windmill Pump.....                   | 12.50      |
| No. 235, Fig. 403, Windmill Pump.....                   | 16.00      |
| No. 240, Fig. 406, Regulator Pump.....                  | 28.00      |
| No. 265, Fig. 572, Cyclone Tank Force Pump.....         | 16.00      |
| No. 267, Fig. 483, Geyser Tank Force Pump.....          | 16.00      |
| No. 268, Fig. 518, Low Down Tank Force Pump.....        | 16.00      |
| No. 302, Fig. 477, Spray Pump, complete.....            | 11.50      |
| No. 320, Fig. 492, Bucket Spray Pump.....               | 5.00       |
| No. 330, Fig. 547, Knapsack Spray Pump.....             | 10.00      |
| Discount, 50% f. o. b. Ashland.                         |            |

**PUMPS AND PUMP SPECIALTIES—**

|                                                                |        |
|----------------------------------------------------------------|--------|
| Torrent Pump Co., Cleveland, O.: Net Purifying Pump, each..... | \$3.60 |
| Chain for same, # foot.....                                    | .11    |
| Torrent C. P. Curbs, each.....                                 | 1.50   |
| Same, fitted for 2-inch tubing.....                            | 1.60   |
| Popular Tubing, # 100 feet.....                                | 4.00   |
| 2-inch Tubing, # 100 feet.....                                 | 5.00   |
| Galvanized Iron Tub'g, # 100 ft.....                           | 6.00   |
| Couplings for same, # pair.....                                | .15    |
| Galvanized Chain, # 100 pounds.....                            | 1.50   |
| Torrent Rubber Buckets.....                                    | 5.00   |
| Victor Buckets, # 100.....                                     | 7.50   |
| Cleveland Buckets, # 100.....                                  | 4.50   |
| Torrent Water Drawer.....                                      | 50¢    |
| Roberts Water Drawer.....                                      | 50¢    |
| Wood Suction Pumps.....                                        | 50¢55¢ |
| Galvanized Iron Pumps.....                                     | 50¢    |
| Cyclone Force Pump.....                                        | 50¢    |
| Oatman Handy Hoops.....                                        | 40¢10¢ |
| Eave-Trough Hangers.....                                       | 40¢    |
| Net                                                            |        |
| Sprayers, # dozen.....                                         | \$4.50 |
| Acme Riveter, # dozen.....                                     | 4.50   |
| Dreyer Spoke Repairer, # doz.....                              | .60    |
| Delivered f. o. b. Miles Avenue Station.                       |        |

**Punches—**

|                                             |             |
|---------------------------------------------|-------------|
| Bemis & Call Co.'s:                         |             |
| Cast Steel Drive.....                       | 50¢55¢      |
| Check.....                                  | 55¢         |
| Spring.....                                 | 50¢55¢      |
| Springfield Socket.....                     | 65¢         |
| Morrill's Universal.....                    | 35¢         |
| Niagara Hollow.....                         | 45¢         |
| Niagara Solid.....                          | 55¢         |
| Saddlers' or Drive, good.....               | 60¢65¢      |
| Snell's Tinnars.....                        | 50¢         |
| Spring, good quality, # doz., \$1.70@1.80   |             |
| Spring, Leach's Pat.....                    | 15¢         |
| Tinnars' Solid, P. S. & W. Co., # doz.....  | \$1.44, 55¢ |
| Tinnars' Hollow, P. S. & W. Co., # doz..... | 20¢25¢      |

**Rail—**

|                                                     |                  |
|-----------------------------------------------------|------------------|
| Barn Door, Light, In. ½ ¾ ¾                         |                  |
| # 100 feet.....                                     | \$1.40 1.85 2.60 |
| Barn Door, "None Better" No. 1, # foot.....         | 25¢              |
| Barn Door, "None Better" No. 2, # foot.....         | 35¢              |
| B. D. for N. E. Hangers:                            |                  |
| Angular, # foot, 6c.....                            | 70¢              |
| Double Flange, # foot, 8c.....                      | 70¢              |
| Carrier Steel Rail, # foot.....                     | 45¢              |
| Cronk's:                                            |                  |
| O. N. T. Style, No. 18.....                         | 3 c              |
| Double Braced.....                                  | 3½¢              |
| Lane's:                                             |                  |
| O. N. T., 1 in.....                                 | \$3.00           |
| O. N. T., 1½ in.....                                | 3.65             |
| Standard, 1½ in.....                                | 4.25             |
| Stowell's Wrought Steel.....                        | 35¢              |
| Sliding Door, Bronzed Wrought Iron, # foot.....     | 65¢              |
| Sliding Door, Steel, Brass Plated, # foot.....      | 55¢              |
| Sliding Door, Wrought Brass, 1½ in., # lb. 35c..... | 10¢20¢           |
| Victor Track Rail, 7c # ft.....                     | 60¢10¢2½¢        |

**Rakes, Etc.—**

|                                       |             |
|---------------------------------------|-------------|
| Cronk's:                              |             |
| Wrought Steel Garden.....             | 60¢20¢      |
| Queen City Lawn.....                  | 40¢         |
| Kohler's:                             |             |
| Lawn Queen, net # doz.....            | \$3.25@3.15 |
| Lawn Queen, Improved, net # doz.....  |             |
| 20-Tooth.....                         | \$3.50@3.60 |
| 24-Tooth.....                         | 3.60@3.75   |
| Jumbo, net # doz.....                 | 7.00@9.00   |
| Paragon, net # doz.....               | 3.25@3.50   |
| Steel Garden Rakes.....               | 70¢5¢2¢     |
| Steel Garden Rakes Stamped Blank..... | 70¢         |
| Steel Road Rakes.....                 | 85¢         |
| Steel Tar or Asphalt Rakes.....       | 5¢          |
| Turf Edger.....                       | 60¢5¢       |
| Prize Bow Braced Steel.....           | 70¢5¢2¢     |
| Peerless Shank.....                   | 70¢5¢2¢     |
| Peerless Socket.....                  | 70¢5¢2¢     |
| Level Head Shank.....                 | 70¢5¢2¢     |

**Rasps, Horse—**

|                               |     |
|-------------------------------|-----|
| Diston's.....                 | 70¢ |
| New Nicholson Horse Rasp..... | 70¢ |
| See also Files.               |     |

**Razors—**

|                                           |          |
|-------------------------------------------|----------|
| Electric.....                             | List net |
| J. R. Torrey Razor Co.....                | 90¢      |
| Wostenholm and Butcher, \$10.00 to £..... | 10¢      |

**Registers—**

|                                   |        |
|-----------------------------------|--------|
| HOT AIR—                          |        |
| New List, Feb. 1, 1899:           |        |
| Black Japanned.....               | 30¢    |
| White Japanned.....               | 25¢    |
| Bronze Finishes.....              | 30¢    |
| Electro-Plated.....               | 30¢10¢ |
| Nickel Plated.....                | 30¢10¢ |
| White Porcelain.....              | 20¢    |
| Solid Brass and Bronze Metal..... | 20¢    |

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

|                      |              |
|----------------------|--------------|
| Belt with Burrs..... | 40¢5¢@40¢10¢ |
| Hose with Burrs..... | 40¢5¢@40¢10¢ |

**IRON—**

|                                          |      |
|------------------------------------------|------|
| American Screw Co.:                      |      |
| List, Nov. 1, 1894.                      |      |
| Ordinary, in bulk.....                   | 62½¢ |
| Thousand, in bulk.....                   | 62½¢ |
| Thousand in papers.....                  | 62½¢ |
| Coopers', in bulk.....                   | 62½¢ |
| Block and Carriage, in papers.....       | 62½¢ |
| Hame.....                                | 62½¢ |
| Belt with Burrs, Tinned or Coppered..... | 62½¢ |

**Rivet Sets—**

|                   |     |
|-------------------|-----|
| Regular List..... | 70¢ |
|-------------------|-----|

**Rollers—**

|                   |      |
|-------------------|------|
| Lane's, Stay..... | 35½¢ |
|-------------------|------|

**Rope—**

|                                    |      |
|------------------------------------|------|
| Cotton Rope, Best, # lb            |      |
| ¼ inch and larger.....             | @16¢ |
| Medium, ¼ in. and larger 12 @14¢   |      |
| Common, ¼ in. and larger 10½¢@12½¢ |      |

**Jute Rope:**

|                          |      |
|--------------------------|------|
| A grade.....             | 7½¢  |
| C grade.....             | 7 c  |
| Manila:                  |      |
| 7-16 in. and larger..... | 10 c |
| ¾ in.....                | 10½¢ |
| 1½ and 5-16 in.....      | 11 c |
| Hay Rope, Medium.....    | 10½¢ |
| Sisal:                   |      |
| 7-16 in. and larger..... | 6½¢  |
| ¾ in.....                | 7 c  |
| 1½ and 5-16 in.....      | 7½¢  |

**Rules—**

|                                          |                 |
|------------------------------------------|-----------------|
| Athol Steel.....                         | 33½¢            |
| Boxwood.....                             | 75¢10¢10¢10¢    |
| Ivory.....                               | 85¢10¢85¢10¢10¢ |
| Lufkin's:                                |                 |
| Steel.....                               | 55¢             |
| Lumber.....                              | 50¢10¢          |
| Miscellaneous, Stanley's.....            | 55¢10¢          |
| Starrett's Rules and Straight Edges..... | 25¢10¢          |

**Sad Irons—**

|                      |               |
|----------------------|---------------|
| Chinese Laundry..... | # lb 4½¢      |
| Chinese Sad.....     | # doz. \$6.50 |
| Crown, Polished..... | # doz. \$7.00 |
| Crown, Nickel.....   | # doz. \$7.00 |
| Common 4 to 10.....  | # lb 3½¢@3½¢  |

**COLD HANDLED—**

|                                |                     |
|--------------------------------|---------------------|
| Enterprise Mfg. Co. of Pa..... | \$0.55¢             |
| Self-heating.....              | # doz. \$10.00, 2½¢ |
| Self-heating, Tailors'.....    | # doz. \$7.00       |
| Sensible Nickel.....           | # doz. 6.50         |
| Sensible Polished.....         | # lb 4½¢            |
| Sensible, Tailors'.....        | # lb 4½¢            |

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

|                           |        |
|---------------------------|--------|
| Burr Mfg. Co., Steel..... | 50¢60¢ |
|---------------------------|--------|

**Sand and Emery Paper and Cloth—**

|                           |           |
|---------------------------|-----------|
| Basder, Adamson & Co.'s:  |           |
| Emery Cloth.....          | 50¢10¢    |
| Garnet Paper.....         | 30¢@30¢½¢ |
| Sand and Emery Paper..... | 50¢10¢    |

**Sash Chain—**

|                  |        |
|------------------|--------|
| Competition..... | 50¢10¢ |
| Giant.....       | 40¢    |
| Monarch.....     | 40¢10¢ |
| Red Metal.....   | 40¢10¢ |
| Steel.....       | 40¢10¢ |

**Sash Cord—**

|                                     |                      |
|-------------------------------------|----------------------|
| Cable Laid Italian Sash.....        | # lb 16¢@18¢         |
| Cable Laid Russia.....              | # lb 18½¢@14¢        |
| Common India.....                   | # lb 8½¢@9¢          |
| Common Russia Sash.....             | # lb 12½¢@18¢        |
| Patent India.....                   | # lb 11¢             |
| Samson:                             |                      |
| "Mass." White, Cotton.....          | 24¢                  |
| "Samson" Braided White, Cotton..... | # lb 30¢             |
| "Samson" Braided Drab, Cotton.....  | # lb 35¢             |
| "Samson" Braided Italian Hemp.....  | # lb 38¢             |
| "Samson" Braided Linen.....         | # lb 36¢             |
| Silver Lake:                        |                      |
| A Quality, Drab.....                | # lb 40¢, 15¢@15¢7½¢ |
| A Quality, White.....               | # lb 35¢, 15¢@15¢7½¢ |
| B Quality, Drab.....                | # lb 35¢, 15¢@15¢7½¢ |
| B Quality, White.....               | # lb 30¢, 15¢@15¢7½¢ |
| United States:                      |                      |
| B Quality.....                      | # lb 18¢             |
| C Quality.....                      | # lb 16½¢            |
| White Cotton, Hard Braided.....     | # lb 16¢             |

**Sash Fasteners, Holders, &c.**

|                               |           |
|-------------------------------|-----------|
| Sash Lifts.....               | 60¢10¢10¢ |
| Sash Lifts Flush.....         | 50¢       |
| Sash Lifts With Lock.....     | 60¢10¢10¢ |
| Sash Rollers.....             | 70¢       |
| Shutter Bars.....             | 60¢10¢10¢ |
| Shutter Sheaves.....          | 60¢       |
| Window Screen Sash Lifts..... | 16½¢      |

**Sash Locks—**

|                                        |        |
|----------------------------------------|--------|
| Champion Meeting Rail.....             | 70¢    |
| Champion Side.....                     | 60¢    |
| Davis, Bontze, Barnes Mfg. Co.....     | 50¢    |
| Elting's Ventilating.....              | 40¢    |
| Fitch's:                               |        |
| Iron.....                              | 70¢    |
| Bronze and Brass.....                  | 66½¢   |
| Gale's Automatic, List Nov., 1897..... | 65¢    |
| Ives' Patent:                          |        |
| Wrought Steel.....                     | 60¢    |
| Bronze M. Knob.....                    | 60¢    |
| Wrought Bronze and Brass.....          | 55¢5½¢ |
| Cast Iron.....                         | 65¢    |
| Cast Bronze and Brass.....             | 62½¢   |
| Payson's Perfect.....                  | 70¢    |
| Reading.....                           | 60¢10¢ |

**Sash Weights—**

|                          |               |
|--------------------------|---------------|
| Small lots.....          | # ton \$27.00 |
| Ton lots at factory..... | 25.00         |

**Sausage Stuffers or Fillers—**

|                                 |                   |
|---------------------------------|-------------------|
| Draw Cut, No. 4.....            | each \$30.00, 30¢ |
| Enterprise Mfg. Co.....         | 25¢@25¢7½¢        |
| National Specialty Mfg. Co..... | 25¢               |

**Saws—**

|                                                              |         |
|--------------------------------------------------------------|---------|
| Atkins:                                                      |         |
| Band 7 to 14 in. Wide.....                                   | 60¢10¢  |
| Band 2 to 6 in. Wide.....                                    | 60¢     |
| Band 1½ to 2 in. Wide.....                                   | 60¢     |
| Butcher, Pruning and Compass.....                            | 40¢55¢  |
| Circular.....                                                | 50¢10¢  |
| Cross Cut.....                                               | 35¢55¢  |
| Gang.....                                                    | 50¢     |
| Hand, Panel and Rip.....                                     | 40¢     |
| Wood.....                                                    | 40¢     |
| Diston's:                                                    |         |
| Circular, Solid and Inserted Tooth.....                      | 50¢     |
| Band 3 in. to 14 in. Wide.....                               | 60¢     |
| Band 1½ in. to 2½ in.....                                    | 70¢     |
| Cross Cuts.....                                              | 45¢     |
| Narrow Cross Cuts.....                                       | 55¢     |
| Mulay, Mill and Drag.....                                    | 50¢     |
| Framed Wood Saws.....                                        | 35¢     |
| Wood Saw Blades.....                                         | 40¢     |
| Wood Saw Rods.....                                           | 20¢     |
| Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8..... | 25¢     |
| Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 0, Combination.....   | 30¢     |
| Compass, Keyhole, Pruning, Dove-tail, &c.....                | 25¢     |
| Butcher Saws and Blades.....                                 | 35¢     |
| Haines' Needle Point.....                                    | 40¢     |
| C. E. Jennings & Co.'s:                                      |         |
| Butcher.....                                                 | 25¢10¢  |
| Hand Panel, Rip and other Saws.....                          | 25¢@30¢ |

**Peace:**

|                                      |           |
|--------------------------------------|-----------|
| Cross Cuts.....                      | 45¢10¢    |
| Hand Panel and Rip.....              | 25¢10¢    |
| Richardson:                          |           |
| Circular and Mill.....               | 50¢50¢10¢ |
| X Cuts.....                          | 45¢10¢    |
| Hand Saws.....                       | 25¢10¢    |
| Star, Butcher.....                   | 25¢       |
| Woodrough & McParlin Cross Cuts..... | 45¢10¢    |

**BACK SAWS AND FRAMES—**

|                                                 |        |
|-------------------------------------------------|--------|
| Chatillon.....                                  | 30¢    |
| Diston's:                                       |        |
| Concave Blades.....                             | 25¢    |
| Keystone, Flexible Back and Machine Blades..... | 30¢    |
| Back Saw Frames.....                            | 30¢    |
| Griffin's:                                      |        |
| Complete.....                                   | 40¢45¢ |
| Saw Blades.....                                 | 4¢     |
| Star, Saws and Blades.....                      | 25¢    |

**Saw Filer—**

|                                                 |     |
|-------------------------------------------------|-----|
| Diston's D8 Clamp and Guide, \$30.00 # doz..... | 25¢ |
|-------------------------------------------------|-----|

**Saw Frames—**

|                          |     |
|--------------------------|-----|
| C. E. Jennings & Co..... | 30¢ |
| Richardson's Wood.....   | net |

**Saw Sets—**

|                                                       |                    |
|-------------------------------------------------------|--------------------|
| Atkins:                                               |                    |
| Criterion Saw Sets.....                               | # doz. \$6.00      |
| Excelsior Saw Tools.....                              | # doz. 6.00        |
| Bemis & Call Co.'s:                                   |                    |
| Cross Cut.....                                        | 30¢55¢             |
| Hammer, New Pat.....                                  | 45¢                |
| Plate.....                                            | 30¢                |
| Spring Hammer.....                                    | 30¢55¢             |
| Diston's Monarch, Nos. 1 & 10 and Star.....           | 25¢                |
| Hart's Pat. Lever.....                                | 20¢                |
| Kohler's:                                             |                    |
| "Giant Royal".....                                    | # doz. \$9.00      |
| "Royal".....                                          | # doz. 6.00        |
| Leach's.....                                          | 33½¢               |
| Morrill's:                                            |                    |
| No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00..... | 40¢20¢             |
| Cross Cuts Nos. 3 and 4, \$23.00; No. 5, \$31.00..... | 40¢20¢             |
| Richardson's.....                                     | 25¢                |
| Seymour Smith & Son, Hammer # doz.....                | \$4.75             |
| Stillmans.....                                        | # doz. 1.00        |
| Taintors Positive.....                                | \$18.00 # doz. 60¢ |

**Scales—**

|                           |               |
|---------------------------|---------------|
| Chatillon's:              |               |
| Eureka.....               | 25%           |
| Favorite.....             | 40%           |
| Grocers' Trip Scales..... | 50%           |
| Family, Turnbull's.....   | 30@30&10%     |
| Hatch:                    |               |
| Counter, No. 171. # doz.  | \$17.00@18.00 |
| Tea, No. 161..... # doz.  | 5.75@ 6.00    |
| Union Platform Plain....  | 2.00@ 2.10    |
| Striped.....              | 2.15@ 2.25    |

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| <div>WINDOW—</div> <div>Porter Screen Mfg. Co.....60@60&amp;5%</div> <div>Phillips:</div> <div>Bonanza Screens.....50&amp;10&amp;21&amp;4%</div> <div>Express.....50&amp;10&amp;21&amp;4%</div> <div>Flyer.....50&amp;10&amp;21&amp;4%</div> <div>Perfection Screens.....50&amp;10&amp;21&amp;4%</div> <div>Northwest.....60%</div> <div>Window Screen Frames.....60%</div> <div>Stearns</div> <div>Frames and Corners.....25@25&amp;10%</div> <div>Gem Window Screen Frames.....25&amp;10%</div> <div>Monarch Adjustable Window Screens.....50%</div> <div>Screw Drivers—</div> <div>Brace Screw Drivers.....25&amp;10&amp;5%</div> <div>Buck Bros.....30%</div> <div>Screw-Driver Bits.....27&amp;4%</div> <div>Champion.....40%</div> <div>Diston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%</div> <div>Electric Spiral No. 01.....\$ doz. \$6.00 net</div> <div>Electric Spiral No. 02.....\$ doz. 10.00 net</div> <div>Ellrich's Socket and Ratchet.....40&amp;10%</div> <div>Fray's Hol. Hble. Seta, No. 8.....\$12.50</div> <div>Howard Allard, low list.....50%</div> <div>C. E. Jennings &amp; Co.....40&amp;10%</div> <div>Jennings &amp; Griffin.....66&amp;4%</div> <div>Jones Reversible Spiral No. 2.....\$ doz. \$24.00, 50%</div> <div>Sargent &amp; Co.'s:</div> <div>No. 1 Forc. Blade.....50&amp;10&amp;50&amp;10&amp;5%</div> <div>Nos. 20 and 40.....66&amp;4%</div> <div>Screw-Driver Bits (Snell's) \$ doz.....60c</div> <div>Stanley R. &amp; L. Co.'s:</div> <div>No. 64, Varnished Handles.....60&amp;10%</div> <div>No. 86.....70&amp;10%</div> <div>Snell's Nos. 5 and 10.....75%</div> <div>Tower &amp; Lyon:</div> <div>Champion.....40%</div> <div>Magazine.....25%</div> <div>Machinists'.....40%</div> <div>Balsley's Patent.....38&amp;4%</div> <div>Williamson's:</div> <div>Beauty, \$ doz.....\$1.00 } 40%</div> <div>Gem, \$ doz.....90c } 40%</div> <div>C. T. Williamson Wire Novelty Co.....40%</div> <div>Screws—</div> <div>WOOD SCREWS—</div> <div>List, January 1, 1900.</div> <div>Brass, Flat Head.....77&amp;4%</div> <div>Brass, Round Head.....73&amp;4%</div> <div>Bronze, Flat Head.....72&amp;4%</div> <div>Bronze, Round Head.....70%</div> <div>Coppered, Flat Head.....75%</div> <div>Coppered, Round Head.....70%</div> <div>Drive Screws, Diamond Point.....80%</div> <div>Iron, Bright Flat Head.....8%</div> <div>Iron, Bright Round and Oval Head.....75%</div> <div>Nickel Plated, Iron Flat Head.....70%</div> <div>Nickel Plated, Iron Round Head.....70%</div> <div>Silver Plated, Iron Flat Head.....70%</div> <div>Silver Plated, Iron Round Head.....70%</div> <div>MACHINE—</div> <div>List, January 1, 1898.</div> <div>Brass, Flat Head.....50%</div> <div>Brass, Round Head.....50%</div> <div>Iron, Flat Head.....50%</div> <div>Iron, Round Head.....50%</div> <div>COACH, LAG AND HAND RAIL—</div> <div>G. P. Coach. List, Feb. 14, 1895.</div> <div>Hand Rail.....60&amp;10%</div> <div>Lag Screws. List, January 30, 1895.</div> <div>Cone Point.....75@75&amp;10%</div> <div>BENCH, HAND, ETC.—</div> <div>Bench, Iron, \$ doz., 1 in., \$3.25;</div> <div>1 1/2, \$3.50; 1 3/4, \$4.25</div> <div>Bench, Wood, Beech.....\$ doz. 8.40</div> <div>Chair.....60&amp;10%</div> <div>Hand, Wood.....40%</div> <div>Jack Screws, Millers Falls, Roller Bearing.....50%</div> <div>Jack Screws, Millers Falls, without Roller Bearing.....50&amp;10%</div> <div>Jack Screws, P. S. &amp; W.....40&amp;40&amp;10%</div> <div>Jack Screws, Sargent's.....60%</div> <div>Piano Stool.....50&amp;10%</div> <div>Scroll Saws—</div> <div>Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15.....25%</div> <div>Barnes' Scroll Saw Blades.....40%</div> <div>Cricket.....10&amp;10%</div> <div>C. E. Jennings &amp; Co.....25%</div> <div>Lester, complete, \$10.00.....15&amp;10%</div> <div>Rogers, complete, \$4.00.....15&amp;10%</div> <div>Scythes, Grass—</div> <div>Natural Finish.....\$7.50@7.75</div> <div>Polished Blade.....8.00@8.15</div> <div>Painted or Bronzed.....8.00</div> <div>Weed and Bush.....7.25@7.50</div> <div>Seeders—</div> <div>Raisin, Enterprise.....25@30%</div> <div>Shears—</div> <div>Acme (Cast).....40@40&amp;5%</div> <div>Atna, Steel Japanned.....80&amp;20%</div> <div>Atna, Steel Nickeled.....70&amp;20%</div> <div>Barnard Lamp Trimmy Co. ....net</div> <div>Scissors.....60%</div> <div>Shears, Nickel.....60%</div> <div>Shears, Japan.....70%</div> <div>Shears, Pruning, Japan.....70%</div> <div>Shears, Rubber, Nickel.....60%</div> <div>Shears, Tailors'.....40%</div> <div>Shears, Tinners'.....40%</div> <div>Tinners' Snips, Solid Steel.....40%</div> <div>Dental Snips, Japan.....70%</div> <div>Reinbach's:</div> <div>St. Trimmers, etc. 60&amp;10@60&amp;10&amp;10%</div> <div>Tailors' Shears.....40%</div> <div>Tinners' Snips.....40%</div> <div>Pruning. See Pruning Hooks &amp; Shears.</div> <div>Seymour's Standard List:</div> <div>Japanned.....70%</div> <div>Nickeled.....60%</div> <div>Standard Cutlery Co.:</div> <div>Japanned.....70&amp;10%</div> <div>Nickeled.....60&amp;10%</div> <div>Star Brand:</div> <div>Nickel Scissors.....60%</div> <div>Nickel Shears.....60%</div> <div>Japan Shears.....70%</div> <div>Tailors' Shears.....40&amp;10%</div> <div>Pruners.....70%</div> <div>Tinners' Snips.....40&amp;10%</div> <div>Wies &amp; Sons:</div> <div>Japanned.....70%</div> <div>Nickeled.....60%</div> <div>Tailors' Shears.....40%</div> <div>Tinners' Snips.....40%</div> <div>Shears, Hedge—</div> <div>Wm. Wilkinson &amp; Sons.....50%</div> <div>Sheaves—</div> <div>SLIDING DOOR—</div> <div>Corbin's list.....60&amp;10&amp;2%</div> <div>Hatfield's Pattern.....70&amp;10@80%</div> <div>M. W. Co., list July, 1888.....50&amp;10@60&amp;5%</div> <div>Stowell's Anti-Friction.....70%</div> <div>Patent Roller.....60&amp;10@60&amp;10&amp;5%</div> <div>R. &amp; E., list August 15, 1895.....60&amp;10@60&amp;10&amp;5%</div> <div>Russell's Anti-Friction, list December 18, 1895.....60&amp;2%</div> <div>SLIDING SHUTTER—</div> <div>Reading list.....60%</div> <div>R. &amp; E. Mfg. Co.'s.....60&amp;60&amp;10%</div> <div>Sargent's list.....70%</div> <div>Shells—</div> <div>See Ammunition.</div> <div>Shot—</div> <div>See Ammunition.</div> <div>Shovels and Spades—</div> <div>Association prices to small trade.</div> <div>No. 2, Polished, Square or Round Point, D or L Handle:</div> <div>A1, B2,</div> <div>1st Grade, 2d Grade</div> <div>Plain Back.....\$10.50</div> <div>Strap Back.....9.00</div> <div>Cleveland Pattern.....9.30</div> <div>C3, D4,</div> <div>3d Grade, 4th Grade</div> <div>Plain Back.....\$8.70</div> <div>Strap Back.....8.10</div> <div>Cleveland Pattern.....8.40</div> <div>All other sizes, add 30c. doz.</div> <div>Black, deduct 30c. doz.</div> <div>Shovels and Tongs—</div> <div>Brass Head.....60&amp;10@60&amp;10&amp;10%</div> <div>Iron Head.....60&amp;10@60&amp;10&amp;5%</div> <div>Shutter Bars—</div> <div>Ives'.....55%</div> <div>Shutter Bolts—</div> <div>See Bolts, Shutter.</div> <div>Sifters, Flour—</div> <div>Hunter's Genuine. \$ gross, \$10@11.50</div> <div>Sign Letters, Figures, &amp;c.—</div> <div>Aluminum S. &amp; N. Co.:</div> <div>Sign Letters and Figures.....60%</div> <div>Door Plates.....60%</div> <div>Trade Checks.....40%</div> <div>Skate Sharpeners—</div> <div>Eureka.....\$ doz. \$1.75; \$ gro. \$18.00</div> <div>Slaw and Kraut Cutters—</div> <div>Diston's:</div> <div>Slaw, Vegetable, Corn Grater, Tur-</div> <div>nip Shredder.....40%</div> <div>Kraut Cutters, 24x7, 26x8, 30x9.....55%</div> <div>Kraut Cutters, 36x12, 40x12.....40%</div> <div>Enterprise.....25@30%</div> <div>Enterprise Mfg. Co.....25%</div> <div>Tucker &amp; Dorsey:</div> <div>1 Knife.....\$ gro. \$16.50@20.00</div> <div>2 Knives.....\$ gro. 22.50@30.00</div> <div>Kraut Cutters.....50%</div> <div>Woodrough &amp; McParlin.....40%</div> <div>Sledges and Heavy Hammers—</div> <div>See Hammers.</div> <div>Slicers—</div> <div>Vegetable, Enterprise.....25%</div> <div>Smiths' Bellows—</div> <div>See Bellows.</div> <div>Snaps, Harness, &amp;c.—</div> <div>Anchor (T. &amp; S. Mfg. Co.).....55%</div> <div>Cockeyes.....66&amp;4%</div> <div>Fitch's:</div> <div>Bolt.....45%</div> <div>Bristol.....40&amp;10</div> <div>Champion.....40%</div> <div>Clipper.....50&amp;10&amp;5%</div> <div>Empire.....50&amp;5%</div> <div>National.....50&amp;5%</div> <div>Security.....40%</div> <div>Victor.....60&amp;5%</div> <div>German, new list.....40%</div> <div>Sargent's:</div> <div>Patent Guarded.....66&amp;4%</div> <div>Covered Spring.....50@55%</div> <div>Covert Mfg. Co.:</div> <div>Breast Strap Buckle Snaps.....</div> <div>Breast Strap Protector.....</div> <div>Double for Bits or Trace Carrier.....45%</div> <div>Trojan Snaps.....</div> <div>High Grade Snaps.....</div> <div>Jockey Snaps.....40%</div> <div>Derby Snaps.....35%</div> <div>Rope Snaps.....40%</div> <div>Snaths—</div> <div>Scythe.....40@45%</div> <div>Soldering Irons—</div> <div>Covert Mfg. Co.....20%</div> <div>Spoke Shaves—</div> <div>Bailey's (Stanley R. &amp; L. Co.).....50&amp;10%</div> <div>Iron.....\$ doz. 50&amp;10%</div> <div>Millers Falls.....15&amp;10%</div> <div>Seymour Smith &amp; Sons, Iron.....20%</div> <div>Wm. Johnson's:</div> <div>Wood, Best.....90%</div> <div>Wood, 2d quality.....83&amp;4%</div> <div>Spoons and Forks—</div> <div>Boardman's:</div> <div>Britannia Spoons, Catalogue "C".....net, List</div> <div>Nickel Silver, Catalogue "C".....net, List</div> <div>SILVER PLATED FLAT WARE—</div> <div>L. Boardman &amp; Son. Catalogue "C".....net List</div> <div>"1847".....40&amp;10%</div> <div>"Anchor".....50&amp;10%</div> <div>"Eagle".....50&amp;10%</div> <div>"Star".....50&amp;10%</div> <div>Rogers, Smith &amp; Co.....50&amp;10%</div> <div>Rogers &amp; Hamilton.....50&amp;10%</div> <div>Holmes &amp; Edwards.....50&amp;10&amp;10%</div> <div>German Silver, unplated.....50%</div> <div>KNIVES AND FORKS NO. 12—</div> <div>\$ doz. net.</div> <div>"1847".....\$3.50</div> <div>"Anchor".....3.25</div> <div>"Eagle".....3.25</div> <div>"Star".....3.25</div> <div>Rogers, Smith &amp; Co.....3.25</div> <div>Rogers &amp; Hamilton.....3.25</div> <div>Holmes &amp; Edwards.....3.00</div> <div>Springs—</div> <div>See Door Springs.</div> <div>Spring Balances—</div> <div>See Balances.</div> <div>Spring Hinges—</div> <div>See Hinges.</div> <div>Squares—</div> <div>Diston's Try Square and T Bevels.....60&amp;10%</div> <div>Starrett's Micrometer Caliper Squares.....25%</div> <div>Try Square and T Bevel.....60&amp;10</div> <div>@60&amp;10&amp;10%</div> <div>Winterbottom's Try and Mitre.....40&amp;10%</div> <div>Nickel-Plated. New List Jan. 5, 1900.....65&amp;10@70%</div> <div>Steel and Iron.....65&amp;10@70%</div> <div>Staples—</div> <div>Barbed Blind—1/4, 5/8, and 3/4 inch, \$ doz.....8&amp;4c.@9c.</div> <div>FENCE—</div> <div>Same price as Barb Wire. See Trade Report.</div> <div>Stay Rollers—</div> <div>Cronk's, No. 50.....66&amp;4%</div> <div>" Nos. 55 and 56.....70&amp;10%</div> <div>" No. 60.....60%</div> <div>" No. 65.....60&amp;10%</div> <div>Steels—</div> <div>Chailillon's.....30%</div> <div>Stocks and Dies.</div> <div>BICYCLE—</div> <div>Holroyd &amp; Co.....35%</div> <div>BLACKSMITH'S—</div> <div>Butterfield's.....35@40%</div> <div>Gardner.....38&amp;4@10%</div> <div>Holroyd &amp; Co.....40@50%</div> <div>Lightning Screw Plate.....25%</div> <div>Reece's New Screw Plates.....25@30%</div> <div>PIPE MAKERS—</div> <div>Holroyd &amp; Co.....75&amp;10@80%</div> <div>Stones—</div> <div>See Oilstones.</div> <div>Stops—</div> <div>See Bench Stops.</div> <div>Store Door Handles—</div> <div>See Handles.</div> <div>Stove Bolts—</div> <div>See Bolts.</div> <div>Stove Polish—</div> <div>See Polish, Stove.</div> <div>Sweepers—</div> <div>See Carpet Sweepers.</div> <div>Tackle Blocks—</div> <div>See Blocks.</div> <div>Tacks, Brads, &amp;c.—</div> <div>List Jan. 15, 1899.</div> <div>American Cut Tacks.....90&amp;10&amp;10%</div> <div>Carpet Tacks:</div> <div>American, Blued.....90&amp;10&amp;10&amp;10%</div> <div>American, Tinned.....90&amp;10&amp;10&amp;10%</div> <div>Swedes Iron Tacks:</div> <div>S. S.....90&amp;10&amp;10%</div> <div>Bill Posters' and Railroad Tacks:</div> <div>S. S.....90&amp;30%</div> <div>Common and Patent Brads.....70&amp;10%</div> <div>Finishing Nails.....70&amp;10%</div> <div>Gimp Tacks:</div> <div>S. S.....90&amp;40%</div> <div>Hungarian Nails, Steel.....80&amp;20%</div> <div>Lace Tacks:</div> <div>S. S.....90&amp;20%</div> <div>Looking Glass Tacks.....70&amp;10%</div> <div>Trimmers' Tacks:</div> <div>S. S.....90&amp;10&amp;10%</div> <div>Trunk and Clout Nails:</div> <div>Steel, Black.....80%</div> <div>Steel, Tinned.....80%</div> <div>Upholsterers' Tacks:</div> <div>S. S.....90&amp;40%</div> <div>MISCELLANEOUS—</div> <div>Double Point, in dozens.....90&amp;10&amp;10&amp;10%</div> <div>Double Point, in bulk.....80%</div> <div>Matting.....80%</div> <div>Shade, in dozens.....90&amp;10&amp;10%</div> <div>Shade, in bulk.....80%</div> <div>Tack Pullers—</div> <div>Columbia, No. 1, \$ doz., net.....\$1.00</div> <div>Columbia, No. 2, \$ doz., net.....1.50</div> <div>Little Jack.....\$ doz., 1.00</div> <div>Tapes, Measuring—</div> <div>American Assee's Skin.....40&amp;10&amp;50%</div> <div>Leather Case.....25@25&amp;10%</div> <div>Steel.....33&amp;4@40%</div> <div>Chestermans.....25@25&amp;5%</div> <div>Keuffel &amp; Esser Co., New List, 1898:</div> <div>Steel and Metallic.....35%</div> <div>Larkin's Steel and Metallic.....25@80%</div> <div>Tap Borers—</div> <div>See Borers, Tap.</div> <div>Taps—</div> <div>American Screw Co.:</div> <div>Machine Screw.....70%</div> <div>Holroyd &amp; Co.'s:</div> <div>Blacksmiths.....60&amp;65&amp;5%</div> <div>Machine Screw.....70&amp;10@75%</div> <div>Machinists' Hand.....60@60&amp;10&amp;10%</div> <div>Pipe, 1/2 to 1 1/2.....80@80&amp;10%</div> <div>Pipe, 2 to 4.....70@70&amp;10%</div> <div>Thumb Latches—</div> <div>See Handles.</div> <div>Tinware—</div> <div>Stamped, Japanned and Pieced, Net Prices.</div> <div>Tire Bolts—</div> <div>See Bolts.</div> <div>Tobacco Cutters—</div> <div>National Specialty Co.....40%</div> <div>Enterprise Mfg. Co.....25@80%</div> <div>Toilet Clippers—</div> <div>See Clippers.</div> <div>Torches—</div> <div>National Cement and Rubber Mfg. Co.:</div> <div>No. 1 Medium Gasoline Torch.....\$4.12</div> <div>No. 2 Large Gasoline Torch.....6.98</div> <div>Trammel Points—</div> <div>Backus and Union.....40%</div> <div>C. E. Jennings &amp; Co., "Eureka".....25%</div> <div>Cook's.....25%</div> <div>Sargent's.....40&amp;10%</div> <div>Stanley's.....30&amp;10%</div> <div>Tower &amp; Lyon.....33&amp;4%</div> <div>Prentiss'.....20@25%</div> <div>Tracks, &amp;c.—</div> <div>F. E. Myers &amp; Bro.:</div> <div>Comb. Car, Double Steel T.....\$3.50</div> <div>Comb. Car, Wood Track.....3.25</div> <div>Common 6 in. Wood Sheave Pulley, Fig. 433.....\$ doz. 1.75</div> <div>D. H. Fork Steel Regular.....each, .85</div> <div>Double Grapple Fork.....each, 3.50</div> <div>Double Rail Steel Track, complete with clamps.....\$ ft. 1.10</div> <div>Faultless Steel Frame K. P. Pulley, Fig. 435.....\$ doz. 2.15</div> <div>Faultless Steel Frame 6 in. Plain Pulley, Fig. 435.....\$ doz. 1.90</div> <div>Floor Hooks, 1/2 in.....\$ doz. .70</div> <div>Floor Pulley, Wood Sheave, Fig. 486.....\$ doz. 2.25</div> <div>Hanging Hooks for Double Steel Track.....\$ doz. .65</div> <div>Hanging Hooks for Single Steel Track.....\$ doz. .65</div> <div>Hanging Hooks for Wood Track, 10 in.....\$ doz. .55</div> <div>Hanging Hooks for Wood Track, 14 in......65</div> <div>Malleable Frame K. P. Pulleys, Fig. 876.....\$ doz. 2.40</div> <div>Malleable Rafter Brackets.....\$ doz. .40</div> <div>Nellis Fork.....each, 1.60</div> <div>New Myers Iron Rod Car.....3.25</div> <div>Reed Wood Frame Pulley with Hook, Fig. 434.....\$ doz. 2.00</div> <div>Rev. Car., Double Steel Track.....3.50</div> <div>Rev. Car., Wood Track.....3.25</div> <div>Rope Hitch.....\$ doz. 1.75</div> <div>Single Rail Car, Single Steel T.....3.50</div> <div>Single Rail Steel Track with clamps.....\$ ft. .00</div> |  |
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Sprout's Shear Fork, each .....\$1.60  
Steel Frame Pulley with Iron  
Sheave, Fig. 565,  $\frac{3}{4}$  doz. 1.85  
Sure Grip Sling Car, Steel or Wood  
Track ..... 6.00  
Walker Fork, each ..... 1.25  
Wrought Rafter Brackets,  $\frac{3}{4}$  doz. ....40

**Transom Lifters—**

Ajax ..... 50&10&50&10&5  
Bronze Metal, with Safety Spring .....  
50&50&10  
Crescent ..... 70&70&10  
Dickson's ..... 60  
Nickel Plated ..... 50&10  
Payson's Solid Grip, Nos. 308 and  
304,  $\frac{3}{4}$  100. \$12.00  
Shaw's:  
Copper Finished ..... 80&10  
Lever ..... 70&70&10

**Traps—****FLY—**

Balloon .....  $\frac{3}{4}$  doz. \$1.50,  $\frac{3}{4}$  gro. \$15.00  
Globe .....  $\frac{3}{4}$  doz. 1.50,  $\frac{3}{4}$  gro. 15.00  
Harper .....  $\frac{3}{4}$  doz. 1.75,  $\frac{3}{4}$  gro. 18.00

**GAME—**

Star, Blake's Pattern ..... 60&10&10  
Enterprise Mole ..... 15  
H. & N. .... 65  
Newhouse ..... 40  
Victor ..... 70&5

**MOUSE AND RAT—**

Erie Rat ..... 40&40&10  
Hotchkiss:  
Metallic Mouse ..... 50  
Improved Rat ..... 50  
New Rat ..... 50  
Mouse, Bonanza,  $\frac{3}{4}$  doz. .... 90&1.0  
Mouse, Catch 'em alive,  $\frac{3}{4}$  doz. \$2.50, 15  
Mouse, Delusion ..... 40  
Mouse, Ideal,  $\frac{3}{4}$  gro. .... \$9.00  
Mouse, Round Wire,  $\frac{3}{4}$  doz. .... \$1.50, 1  
Mouse, Wood, Choker,  $\frac{3}{4}$  doz. holes 10c  
Marty French Rat and Mouse Traps  
(Genuine):  
No. 1. Rat, each \$1.13,  $\frac{3}{4}$  doz. ....\$12.00  
No. 3. Rat,  $\frac{3}{4}$  doz., \$6.00; case ..... 5.25  
of 50 ..... 4.25  
No. 3 $\frac{1}{2}$ . Rat,  $\frac{3}{4}$  doz., \$4.75; case ..... 4.25  
of 72 ..... 2.75  
No. 4. Mouse,  $\frac{3}{4}$  doz., \$3.50; case ..... 2.75  
of 72 ..... 2.25  
No. 5. Mouse,  $\frac{3}{4}$  doz., \$2.75; case of 150 ..... 2.25  
Schuyler Rat Killer, No. 1,  $\frac{3}{4}$  gro. ....\$15.00  
No. 2,  $\frac{3}{4}$  gro. ....\$15.00  
Mouse, No. 3 ..... 9.00  
Smith & Egge Mfg. Co.:  
Superior Rat Trap ..... \$15.00  
Yankee Mouse Trap ..... 5.50  
Yankee Rat Trap ..... 11.00  
J. M. Mast Mfg. Co.:  
Snap Shot, 2-Hole ..... \$3.60&4.00  
Snap Shot, 4-Hole ..... 5.40&6.00  
Blizzard, No. 12 ..... 4.30  
Reddy, No. 20 ..... 3.60  
Reddy, No. 40 ..... 3.60  
Reddy Rat Traps, No. 2 ..... 9.00  
Blizzard Rat Traps, No. 1 ..... 10.00

**Trowels—**

Brade's Brick ..... 30  
Disston's:  
Brick and Pointing ..... 30  
Plastering ..... 25  
"Standard Brand" and Garden ..... 40  
C. E. Jennings & Co.:  
Brick ..... 30  
Plastering ..... 25  
Pointing ..... 30  
Wm. Johnson's:  
Brick ..... 40  
Plastering ..... 40  
Pointing ..... 40  
W. & McP. Plastering ..... 25&25&10  
Peace's Plastering ..... 25&25&10  
Richardson ..... 25&25&10  
"Rose" Brick, Plastering and Mould-  
ers ..... 30&30&10  
Sargent's Garden, No. 1 ..... 50  
Sargent's Garden, No. 15 ..... 45

**Vegetable Slicers—**

Enterprise Mfg. Co. .... 25

**Vises—**

Solid Box ..... 40&40&10&5  
V. W. & W. .... 40  
Fisher-Norris ..... 15&10

**PARALLEL—**

Armstrong's:  
Combination ..... 50  
Plain and Hinge ..... 60  
Athol, Oval Slide ..... 60  
Adams, Diamond ..... 40  
Bonney's Champion ..... 40  
Fisher & Norris Double Screw ..... 15  
Holland's ..... 40  
Howard's ..... 40  
Little Giant Bench ..... 25&10  
Lowell Hand ..... 33&5

Massey:  
Perfect ..... 15&20  
Clincher ..... 30&40  
Wood-Working ..... 15&20  
Planer ..... 15&20  
Comb. Pipe ..... 40

Millers Falls:  
Mechanics' ..... net&10  
Oval Slide ..... 50&10  
Ball Clamp ..... 45  
Gravity ..... net  
Hand ..... 15  
Moore's ..... 20

Parker's:  
Regular ..... 20&25  
Combination Pipe ..... 55&60  
Oval Slide ..... 55&60  
Victor ..... 20&25  
Vulcan ..... 40&45  
Phenix ..... 20&20&10  
Prentiss ..... 20&25  
Sargent's ..... 70  
Simpson's Adjustable ..... 40  
Stephens ..... 25&33  
Trenton ..... 40&40&5  
V. W. & W. Parallel ..... 40  
Coach Makers ..... 40  
Oval Slide ..... 40  
Wright's Pipe ..... 40

**SAW FILER—**

Bonney's No. 2, \$15.00 ..... 40&10&50  
Cincinnati ..... 40  
Stearns Com. No. 0, 1, 2 and 3, ..... 50&50&10  
Stearns Rubber Jaw, Nos. 10 and 33, ..... 33&40  
Wentworth's ..... 40

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel ..... 45  
Lane's Steel ..... 30

**Washer Cutters—**

Otis A. Smith's ..... 20&10&10

**Well Wheels—**

Japanned, 8 to 14 inches ..... 70

**Weed Extractors—**

"Pastime" .....  $\frac{3}{4}$  doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co. .... 40  
Clayton's ..... 25&10

**Window Stop Adjusters—**

Ives' New List ..... 40  
Taplin's "Perfection" ..... 50

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire ..... 30  
Bright Wire Goods, New List ..... 85&10

Cast Steel Wire ..... 50  
Copper Wire ..... 15  
Annealed and Tinned on Spools ..... 50  
Brass and Copper on Spools ..... 40  
Spooled Wire, ass'd for Retailing ..... 60

Market Wire, Bright and Annealed:  
Nos. 6 to 9 ..... 75  
Nos. 10 to 18 ..... 75&5  
Nos. 19 to 26 ..... 75&15  
Nos. 27 to 36 ..... 75&10&2&5

Coppered and Galvanized:  
Nos. 6 to 9 ..... 70  
Nos. 10 to 18 ..... 70&5  
Nos. 19 to 26 ..... 70&10  
Nos. 27 to 36 ..... 70&10&10

Tinned:  
Nos. 6 to 14 ..... 70&10&10  
Nos. 15 to 18 ..... 70&10&5  
Nos. 19 to 26 ..... 70&10  
Nos. 27 to 36 ..... 70&5

Picture Wire, List of Oct. 2, 1900 ..... 80&10&80&10&10

Steel Music Wire, Nos. 12 to 30, Im-  
ported,  $\frac{3}{4}$  lb. 60&70c  
Stub's Steel Wire ..... \$6.00 to \$2.50

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting ..... 60&40&10  
Painted Screen Cloth, good quality,  
 $\frac{3}{4}$  100 sq. ft. \$1.50

**Wire Rope—**

New List July 1, 1899.  
Cast Steel ..... 30  
Iron ..... 35  
Iron, Galvanized ..... 30

**Wire Rope Clips—**

Crosby ..... 25

**Wire Stretchers—**

W. C. Heller's Grip .....  $\frac{3}{4}$  doz. \$1.50

**Wrenches—**

Agricultural ..... 70&10  
Aiken's Pocket (Bright) ..... \$2.00&\$3.20  
Alligator ..... 70  
Baxter's ..... 60&10  
Bemis & Call's:  
Briggs Pattern ..... 30&10  
No. 2 Cylinder ..... 55  
No. 3 Pipe, Bright ..... 50  
Patent Combination Black ..... 40&5  
Patent Combination Bright ..... 40

Bicycle:  
Club ..... 40  
Superior ..... 40  
Featherweight ..... 40  
Protection ..... 40  
Boardman's ..... 30&33&5

Coe's:  
Genuine ..... 40&10&5&5  
"Mechanics" ..... 40&10&10&5&5  
Coe's Pattern, Wrought Bar ..... 60&50

Donohue's Engineer ..... 40  
Eagle Pipe ..... 50&10  
Gem ..... 33&5  
Stillson Pipe ..... 50  
Taylor Pipe and Nut ..... 40  
Acme ..... 60&60&5  
Bull Dog ..... 60&10  
Hercules ..... 70  
J. H. Williams & Co. .... 25

**Wringers, Clothes—**

In lots of less than one dozen ..... Cash  
Am. Wringer Co.'s list, July, 1899 ..... 25  
Colby Wringer Co., list May 1, 1894 ..... 25  
Lovell Mfg. Co., list July 2, 1894 ..... 25  
National Wringer & Mfg. Co., list  
Jan. 1, 1895 ..... 25  
Peerless Mfg. Co., list Feb., 1892 ..... 25  
NOTE.—On lots of 1 dozen a discount  
of 10% is often given.

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels,  $\frac{3}{4}$  gal. 64c  
Linseed, City, Boiled, in barrels,  
 $\frac{3}{4}$  gal. 66c  
Out of Town on Spot .....  $\frac{3}{4}$  gal. 64c  
Calcutta, Raw, in barrels .....  $\frac{3}{4}$  gal. 76c  
Lard, Prime City .....  $\frac{3}{4}$  gal. 55&57c  
Extra, No. 1 ..... 48&50c  
No. 1 ..... 41&43c

**Paints and Colors—**

Barytes, Foreign Floated,  $\frac{3}{4}$  ton, ..... \$20.00&\$21.00  
Barytes, American Floated,  $\frac{3}{4}$  ton, ..... \$19.00&\$20.00  
Barytes, Crude .....  $\frac{3}{4}$  ton 9.00& 10.00  
White Lead, American, Dry, in bbls. ....  
 $\frac{3}{4}$  lb. 6&6 $\frac{1}{4}$ c  
White Lead, American, in Oil, in lots  
of less than 500 lbs. ....  $\frac{3}{4}$  lb. net 7c  
In lots of 500 lbs. and over. ....  $\frac{3}{4}$  lb. 6 $\frac{1}{2}$ c  
White Lead, Foreign, in Oil.  $\frac{3}{4}$  lb. 8&9 $\frac{1}{2}$ c  
Litharge, Kegs .....  $\frac{3}{4}$  lb. 6 $\frac{1}{2}$ c&7c  
Zinc, American, Dry .....  $\frac{3}{4}$  lb. 4 $\frac{3}{4}$ &5 $\frac{1}{4}$ c

**Putty—**

In bulk ..... \$1.90  
In bladders ..... 2.40  
In cans, 50 lb. .... 2.00  
In cans, 25 lb. .... 2.25  
In cans, 12 $\frac{1}{2}$  lb. .... 2.50  
In cans, 5 lb. .... 3.50  
In cans, 3 lb. .... 4.00  
In cans, 2 lb. .... 4.50  
In cans, 1 lb. .... 5.00

**Spirits Turpentine—**

In regular bbls ..... 41 $\frac{1}{2}$ c  
In machine bbls ..... 42 c

**Dry Colors—**

Blue, Chinese ..... 35 @ 40 c  
Blue, Prussian ..... 33 @ 38 c  
Blue, Ultramarine ..... 6 @ 30 c  
Sienna, Italian, burnt &  
powdered ..... 4 $\frac{1}{2}$ c&10 c  
Sienna, Italian, raw &  
powdered ..... 3 @ 7 c  
Umber, Turkey, burnt ..... 2 $\frac{1}{2}$ c& 3 $\frac{1}{4}$ c  
Umber, Turkey, raw ..... 2 $\frac{1}{4}$ c& 3 $\frac{1}{4}$ c  
Green, Chrome, Ordinary ..... 5 @ 7 c  
Green, Paris, in bulk ..... 15 @ 16 c  
Indian Red, American ..... 2 $\frac{1}{2}$ c& 3 c  
Indian Red, English ..... 4 $\frac{1}{2}$ c& 5 $\frac{1}{2}$ c

**Colors in Oil—**

Black Lampblack, best ..... 18 @ 15 c  
Black Lampblack, common ..... 8 @ 10 c  
Blue, Chinese ..... 35 @ 40 c  
Blue, Prussian ..... 33 @ 38 c  
Blue, Ultramarine ..... 14 @ 18 c  
Sienna, burnt ..... 17 @ 18 c  
Sienna, raw ..... 11 @ 13 c  
Umber, burnt ..... 11 @ 18 c  
Umber, raw ..... 11 @ 18 c  
Brown, Vandyke ..... 11 @ 13 c

D. T.  
WIRE HOOK



TO

DRIVE

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Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.
- Lubricants.**  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.
- Magnolia Metal.**  
Magnolia Metal Co., New York.
- Mallets.**  
Bruce & Cook, New York.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.
- Masons' Lines.**  
Samson Cordage Works, Boston.
- Measuring Pumps.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Measuring Tapes.**  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.
- Meat Choppers.**  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.
- Meat Cutters.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.
- Metallic Paint.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.
- Mills, Coffee and Spice.**  
Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mills, Drug.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mincing Knives.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.
- Mitre Boxes.**  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.
- Mowing Machine Oilers.**  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.
- Nails.**  
Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Sickels & Nutting Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.
- Nail Pullers.**  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.
- Nail Sets.**  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.
- Needles.**  
Alfred Field & Co., New York.
- Nippers.**  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.
- Nuts.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.
- Office Railings.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.
- Oilers.**  
Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.
- Oil Heaters.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Oil Stones.**  
Pike Mfg. Co., Pike Station, N. H., and New York.
- Oil Tank Outfits.**  
Eastern Oil-Tank Co., Lowell, Mass.
- Ornamental Iron Work.**  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Padlocks.**  
Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Paints.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.
- Paper Clips.**  
Cushman & Denison, New York.
- Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Photo-Engraving.**  
A. Mugford, Hartford, Conn., and New York.
- Pipe Cutters.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.
- Pipe Straps.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pipe Threading Machines.**  
Armstrong Mfg. Co., Bridgeport, Conn.
- Pipe Vises.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.
- Planes.**  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.
- Plated Ware.**  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Pliers, Fencing.**  
Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Plumbers' Supplies.**  
L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Cutlery.**  
American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.
- Police Equipments.**  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.



**Polish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump Co., Cleveland, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Brass and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
F. E. Kohler & Co., Canton, Ohio.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Hones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Razor Strops.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Refrigerator Door Fasteners.**

P. J. Conroy, Philadelphia.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.  
Novelty Mfg. Co., Jackson, Mich.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roofing Nails.**

Salem Nail Co., New York.

**Roofing and Roofers' Supplies.**

L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rubber Buckets.**

Torrent Pump Co., Cleveland, Ohio.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Safes.**

Sears, Roebuck & Co., Chicago, Ill.

**Sand and Emery Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand-Paper Blocks.**

T. L. Prevost, Racine, Wis.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

S. A. Brown, Buffalo, N. Y.  
Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.  
Charles Morrill, New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.

**Scales.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Screw and Bolt Cases.**

J. D. Warren Mfg. Co., Chicago.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screws, Set and Cap.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screw Drivers.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Drivers, Electricians'.**

The Ducharmes & Co., Shelburne Falls, Mass.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.  
Pike Mfg. Co., Pike Station, N. H.

**Seal Presses.**

Charles Morrill, New York.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

National Sewing Machine Co., Belvidere, Ill.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.  
Universal Scissor, Tool & Nov. Co., New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Boxes.**

W. C. Heller & Co., Inc., Montclair, N. J.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts.**

Baxter, Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shovels.**

Allerton-Clarke Co., New York.  
Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Signs, Enameled Steel.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Silver Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Sink Strainers.**

F. H. & E. B. Vrooman, Chicago, Ill.

**Skate Ankle Supports.**

Brauer Bros., St. Louis, Mo.  
Caskey & Wyant, New York.

**Skates, Double Runner.**

Sam'l Winslow Skate Mfg. Co., Worcester, Mass.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.  
Sam'l Winslow Skate Mfg. Co., Worcester, Mass.

**Skate Sharpeners.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

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Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
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Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.  
Salem Nail Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Phila., Pa.  
Voigt, Starr & Co., New York.

**Spoke Repairers.**

Torrent Pump Co., Cleveland, Ohio.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

J. A. Dubuar & Co., Northville, Mich.  
Wm. G. Smith & Co., Philadelphia.

**Springs, Wire.**

Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.

**Spring Cotters.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.  
Standard Tool Co., Cleveland, Ohio.

**Spring Hinges.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Squares, Steel.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Stamping.**

Clark & Cowles, Plainville, Conn.

**Staple Pullers.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Stay Rollers.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Steel.**

Wallace Barnes Co., Bristol, Conn.  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.

- Steel Hinges, Spring.**  
Bommer Bros., Brooklyn, N. Y.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Steel Traps.**  
Hawkins Co., Waterbury, Conn.
- Step Ladders.**  
Bicycle Step Ladder Co., Chicago.  
Morley Bros., Saginaw, Mich.
- Stocks and Dies.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.
- Stones, Scythe, Oil, Etc.**  
Cleveland Stone Co., Cleveland, Ohio.  
Pike Mfg. Co., Pike Station, N. H.
- Store Fixtures.**  
Bicycle Step Ladder Co., Chicago.  
Morley Bros., Saginaw, Mich.  
J. D. Warren Mfg. Co., Chicago.
- Store Trucks.**  
See Trucks, Store.
- Stove Polish.**  
Joseph Dixon Crucible Co. Jersey City, N. J.  
J. L. Prescott & Co., New York.
- Stove Trimmings.**  
Troy Nickel Works, Albany, N. Y.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Strainers, Julep.**  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Strapping Belts.**  
Ames Sword Co., Chicopee, Mass.
- Strops, Razor.**  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Studs.**  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
- Table Cutlery.**  
Goodell Co., Antrim, N. H.
- Tackle Blocks.**  
Burr Mfg. Co., Cleveland, Ohio.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Tack Pullers.**  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Tacks.**  
Salem Nail Co., New York.
- Tailors' Shears.**  
R. Heinisch's Sons Co., Newark, N. J.
- Taper Pins.**  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
- Taps and Dies.**  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
- Tinned Nails.**  
Salem Nail Co., New York.
- Tinners' and Roofers' Supplies.**  
Berger Bros. Co., Philadelphia.  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.
- Tin Plate.**  
Bruce & Cook, New York.
- Tire Bolts.**  
Atlas Bolt & Screw Co., Cleveland, Ohio.
- Tool Chests.**  
American Tool Chest Co., New York.  
R. Bliss Mfg. Co., Pawtucket, R. I.  
C. E. Jennings & Co., New York.
- Tools.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
E. C. Atkins & Co., Indianapolis, Ind.  
Cleveland Twist Drill Co., Cleveland, Ohio.  
Coe's Wrench Co., Worcester, Mass.  
Alfred Field & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.  
Stanley Rule & Level Co., New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.
- Transom Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Traps, Rat and Mouse.**  
Burditt & Williams, Boston, Mass.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Trowels.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.
- Trucks, Store.**  
John Chatillon & Sons, New York.  
John H. Graham & Co., New York.
- Tubes, Seamless Drawn.**  
Williamson W. N. Co., Newark, N. J.
- Tubing.**  
Standard Tool Co., Cleveland, O.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Tubular Rivets.**  
Tubular Rivet & Stud Co., Boston, Mass.
- Turpentine Tools.**  
G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.
- Twine.**  
Samson Cordage Works, Boston.
- Twist Drills.**  
Cleveland Twist Drill Co., Cleveland, Ohio.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.
- Valves, Pump.**  
Berger Bros. Co., Philadelphia.  
F. E. Myers & Bro., Ashland, Ohio.
- Varnishes.**  
Gilden Varnish Co., Cleveland, Ohio.  
Harrison Bros. & Co. Inc., New York, Philadelphia, Chicago.
- Vases, Flower.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Ventilators.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Canton Steel Roofing Co., Canton, O.  
Geo. E. Fenn, Boston, Mass.  
Novelty Mfg. Co., Jackson, Mich.
- Vises.**  
Armstrong Mfg. Co., Bridgeport, Ct.  
Alfred Field & Co., New York.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.  
Van Wagoner & Williams Hardware Co., New York.
- Wagon Jacks.**  
Covert Mfg. Co., West Troy, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.
- Washing Machines.**  
H. F. Brammer Mfg. Co., Davenport, Ia.
- Washers, Iron and Steel.**  
Clark & Cowles, Plainville, Conn.
- Wheelbarrows.**  
Bryan Mfg. Co., Bryan, Ohio.
- White Lead.**  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Window Lines, Pulleys, etc.**  
Samson Cordage Works, Boston.
- Window Screens.**  
John H. Graham & Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.
- Wire, Barb.**  
Fuller Bros. & Co., New York.
- Wire Cloth.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York and Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.
- Wire Gates, Fences and Fencing.**  
Detroit Fence Co., Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York, Chicago.
- Wire Goods Manufacturers.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Detroit Fence Co., Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
- Wire, Market.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
- Wire, Music.**  
Alfred Field & Co., New York.
- Wire Nails.**  
Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Sickels & Nutting Co., New York.  
Charles J. Stebbins & Co., New York.
- Wire Springs.**  
Wallace Barnes Co., Bristol, Conn.  
Dunbar Bros., Bristol, Conn.
- Wire Straighteners.**  
Chandler & Farquhar, Boston.
- Wire Work.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Wooden Faucets.**  
John Sommer's Son, Newark, N. J.
- Wood Hardware Specialties.**  
R. Bliss Mfg. Co., Pawtucket, R. I.  
C. E. Jennings & Co., New York.
- Wrenches.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Coe's Wrench Co., Worcester, Mass.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Trimont Mfg. Co., Roxbury, Mass.
- Wrought Butts.**  
Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.
- Yellow Metal Nails.**  
Salem Nail Co., New York.
- Zinc Nails and Tacks.**  
Salem Nail Co., New York.
- Zinc, Sheet.**  
Bruce & Cook, New York.

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# HARDWARE BUYERS' DIRECTORY.

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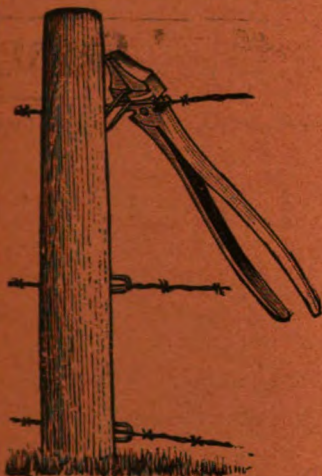
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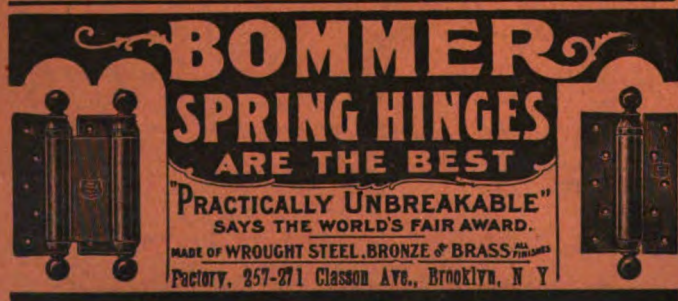
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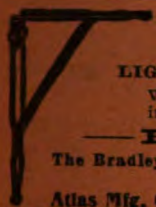
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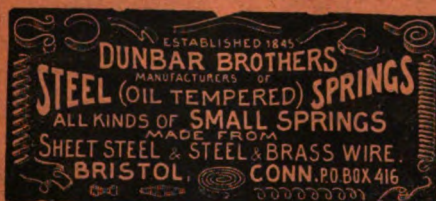
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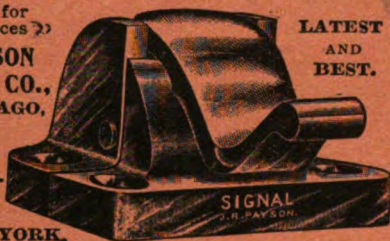
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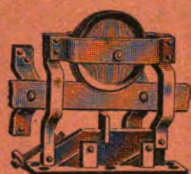
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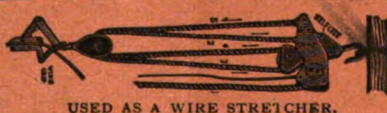
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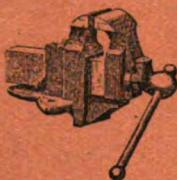
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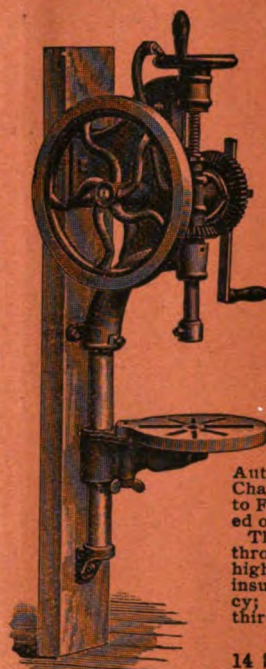
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103 Reade Street,

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## Iron & Steel Cut Nails

**STEEL WIRE NAILS.**

A Large Stock Constantly on hand for Immediate Shipment.

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OF WILMINGTON, DELAWARE.

**Crystal Grain.** Very Strong and Clean.

**Eagle Duck.** Extremely Popular. A Combination of  
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Moist and Clean. Will not Cake.

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A Perfect Powder for the Trap and Field, High in Velocity, Low  
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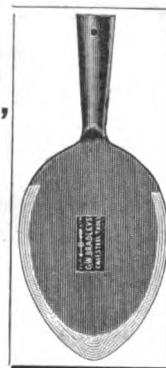
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Box Scrapers.

Sold by all the leading  
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MANUFACTURERS OF

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**Hot Forged Hammer Pointed**  
**HORSE NAILS.**

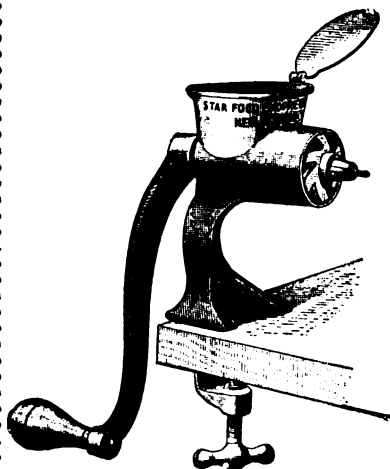
The Ausable Horse Nail Co. is not con-  
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A distinguishing and exclusive feature of the STAR FOOD CHOPPER is a plate hinged at the top of the hopper which, when pressed on the food to be cut, forces it upon the feed screw, thus preventing the possibility of injuring or soiling the fingers, which is liable to occur in using the other choppers.

The STAR is unquestionably the best machine of its kind ever offered to the public. It will cut without crushing raw or cooked meat, sea food, fruit, vegetables, etc., into coarse or fine pieces, according to the cutter used, of which three accompany each chopper.

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No other chopper has the many merits of the STAR. None is more simple in construction or easier to understand or clean. From start to finish in the small points as well as in the large, the STAR FOOD CHOPPER is the best.

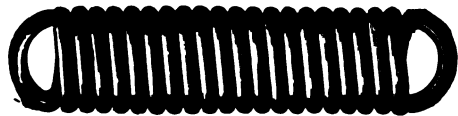
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These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



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85 to 98 Cliff St. and No. 18 Jacob St.,  
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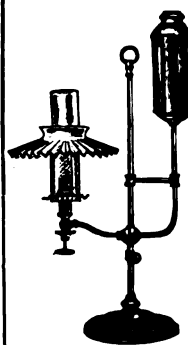
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Tools, Cutlery and Springs.



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A One Hundred Candle-Power Light for Six Hours' Service One Cent. The illuminant is gasoline, stored in compartments in the lighting fixtures, and on passing through a heating chamber reaches the orifice in the form of gas, which burns with a smokeless flame under a mantle heated to incandescence. The light is not affected by temperature, and will burn equally well in summer or winter. The lamp uses 74° stove gasoline, and is started by heating the burner with a small alcohol torch, supplied with each light. There is no odor like the old gasoline stove.

These lamps have been approved by the Board of Underwriters of Chicago.

Covered by eight patents in the United States and Canada. Ask for catalogue of complete line of lamps and our

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Manufacturer and Patentee,

H. MERKEL, Broadway & Elm St., ST. LOUIS, MO.

**If you're Looking for First Class**  
**UP-TO-DATE BARROWS**

ORDER THE . . .

**Champions, the**  
**World's Best.**

All Kinds of Wood and  
Steel Barrows.

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## ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.  
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These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

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75 YEARS.

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CELEBRATED **HEINISCH** SHEARS



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The most complete and best finished line in the world, consisting of

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This cuts both  
Spiral  
extended.



No. 1, Length without Bit, Spiral extended, 10 1/4 in., closed 1 1/4 in. No. 2, Length without Bit, Spiral extended, 15 in., closed 1 1/4 in.

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... "Electric" Spiral Screw-Driver...

THE BEST IN THE MARKET FOR THE MONEY.

No. B1, Length Spiral Extended, 15 in., closed 1 1/4 in. No. B2, Length Spiral Extended, 15 1/4 in., closed 5 in.

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WOOD CUTS AND ELECTROTYPES.

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"ORIGINAL  
JENNINGS"

AUGERS and  
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Genuine have

"Russell Jennings"  
stamped in full  
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each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.

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(Illustrated.)  
Price 10 Cents.  
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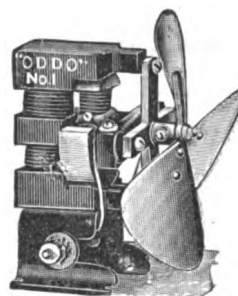
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PRACTICAL  
ELECTRICITY.



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Is to supply  
increasing demand.

Weight 16 Ounces. Height 3 1/4 Inches.

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well finished, durable, and strongest for its size in the world, guaranteed to give satisfaction. Price \$1.50 (add 22c. express or mailing charges, to any part of U. S. or Canada), or I will send No. 1 motor, with two Special dry batteries to drive it at the rate of over 2,000 revolutions per minute. The motor and cell sent complete for \$1.50; Fan 25 cts. express charges extra. AGENTS WANTED.

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*You take no risk on the quality.  
We make only the best!*



**Sand  
Papers**

Reams and Rolls

Filnt Paper  
Garnet Paper  
Emery Paper  
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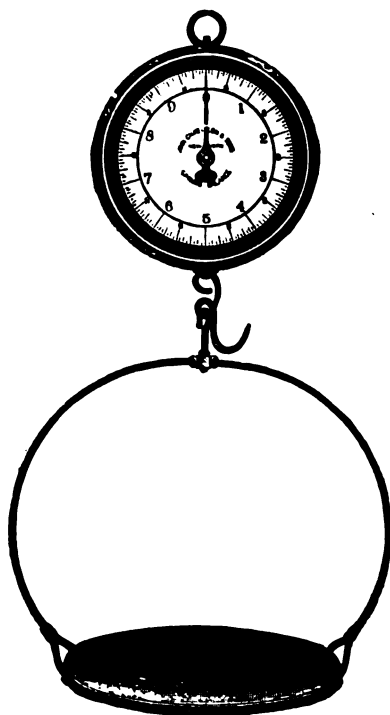
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67 BECKMAN STREET, NEW YORK.  
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OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

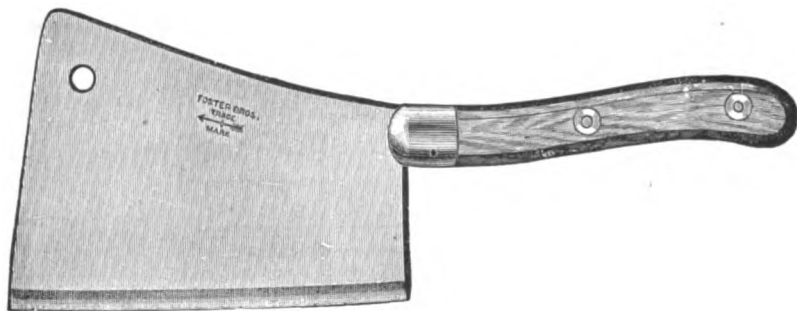


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

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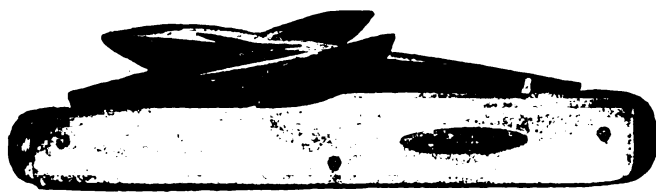
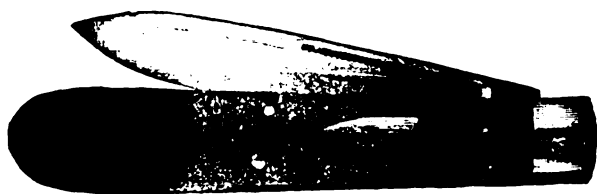
These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

## FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

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Finest quality American Pocket Cutlery in large variety. Knives that are good sellers, and will give satisfaction to the user.

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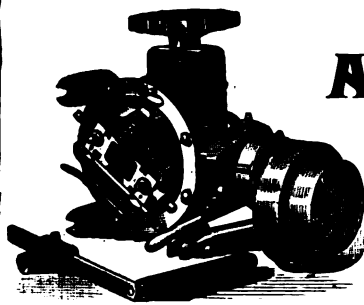
Without a line of  
**ARMSTRONG**

PIPE THREADING AND CUT-  
TING OFF MACHINES,

ADJUSTABLE  
STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe  
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They are all "Standards" and Never  
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No. 0. Threading Machine, Power  
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Wholesale Hardware & Agricultural Implements,  
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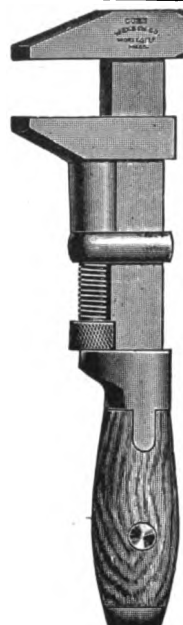
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## L. COES'

Genuine improved  
KNIFE HANDLE  
PATENT

# Screw Wrenches.

MANUFACTURED BY  
**COES WRENCH CO.,**  
WORCESTER, MASS.



Established in  
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Patented Dec.  
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The BEST MADE and STRONGEST WRENCH in the MARKET.

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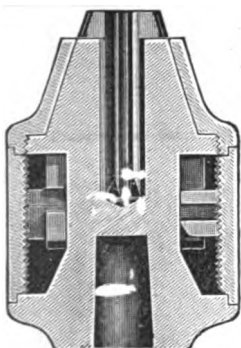
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SELF-ACTING  
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REMOVES  
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First Quality,  
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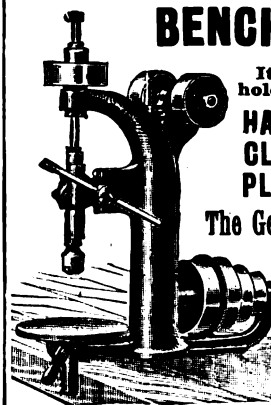


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LARGEST ASSORTMENT.  
ALL GRADES OF GRIT.  
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It will drill a 1/4-inch  
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Always Sharp! No Slipping of the Horse!  
No injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free.  
Patentees and Sole Manufacturers,

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BERLIN-SCHOENEBERG, GERMANY

# "ENTERPRISE" FOOD CHOPPER

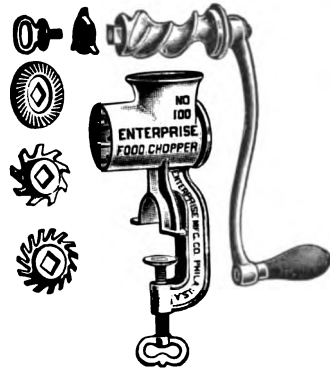
**TINNED**

Easily Cleaned      Never gets out of order  
Chops any article of food Fine, Medium or Coarse as desired  
**DOES NOT MASH BUT CHOPS**

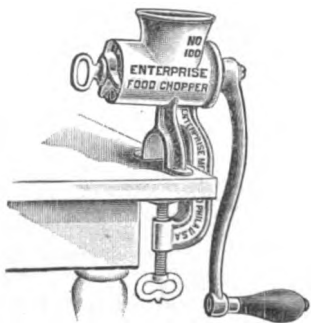
**Absolutely Guaranteed to Chop RAW MEAT**

**Four Knives**

—one each— Fine, Medium and  
Coarse and Nut Butter Cutter  
sent with each machine



Showing Machine Apart



No. 100, - - \$1.50

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and take no other  
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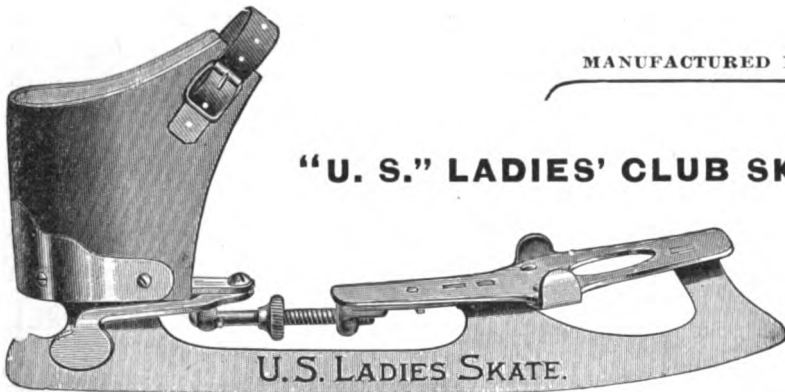
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**For Season of 1900 and 1901.**

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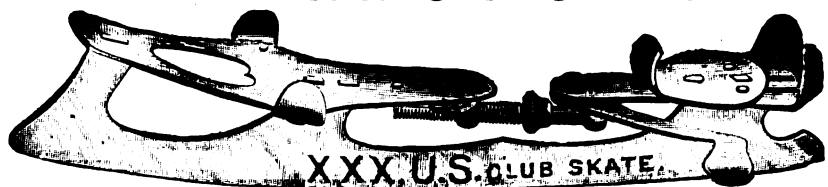
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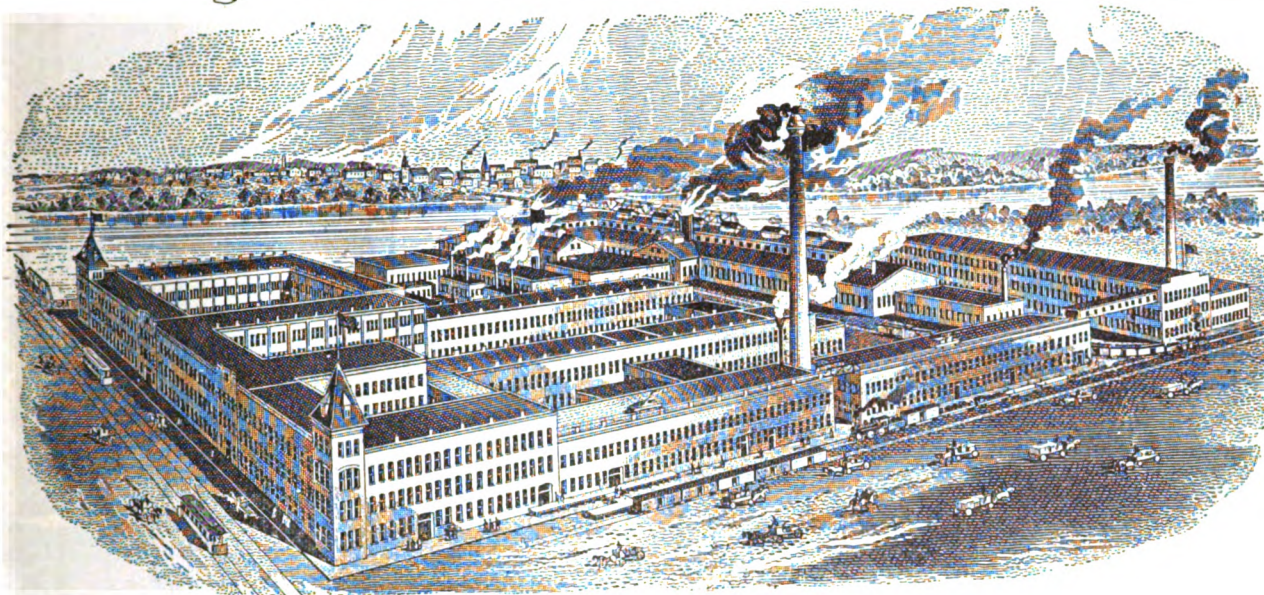
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We supply more of the trade than all others, and we solicit correspondence from Hardwaremen who are looking up the Sewing Machine business.

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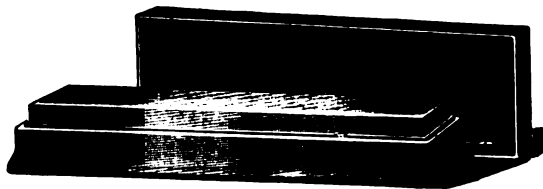
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Stones even and clear grained throughout.  
 Remarkable Cutting qualities.  
 Great strength of material.  
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**WORLD'S HEADQUARTERS FOR**  
**SCYTHE STONES, OIL STONES, RAZOR HONES,**  
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### CHAMPION FLY TRAP.



Largest and Best  
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THE BEST IN THE WORLD.

The Genuine  
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Electric Light and Hunter's  
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The only Sifter with a  
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Everybody can have good light; PURE, STEADY INCANDESCENT.  
BRIGHTER than ELECTRICITY or GAS, CHEAPER and SAFER  
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The one reliable lamp that is always right and ready for use, never out  
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More Brilliants used than all the others combined. Accepted and  
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Money saved by their use will soon pay first cost.

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100 CANDLE POWER  
SINGLE BURNER.

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The merchant can recommend with confidence.  
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Why, then, sell inferior Cutlery when  
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Send for price list. . . . .



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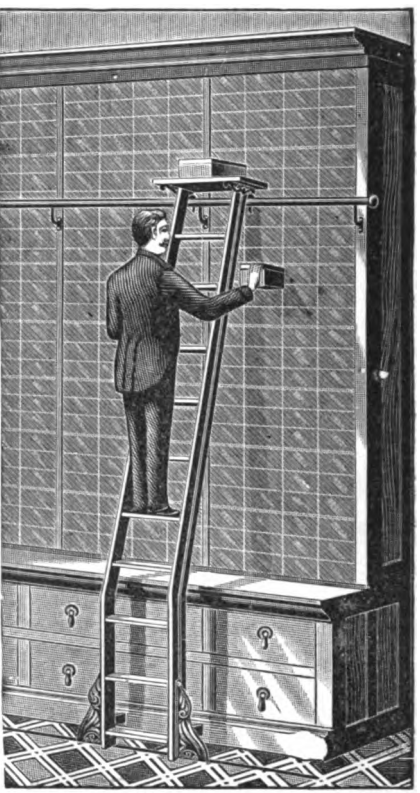
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Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated,  
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Coldwell Lawn Mower Co.,  
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WARE is enterprising, push-  
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and has a certain amount of  
get-up-and-get spirit about  
it, combined with a certain  
flavor of "I give you your  
money's worth when you  
advertise with us," that we  
like it—not for fun or senti-  
ment, but for real business,  
and so long as you continue  
thusly you can count on our  
continuance.

**ARTISTIC BRONZE GOODS.**  
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**FINE BIT-KEY DOOR LOCKS.**

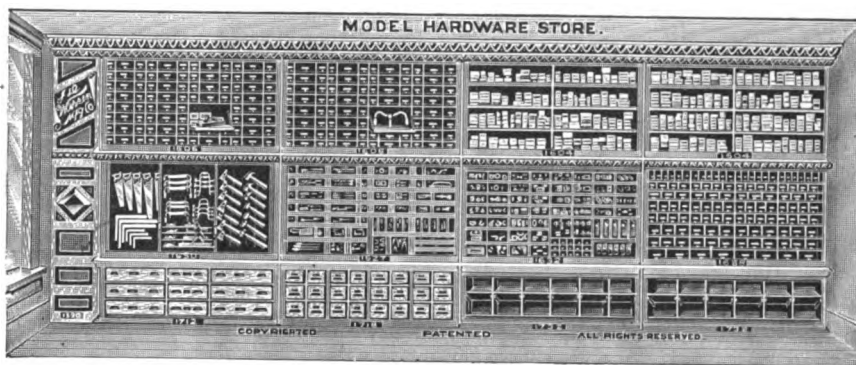
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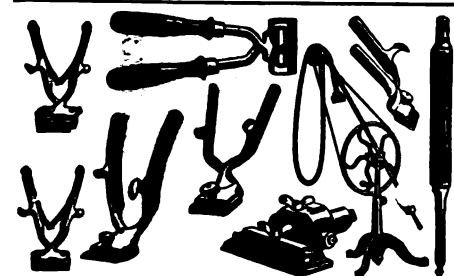
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**WRITE AND**  
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 ETC.



**COATES CLIPPER MFG. CO.**

**Worcester, Mass., U. S. A.**

**MAKERS OF**

**Hair Clippers**

**ALL KINDS UNDER THE**  
**COATES PATENTS.**

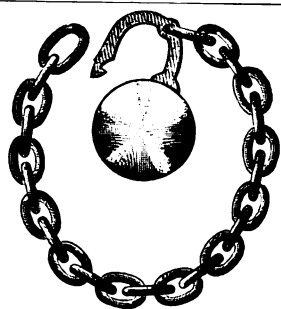
**Power Clippers, both hand & mechanical.**

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**Barbers Adjustable,**

**The best made.**

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**Patent Perfection**  
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**Steel Snow Shovels,**  
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**EASY-ROLLING**  
 IF YOU WANT TO KNOW  
 ALL ABOUT THE BEST  
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 SEND FOR OUR CATALOG TO-DAY  
**MORLEY BROTHERS,**  
 127 South SAGINAW,  
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**This Chain Pipe Wrench**  
 has interchangeable jaws. Improved method of  
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**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**

**H. & R. Arms Co.'s**

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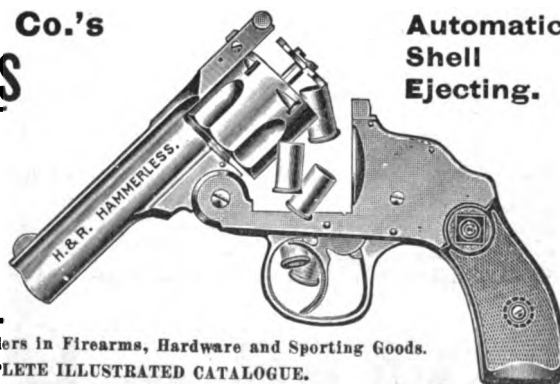
**An ABSOLUTELY SAFE Arm,**  
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**It is now fitted with**  
**INDEPENDENT**  
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**Automatic**  
**Shell**  
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# UNION HARDWARE CO.,

## TORRINGTON, CONN.



"UNION BRAND"—OVAL EDGE  
**TACKLE BLOCKS,**  
SHEAVES AND SPECIALTIES.

*Mallets, Handles,  
and Wood Goods.*

**ICE SKATES.**

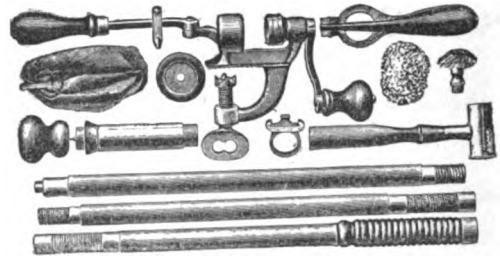


**ROLLER SKATES.**

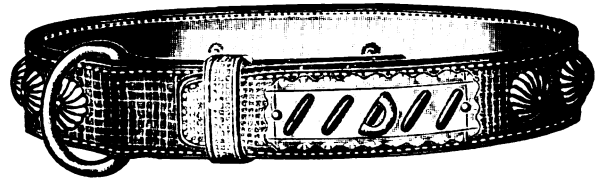
*We manufacture a FULL line of Roller Skates  
for Sidewalk and Rink.*

"EAGLE" AND "UNION"

**GUN IMPLEMENTS,**  
"EAGLE" LOADING AND CLEANING SET.



**DOG COLLARS,**  
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and **LEADS.**



*New York Office, 95 Chambers Street, in charge of TOWER & LYON.*

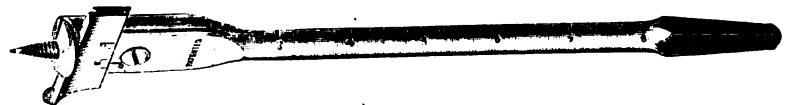
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SOLID BOLSTER.

CAUTION.—See that the word  
"CHAMPION"  
is on each Screwdriver.

IMPROVED CLARKE'S PATTERN  
EXPANSIVE BIT.



**MARTIN'S LIQUID GLUE**

IN PATENT CANS,

—FOR—

Carriage and Cabinet Makers,  
Carpenters and Mechanics  
Generally.

*Always Ready for Use.*

**THE STRONGEST GLUE KNOWN.**

**Strength, Purity,  
Improved Pat. Cans.**



**THE CYCLOPS  
NAIL PULLER.**

**THE HANDLE**

**Saves Time in Operation.**

**Saves the HANDS from Injury.**

**GIVES Control of BOTH JAWS.**

**The Best. The Simplest.  
The Quickest in Action.**

No other Nail Puller combines these  
points of superiority.

1s.—Absolute Simplicity.

2d.—Absolute Control of Both Jaws instead of One.

3d.—Absolutely No Chance to Hurt the Hands.



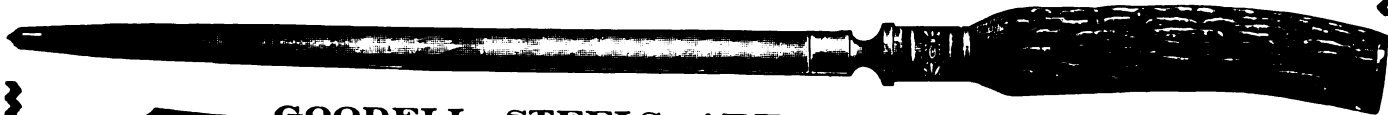
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GOODELL



STEELS



GOODELL STEELS ARE GOOD STEELS.

When your customers kick about poor Steels tell them about the GOODELL "RISING" STEEL. We go back to the Crucible, get a special quality, then forged, drawn and cut by a special process, finished by a special method.

Goodell Steels Never Disappoint.

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Improved Quick and Easy Rising Steam, Electric and Hand Power

**ELEVATORS**  
Send for Circulars.  
Kimball Bros. Council Bluffs, Ia.  
No. 1013 Ninth Street.



Perfection Ventilator



New, Simple, Ornamental, Effective and Storm Proof. The REAL THING to produce perfect ventilation.

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**BERGER BROS. Co.**

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Benefits Greater Than Ever Before.

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Established  
1836.

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JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.  
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ISAAC GREAVES, GRASS HOOKS, SCYTHES AND STRAW KNIVES.  
W. K. & C. PEACE, GRASS HOOKS, SICKLES, ETC.  
R. & J. LINACRE, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.  
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Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

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**HARDWARE PUBLISHING CO.,**

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# ALASKA

## Stove Hardware.

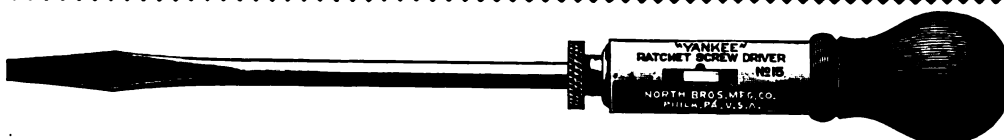
SEND FOR CATALOG.



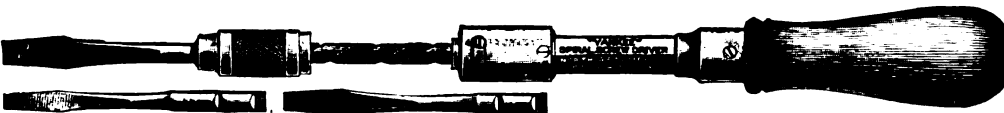
Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.

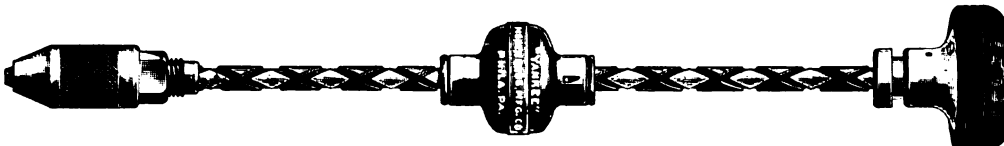
These handles are always cold, fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.



No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



No. 20. "Yankee" Spiral-Ratchet Screw Driver, Right Hand, Rigid Only.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, Etc.

SOME OF THE  
NEWER  
**"YANKEE"**  
TOOLS.

ASK YOUR JOBBER  
ABOUT THEM.

**North Bros. Mfg. Co.**  
Philadelphia, Pa.

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We will always be glad to furnish quotations on any technical work not found in the above list.

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**I**F you are in the market for Strictly High Grade Lawn Mowers, we make them for both Horse and Hand Power. (Send for our 1900 Catalogue). We are also offering a Special Line of Mowers for Golf Grounds.

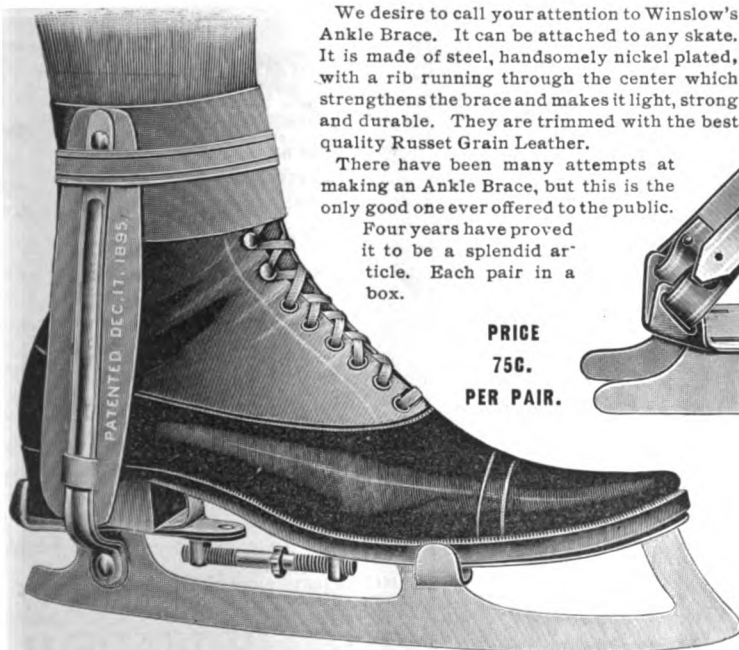
**Coldwell  
Lawn Mower Co.,  
NEWBURGH, N. Y.**

## WINSLOW'S ANKLE BRACE 1900.

Patented December 17, 1895.

The only perfect Ankle Support made.

Can be attached to any skate.



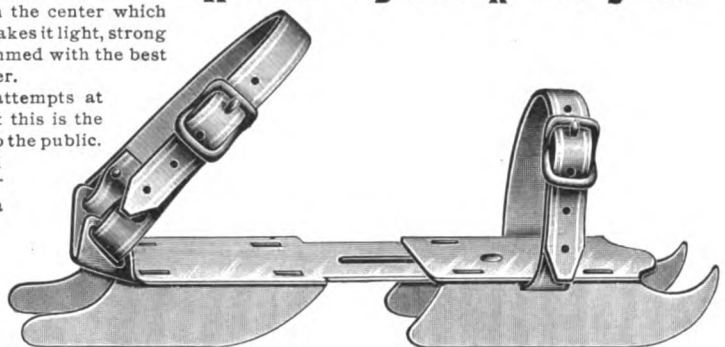
We desire to call your attention to Winslow's Ankle Brace. It can be attached to any skate. It is made of steel, handsomely nickel plated, with a rib running through the center which strengthens the brace and makes it light, strong and durable. They are trimmed with the best quality Russet Grain Leather.

There have been many attempts at making an Ankle Brace, but this is the only good one ever offered to the public.

Four years have proved it to be a splendid article. Each pair in a box.

PRICE  
75c.  
PER PAIR.

### Winslow's Double Runner Skate.



This skate is especially adapted for children learning to skate, is strapped and ready for use. The runners are so wide apart that a child can stand on them with perfect ease. They are adjustable and can be made from a 6 inch to a 9 inch skate by simply adjusting the thumb screw.

PRICE, 50 cts. PER PAIR.

THE ABOVE SPECIALTIES ARE MANUFACTURED BY

**The Samuel Winslow Skate Manufacturing Company, Worcester, Mass.**

SEND FOR COMPLETE CATALOGUE.

**ALSO MAKERS OF ALL KINDS OF ICE AND ROLLER SKATES.**



CATALOGUE FREE



WELL  
TANK &  
SPRAY  
PUMPS

GET OUR  
REDUCED PRICES

F. E. MYERS & BRO.

ASHLAND, OHIO.

HAY CARRIERS,  
FORKS, PULLEYS & C.



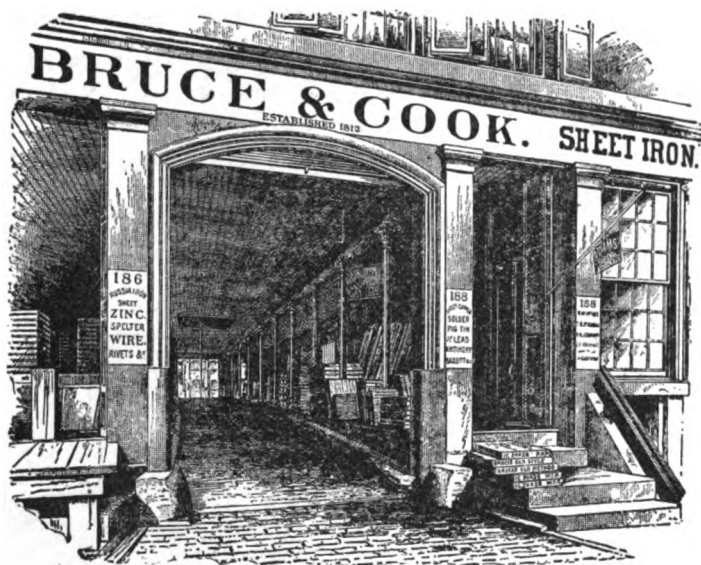
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## TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Snobs.  
Dampers.  
Have Trough Lined.  
Have Trough Galvan'd.  
Have Trough Mitres.  
Have Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Soldier.  
Soldering Coppars.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinners' Machines.  
Tinners' Tools.  
Ventilators--Globe.  
Wall Hooks.  
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Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
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### For That Cold Room of Yours?



Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

When not kept by  
dealers, will send, freight  
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on receipt of

\$5

The Plume & Atwood Mfg. Co.

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Factories, . . . . . Waterbury and Thomaston, Conn.



## ICE TOOLS

OF FINEST QUALITY.

WM. T. WOOD & CO., Arlington, Mass.

Send for 1900 Summer Price List.

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Manufacturers of

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Drive or Belt Punches,  
Burr and Rivet Sets, etc.

Send for Catalogue.

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## SUPPOSE

Four "ad." was here! You would  
read it with the other "ads." and  
it would be read by twenty thou-  
sand other people. Advertising in.

## "HARDWARE"

is the cheapest, and most profitable,  
because its contents are brought di-  
rectly to the notice of the Hardware-  
men with nothing else to divert  
their attention. : : ; : :

# "NONE BETTER" STEEL DOOR HANGERS.

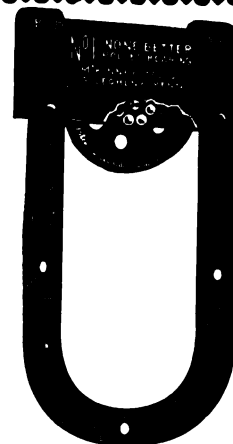
Track & Stay Rollers.

. . . . Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

**McKINNEY MFG. CO., Allegheny, Pa.**

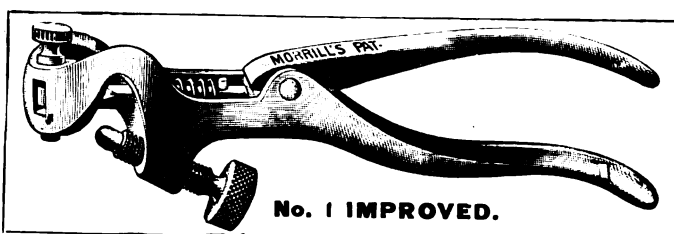


## MORRILL'S Perfect Saw Sets, Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for  
Catalogue.

**CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.



## YOU COULDN'T BREAK IT WITH A SLEDGE

But it's lighter, stronger, handsomer and more desirable in every way than any other register made.

Every dealer and nearly every house-holder who has furnace heat, knows that there's a vast amount of breakage in cast iron registers.

## NOVELTY "NEVER BREAK" Stamped Steel Registers.

Are practically indestructible. They are made of polished steel plate which takes a much finer finish than cast iron either in Japan or electro plate and are really worth more than double. Prices will surprise you.

Order before your neighbor gets them.

Can we send you catalogue?

**NOVELTY MFG. CO.,  
JACKSON, MICH.**

## ADJUSTABLE SOCKET WRENCH.

A TOOL THAT EVERY MACHINIST AND  
FARMER SHOULD USE.



Can be used in places  
that cannot be reached  
by other wrenches. . .

Send for Catalogue of  
Hardware Specialties  
AND Cycle Sundries.

The Smith & Egge Mfg. Co.,  
BRIDGEPORT, CONN.

## To increase your profits

Why not consider handling a line  
of good, reliable paints? Those  
that have the reputation which will  
be of material assistance to you in  
selling them are the

## Harrison Paints.

Harrison Bros. & Co., Inc.,  
White Lead, Colors, Paints, Varnishes & Chemicals,  
Thirty-fifth and Grays Ferry Road,  
PHILADELPHIA.

117 Fulton St.,  
NEW YORK.

27 Lake St.,  
CHICAGO.

## THIS CAN ▲ ▲ ▲ HAS A

### Clock Spring Steel Bottom

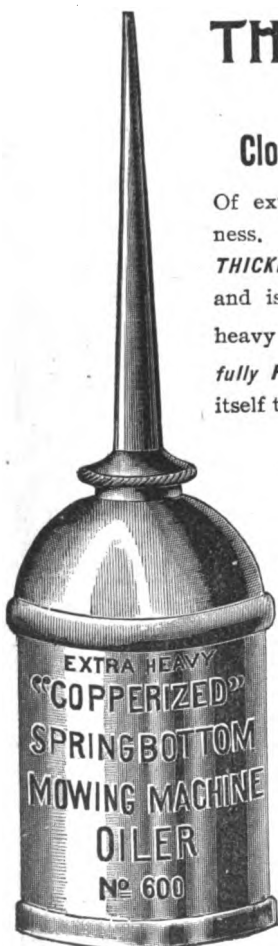
Of extreme durability and springi-  
ness. The *CYLINDER* is of *DOUBLE  
THICKNESS* around the lower edge,  
and is drawn seamless from extra  
heavy "Swedoh" Steel, *Beauti-  
fully Finished*. It readily commends  
itself to all *AGRICULTURAL and HARD-  
WARE DEALERS* on account of  
its *Elegance, Durability and  
Cheapness.*

Special price on large orders  
from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲

BRIDGEPORT,  
CONN. . .



## A BUILDING'S CROWNING GLORY IS ITS ROOF

## P & B RUBEROID ROOFING

Is a "crowning glory" to any building. And it isn't a  
fleeting glory either! It is always *there!* Unlike its tar-  
and-paper or asphaltum imitators, it won't rot out or dry-  
out. Its backbone is the best, strongest felt, specially pre-  
pared to resist weather, water, heat, steam, acids, gases,  
alkalies, etc., and *we can prove* that it will outlast any roof-  
ing made. Extremes of temperature will not affect it. It  
is clean and easily applied, tasteless and odorless. We'd  
like to send you samples.

EVERY  
ROLL  
BEARS



THIS  
TRADE  
MARK.

THE STANDARD PAINT COMPANY,  
85-87 John St., NEW YORK.



# HARDWARE

John H. Graham & Co. desire to notify the trade that some irresponsible person having secured some letter-heads of theirs, has used them in ordering goods to be "delivered to bearer" on their account. They caution the trade against this fraud.

The House Committee of the Hardware Club of New York re-opened the Club rooms to the members on Wednesday, November 7th. The repairs to the kitchen and serving room have been far enough advanced to permit of the restaurant being open from 8 A. M. to 4 P. M.

Leonard J. Lomasney has been appointed by the Peerless Rubber Mfg. Co., 16 Warren Street, New York, their general sales agent. Mr. Lomasney is admirably equipped for his advanced position by a business experience acquired during the several years he has been connected with the sales department of this important company.

J. D. Barber, who for thirteen years has been selling cutlery and house-furnishing goods to the trade in New York and Pennsylvania, is now associated with the Bristol Brass and Clock Co., of Bristol, Conn., and will represent them in the silver and lamp departments. Mr. Barber's home address is now 144 Liberty Street, Penn Yan, N. Y.

Allan J. Gray, for the past eight years acting as cashier for the Allerton-Clarke Co., 97 Chambers Street, New York, has recently passed an extremely successful examination and been admitted to the New York Bar. He is now within the boundaries of a field of usefulness in which his well-known industry and love of work cannot but promote his future fortunes and bring some of the rewards due to successful endeavor in this dignified profession.

Sledge & Barkley, Lawrenceville, Va., have largely increased their facilities for doing business by adding to their main building additional storing space of 2,275 square feet, which space they intend to use for storing wagons, nails, tin and corrugated roofing, plows and plow castings, barb wire, wheelbarrows, as well as all such heavy articles as is usually carried in their line. They are extremely desirous of having manufacturers of these additional lines quote them prices, as they are soon to be in the market for the proper filling of this additional space.

The American Tool Chest Co., 200 West Houston Street, New York, have recently issued their catalogue No. 19, which they shall be pleased to mail to those of our readers who are interested in the line of holiday goods for which the company are headquarters. The goods represented in the catalogue are all of first-class material; the well-finished tools are equal if not superior to anything similar on the market, and consequently well adapted for a larger range of holiday requirements than the cheaper lines to which reference was made in the columns of our previous issue.

The Torrent Pump Co., Cleveland, Ohio, has been incorporated under the name of the Torrent Pump and Fence Co., with a capital of \$30,000. The large and successful business they have been doing for some time past has tasked the present capacity of their works to the utmost, and made the prompt shipments needed by the trade a difficult matter. With the new buildings that are contemplated, and the thoroughly complete equipment with the latest perfected forms of machinery, they will undoubtedly be in a position in the early future to satisfy the demands of the trade with greater facility.

The regular monthly meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on Wednesday, November 14th, promptly at 5 p. m. At a business meeting which follows immediately after the dinner, the speaker of the evening will be Robert Luce, of Somerville, who will discourse on the subject of "Taxation Problems." A discussion on the subject of Newspaper Advertising will be taken up, and members who have recently advertised in newspapers or magazines are requested to mail a copy of the same to the secretary, or bring a copy to the meeting.

In the advertising columns of our two previous issues, an announcement was made that a River Plate firm in the Argentine Republic, South America, having first-class connections established on the other side, and backed up by a number of years' experience in that particular market, were desirous of obtaining agencies for American goods. They are prepared to give the highest references, and the principals in the business are well-known merchants, and no doubt some satisfactory arrangement might be made by manufacturers desirous of establishing a trade for their wares in that part of South America. Any communication addressed care of *Hardware* for "River Plate" will be gladly forwarded.

The McLaughlin-Martin-Parkhurst Co. has recently been incorporated at Canandaigua, N. Y., with a capital stock of \$100,000. It is their intention to engage in the manufacture of a superior line of tin, galvanized and copper ware; also as dealers in metals and Hardware supplies. The line of goods designated to be manufactured by this company will possess features that render them sufficiently unique in the way of high-grade goods as to meet with but little competition by other manufacturers. They are now erecting a manufacturing plant, and have every reason to believe that by the first of the coming year they will be able to have it in successful operation.

The Inter-State Retail Hardware Dealers' Association have recently issued a handy pamphlet containing the Constitution and By-laws of the Association, together with considerable additional matter that would be apt to influence an outside dealer to urge his State Association to join. It is very evident that by this more complete union of the retail dealers through the several associations much good may be accomplished and reforms instituted. It is replete with the proper arguments to appeal to those merchants who are not already identified with State organizations. It is very evident that a great deal of attention will be given by this Association to the competition of catalogue houses, a subject deserving all the attention that every Hardware dealer can give to it.

The Canton Steel Roofing Co., of Canton, Ohio, refer with great pleasure to the large business they are doing with their patented sheet steel registers. This article being new on the market this season, it is extremely gratifying to find that it has already become popular with the trade who have handled it, and increased sales have naturally been the result. It is certainly a great improvement in this line over cast iron goods, which require a greater degree of weight in the make-up at the expense of a possible lack of artistic expression in the result. The Canton Steel Roofing Co., as their name would imply, do not confine their entire business to the manufacture of sheet steel registers. They make all styles of sheet metal goods for buildings, such as embossed steel ceilings, cornices, skylights, steel roofing, steel sidings, conductor pipe, eaves trough, crestings, etc., in all of which lines they are known as leaders in the business.

# HARDWARE

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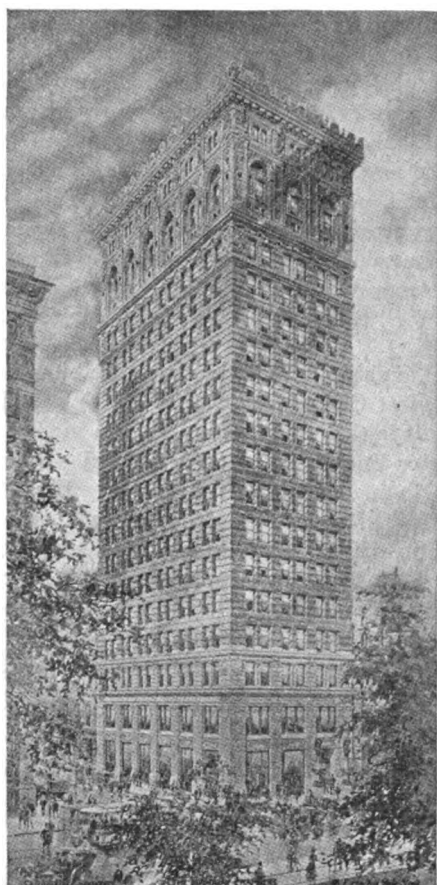
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|                 |   |   |                          |
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| W. C. BRUNDAGE, | . | . | Business Manager.        |
| HENRY HOPKINS,  | . | . | Editor.                  |

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade



The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

## Editorial Trade Review.

At last the agony is over, and the country, relieved for another four years of the strain of a Presidential canvass, draws a long breath and returns to work satisfied with the decision rendered by an intelligent people. General satisfaction over the result is noticeable on every hand, and with present conditions likely to continue, and capital favorably impressed with the myriad of opportunities offering for profitable development, "enterprises of great pith and moment" will be pushed to completion on every hand, to the honor and glory of our beloved country.

Already the quickening impulse of an increased demand is making itself felt in an influx of orders that have been

held in abeyance awaiting results in the political field. In consequence of this lessened weakness in the general market, several lines of goods, quotations on which have been in a hesitating stage for some time, are strengthened considerably and improved prices are the natural result.

When the trade begins to exclaim, upon the relatively low prices obtainable, that "goods offered are too low," and that "at present prices of raw material they cannot be manufactured to sell at the quotations named," it would seem as though the market was in shape for profitable purchases that would not discount the buyers' views when inventory time arrives to show the results of the year's prosperous ventures.

It is commented upon favorably by the trade that while opposition to Trust conditions results in the establishing of a new source of supply on certain lines of goods, promising an opportunity for dealers to turn down the Trust and patronize the new company, it should at once be availed of by the new concern to dispose of their interest to the "combine" influence that called it into existence, and provided a strength and support that made it commercially valuable. Dealers naturally incline to favor a new source of supply, when cupidity seems to be the guiding star of the combined manufacturers, to whom revenue only, and not commercial sentiment, underlies every set of prices agreed upon. But when an added strength is given by their patronage of a newer output, only to find this state of affairs enlarges the importance of putting the plant on the market for a Trust purchase, the trade is discouraged and hand-to-mouth orders at once prevail.

Promising programmes are already entertained for an unusually progressive development of facilities, and an increased effort for an intelligent output, by many leading manufacturers to whom the world only forms a legitimate field for cultivation within the limits of their ambition. The export trade will not be permitted to suffer from any inattention, as long as there are commercial advantages for profitable expansion opening up on every hand. The continuance of the prevailing governmental policies in such recent acquisitions of territories as Porto Rico, Hawaii and the Philippines will prove a magnetic influence for adventurous trading, which, illustrated by recent statistics, is even now being fostered and encouraged in a manner that must be productive of greater importance during the four years commencing with 1901.

It will soon be in order to take into consideration the wants for a Spring trade, which will readily loom up on the horizon of future business. Hardware stocks in jobbers' hands so far have been kept in satisfactory condition to enable such orders to be placed intelligently as to quantities required at an earlier date than has been the custom of recent years. The decision to run no risk this Fall by ordering in excess of present wants has had the beneficial result of averaging up the general stocks, and unless we have a Winter of greater severity than is indicated at present, inventories will show up in any but plethoric quantities, and a large volume of goods will be needed by the confident requirements of dealers who believe in the harbingers of success already recorded by the voters of the nation as promising still greater achievements in the industrial field.

One particular feature is commented upon as referring to the difference in political conditions compared with four years ago; then a depressed business throughout the trade of the country was manifest on every hand; the

four years previous had been full of quicksands, and many concerns came to the end of a stretch of rope that had been pulled on pretty hard. Confidence in the future prosperity of business had been relegated to the wilds of uncertain conjecture, and no man could successfully prognosticate the conditions of the coming season. But the election changed the nature of things to an extent that has continued ever since, and to-day we can look our possible fate full in the face and smile at the prospect, backed up as it is by all ranks of labor, working at increased pay; wages that have filled the vaults of savings banks with deposits aggregating an increase of 33 1-3 per cent.; while the farmers of the West, instead of being such inveterate borrowers that corporations were organized to lend them money on first mortgages of their farms, are now in such a state of health in money matters that they are doubtless prepared to purchase the securities of the foreign countries, who tread on each other's heels to buy their agricultural products at record prices.

### Increased Export Trade with Porto Rico.

The manufacturing and farming interests seem to be about equally benefited by the increased export trade with Porto Rico which has followed the Porto Rican tariff act. That act went into effect May 1, 1900, and the Treasury Bureau of Statistics has just completed the figures covering the five months of our commerce since that act became operative. These figures show that the exports to the island from May 1, 1900, to October 1, 1900, were \$2,754,205, against \$768,802 in the same months of 1897, the last year in which Porto Rico was under the Spanish flag, or nearly four times as much in the five months of 1900 as in the corresponding five months of 1897. All the great classes of manufactures show a marked increase in 1900 as compared with 1897, and so do all the great classes of agricultural products. Agricultural implements increased from \$1,217 in the five months of 1897 to \$3,856 in the same months of 1900; sewing machines increased from \$1,508 to \$3,132; cars and carriages from \$3,344 to \$12,200; builders' Hardware from \$4,335 to \$22,086; furniture from \$3,392 to \$23,220; lumber from \$35,417 to \$65,547; petroleum from \$12,930 to \$65,956, and cotton cloth from \$1,423 to \$406,194. Agricultural products show an equally striking increase. Corn increased from \$357 in the five months of 1897 to \$6,712 in the same months in 1900; butter from \$3,151 to \$5,420; cheese from \$1,062 to \$26,463; bacon from \$6,949 to \$28,431; pork from \$75,829 to \$94,567; lard from \$81,802 to \$201,404, and flour from \$294,278 to \$402,912. There are many other items, both in manufactures and in agricultural products, which show an increase, while the products of the mine also show a marked growth, especially in the case of coal, which increased from \$14,680 to \$26,565.

This remarkable growth in our exports to Porto Rico is especially interesting and somewhat surprising in view of the statements made during the discussions of the Porto Rican act, which indicated that owing to the destruction of crops and property in Porto Rico by the hurricane of August, 1899, the people of that island would have little to sell and practically nothing with which to buy. Yet the imports into the United States from the island have more than doubled in the five months since the act went into effect, as compared with the same months of 1897, and the exports of the island, as already shown, have nearly quadrupled.

A comparison of the growth of exports to Porto Rico in the five months' operations of the new law with the growth in the general exports during the same comparative periods, is especially interesting. The total exports from the United States during the five months from May 1 to October 1, 1900, show an increase of 33 per cent. over the same months of

1897, while the exports to Porto Rico in the five months from May 1 to October 1, 1900, show an increase of 258 per cent. over the corresponding months of 1897.

### The Exported Products of American Workshops.

The American workman is contributing more than a million dollars a day to the export trade of the United States. The products of American workshops exported during the nine months ending with September, 1900, amount in value to \$338,678,243, or considerably more than an average of one million dollars a day for each day, including Sundays and holidays. Counting only working days, the contribution of American workshops and workmen to the export trade of the United States averages a million and a half dollars daily. This grand total of \$338,000,000 of exports of manufactures in the nine months ending with September, 1900, is three times as great as in the corresponding months of 1890, and nearly two and one-half times as great as in the same months of 1895. In 1890 the exports of manufactures in the nine months ending with September, amounted to \$113,899,554; in 1895, they amounted in the corresponding months to \$145,793,884, and in the same months of 1900 they were \$338,678,243. This shows a gain of \$32,000,000 in the five years from 1890 to 1895, and of \$192,000,000 in the five years from 1895 to 1900. Thus the increase in exports of manufactures in the five-year period 1895-1900 is six times as great as during the period 1890-1895.

Every industry contributes to this vast aggregation of American manufactures which bring into the United States from other parts of the world more than a million dollars daily. The various manufactures of iron and steel exported in the nine months ending with September last, brought to the United States \$97,313,060; the refined mineral oil exported during the same period brought \$52,046,134; copper and manufactures thereof, \$46,299,392; wood and manufactures of, \$40,355,547; leather and manufactures of, including boots and shoes, \$19,870,691; manufactures of cotton, \$16,614,906; agricultural implements, \$14,396,787; chemicals, drugs and dyes, \$10,214,414; carriages, cars and other vehicles, \$8,214,681; paraffin and paraffin wax, \$6,024,737; paper and manufactures of, \$5,155,915, and manufactures of tobacco, \$4,348,306; while hundreds of other articles contribute in sums ranging from a million dollars downward.

The following table shows the exportations of principal manufactures in nine months ending with September, 1900, compared with the corresponding nine months of 1895 and 1890:

| Articles.                            | Nine months ending Sept. 30. |                   |                   |
|--------------------------------------|------------------------------|-------------------|-------------------|
|                                      | 1890.<br>Dollars.            | 1895.<br>Dollars. | 1900.<br>Dollars. |
| Iron and steel.....                  | 19,207,469                   | 24,852,628        | 97,313,060        |
| Oils, mineral, refined....           | 32,896,007                   | 35,228,731        | 51,522,899        |
| Copper and mfrs. of.....             | 1,056,028                    | 10,196,126        | 46,299,393        |
| Leather and mfrs. of....             | 3,921,299                    | 18,885,842        | 19,870,691        |
| Cotton, manufactures of..            | 7,591,256                    | 10,307,980        | 16,614,906        |
| Agricultural implements.             | 2,857,700                    | 4,762,590         | 14,396,787        |
| Chemicals, drugs & dyes.             | 4,886,856                    | 6,183,116         | 10,214,414        |
| Manufactures of wood....             | 4,650,957                    | 4,851,153         | 8,803,075         |
| Paraffin & paraffin wax.             | 2,028,621                    | 2,933,042         | 6,024,737         |
| Fertilizers .....                    | 1,501,325                    | 4,328,203         | 4,558,685         |
| Scientific & elec. insts..           | 1,034,408                    | 1,525,185         | 4,849,789         |
| Paper & mfrs. of.....                | 922,473                      | 1,711,131         | 5,155,915         |
| Tobacco manufactures....             | 2,937,023                    | 3,032,700         | 4,348,306         |
| Fibers, manufactures of..            | 1,366,407                    | 1,412,495         | 3,286,593         |
| Cycles .....                         | not stated                   | 2,745,438         | 2,647,383         |
| Books, maps, etc.....                | 1,376,519                    | 1,687,378         | 2,323,333         |
| India rubber mfrs.....               | 879,310                      | 1,200,671         | 1,931,042         |
| Spirits, distilled .....             | 1,211,199                    | 1,347,939         | 2,025,986         |
| Cars and carriages.....              | 3,676,023                    | 1,938,339         | 5,567,298         |
| Starch .....                         | 227,938                      | 341,402           | 1,714,953         |
| Clocks and watches.....              | 1,160,952                    | 941,436           | 1,485,170         |
| Musical instruments.....             | 838,245                      | 765,543           | 1,318,247         |
| Glass & glassware.....               | 627,923                      | 729,052           | 1,483,946         |
| Paints and colors.....               | 501,002                      | 551,466           | 1,176,263         |
| Gunpowder and other explosives ..... | 585,467                      | 988,765           | 1,383,462         |
| Brass, mfrs. of.....                 | 319,873                      | 1,687,378         | 1,585,829         |
| Soap .....                           | 851,754                      | 966,168           | 1,284,697         |
| Marble and stone mfrs..              | 729,013                      | 727,271           | 1,162,511         |
| Wool manufactures.....               | 314,750                      | 531,746           | 1,029,310         |

A man in Philadelphia makes a living by selling foreign hotel, express and railroad labels to people that paste them on their baggage to create the impression that they have been abroad.—*Ex.*



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—Some time ago I made a note which fell due about a year ago last month, and before it fell due I gave the same man another note and a mortgage on my house to secure its payment. I have been making payments to this man in installments. I intended the payments to be applied to the note secured by the mortgage, but my creditor has brought suit on both my notes, and he has applied all the payments I have made to the reduction of the first note instead of the one secured by the mortgage. Kindly inform me if I have a right to direct to which debt the money shall be applied, or whether my creditor has the right to apply the money as he chooses.

REPLY.—The debtor has the right to direct the payment of whichever debt he chooses, provided he make this direction before or at the time the payment is made. If, however, he does not make any direction as to the payment of any particular debt the creditor may then apply the payment toward the satisfaction of whichever debt he chooses, which would naturally apply upon an unsecured rather than a secured debt. In the absence of the debtor or creditor making the application of the payment at the time it is made, the court will generally apply the money to the payment or satisfaction of the secured debt or the debt which presses most heavily upon the debtor. If the mortgage was payable in installments, and if you failed to pay, your creditor would have the right to foreclose the mortgage. We think this fact is a sufficient indication of your intention to apply the money to the payment of the secured debt, and we are of the opinion that the court would so direct, in spite of the fact that the unsecured debt was the older of the two.

QUESTION.—I hold a lease of a store by the year. I wish to sell the business, as I have received a very good offer. Can I sell the business and allow the purchaser to occupy the store without the consent of the landlord? If so, can the purchaser hold the premises without a lease for the rest of the year?

REPLY.—You do not need the consent of the landlord in order to allow you to sell your business. Your lease runs between you and your landlord. Your landlord has nothing to do with your prospective purchaser. If there is no provision in your lease whereby you agree not to assign your lease or sub-let without the consent of your landlord you may assign, but the landlord would still have the right to look to you for payment. No other lease than the one which you now hold would be necessary, but to avoid any possible trouble which cannot be foreseen from the facts stated we would advise you to obtain the landlord's consent if possible.

QUESTION.—I have recently sold a small plot of land owned by me in New York. Kindly inform me whether or not a deed must have a revenue stamp upon it, and, if so, what amount. Also, does a bond and mortgage require a stamp, and, if so, what amount?

REPLY.—The war revenue law of 1898 provides that upon every deed of conveyance transferring any interest in real property there must be a revenue stamp. When the consideration or value exceeds \$100 and does not exceed \$500 fifty cents revenue is required, and for each additional \$500 or fractional part thereof fifty cents. Revenue stamps are also required on bonds and mortgages. On mortgages on real estate exceeding \$1000 and not exceeding \$1500 the revenue stamp must be twenty-five cents, and on each additional \$500 or fractional part thereof in excess of \$1500 twenty-five cents. On bonds of this character the revenue is fifty cents.

QUESTION: Kindly inform me how many witnesses are required to make a will valid in New York State. I should

also like to be informed as to whether or not a will affecting real estate in New York and made in Missouri, is governed by the law of New York or Missouri.

REPLY: In New York at least two witnesses are necessary to entitle the will to probate; but we would advise your having three witnesses, as some of the States require three, and it is not unlikely that the testator might own real property in one or more of these States at the time of his death. A will affecting real property in the State of New York must be governed by the laws of the State of New York, irrespective of the State in which the will is made, or where the testator lived at the time.

QUESTION: Some two months ago I sent a man a sample case of goods for inspection and he was also to show the goods and get orders, if possible. We had no arrangement about what was to be done with the goods finally; but the distinct understanding was that they were to be used only as samples, and were not to be considered as part of my customer's stock. I have since learned that the man to whom I sent the samples is on the verge of failure and possibly bankruptcy. Kindly inform me what I should do. The samples are quite valuable, and especially so to me.

REPLY: Your wisest course is to replevin the goods in question. It is quite clear from your statement of facts that you did not sell these goods, and that the title to the goods still remains in you, the goods having been placed in the hands of this man temporarily for a particular purpose. Before you commence an action in replevin upon a claim of this character, you must demand the immediate possession of the goods. If the man had come into possession of the goods wrongfully, this would not be necessary. We would advise you to consult a lawyer at once, and request him to commence suit immediately. Quick action should be taken in matters of this kind, as delay might involve you in litigation and put you to a great deal of trouble and expense to get these goods.

## Manufacturers' Influence on Our Foreign Commerce.

The manufacturers of the United States are rapidly increasing their share in the foreign commerce of the country. Nearly one-half of the importations are now for their use, and more than one-third of the exportations are their products. Their importations during the nine months ending with September, 1900, amounted to \$281,000,000, a daily average of over a million dollars, while their exports of finished manufactures in the same time amounted to \$338,000,000, a daily average of more than a million and a quarter dollars. Never before in the history of the country have the manufacturers imported so much material for use in manufacturing or exported so much of finished manufactures. In the corresponding nine months of last year the importations of manufacturers' materials amounted to \$242,000,000, or \$40,000,000 less than in the nine months just ended, and the exports of manufactures amounted to \$277,000,000, or \$60,000,000 less than in the corresponding months of this year. In the nine months of 1896, ending with September, the importations of manufacturers' materials amounted to \$183,000,000, as against \$281,000,000 in the corresponding months of 1900, and the exports of manufactures amounted to \$184,000,000, as against \$338,000,000 in the corresponding months of 1900. Thus the manufacturers during the four years have increased their importation of materials for use in manufacturing more than 50 per cent., and increased their exportation of finished manufactures more than 80 per cent. Manufacturers' materials a decade ago formed but 33 per cent. of the total importations; now they form over 45 per cent. of the total imports; while finished manufactures, which a decade ago formed but 19 per cent. of the exports, now form over 33 per cent. of the exports.

## WESTERN HARDWARE REFLECTIONS

"Our barrel is always full. Better nail the opportunity," advertises a Hardware dealer. Upon investigation I find the opportunity to be the privilege of any customer to fill his pocket with sundry nails from a barrel in the storeroom. Sometimes there are prizes, and they consist of packages of carpet tacks.

When this paper appears in print, another National election will have been decided, and our merchants and manufacturers settled down to the reality of the situation. While the general business tone has been good up to the time of Election Day, and less hesitation characterized the relations between buyer and seller than has been the wont at such periods, it can't be denied that the falling off in the demand during October was primarily due to the timidity instilled by the pessimists that quadrennially disturb the business public. Upon the result of the election will, therefore, depend a stupendous volume of delayed business, and the orders to be developed in natural channels.

The visitor is at once impressed with the solidity of Pittsburgh's Hardware interests, be they assembled in the merchant's quarters or at the warerooms of the manufacturer. The wholesale interest is immense, and the prestige of the Iron City does not suffer on this score. When the Pittsburgh Hardware dealer claims his city to be the best in the country, his pride is pardonable, for if not the best, it is certainly as good as the best in all the superlative implies. Maybe, one may buy just a little cheaper here than at the other competitive centres, but fact it is, one will find every line complete, everything fresh, new and up to date. The Pittsburgh shipper has a little the better freight rates, and this is certainly a figurable item. And yet, if only trading upon the reputation of the Iron City, offering no further advantages, his opportunities of piling up sales seem always a little more advanced.

My visit to Michigan and other Lake Shore territory proved business to be in a healthy condition, and industrial activity greater than for many years. The great stove manufactories at Detroit had one of the busiest seasons in their history, and, in fact, every iron-working establishment with regular outlets was running to at least normal capacity, and so it was in the lumber market and practically every industry having sought a home in the region of the Great Lakes. True, in traversing the Ohio River valley from Youngstown to Wheeling, the situation was materially changed, some of the plants having shut down for repairs and other causes, thus depriving thousands of steady employment. Then, Ohio River navigators have been in sore straits for two or three months, owing to the protracted ebb, the stage being lower than for a score of years. This not only stopped coal shipments, but paralyzed all other river traffic. But this was a natural cause. Trusts or combines had nothing to do with it. Nor had any other condition. Incalculable temporary loss must have accrued, but there is retrieving. This important auxiliary being practically out of use for ninety days, railroad traffic became naturally congested, and what follows in the wake of such conditions need not be detailed to the business world. This embargo once lifted the Ohio River valley will be ablaze with activity. Even now, under the stress of circumstances, the volume of general business is normal, every day adding increased capacity. The high prices for victuals or country produce in this section are explained by the above conditions. To

charge administration policies with influencing said prices is, therefore, blatant nonsense.

Only a year ago the country traversed by the Wheeling & Lake Erie Railroad, particularly the stretch between New Cumberland and Mingo, with Scio as the radial point, was boiling with oil boom fever, the very skies reflecting the shimmer of a new El Dorado, and now? The forest of derricks rattle as if they were the skeletons of former greatness. The boom is vanished. The glitter is gone, nothing remaining but the memorials and wrecks of the wealth hunters. But, in this very plebeian neighborhood a new industrial life has been developed, with the gain on the side of the fortunate and venturesome. And yet, after all this gusher novelty has worn down to disgust and melancholia, every one hopes for a return boom, especially the supply men who, on such occasions, turn their goods furiously fast at spot cash prices with added profits rather than discounts.

Wheeling, with its trans-river feeders, such as Bellaire, Bridgeport, Martin's Ferry, etc., comprises a section of wonderful industrial development only further enhanced by the unceasing exploitation of the coal deposits in the neighboring mountains, thus bringing the cost of production to the lowest notch. Shipping facilities being regular within a few years, this wealth of manufacturing plants will be strung out for a hundred miles and more, probably forming a nucleus southward in the rich mineral and lumber section of Alabama. Lake harbors will be no inducement when manufacturers can locate in the stretch of territory named, with the cost of production and freightage figured down to an equitable basis. The next decade will produce a great industrial habitation in the river and valley territory demarcated by Youngstown to the north and Birmingham to the south, basing anticipations upon a very low price of fuel. Realization of all this is likely, but accurate forecasts are impossible, for it is already evident that the elements controlling the fuel markets of the Great Lakes are already at work in putting Virginia and Alabama fuel producers competitively *hors de combat*, thus making the question of location immaterial to manufacturers.

Jaws and hearts drop at sight of the coal-decked river. Here's the only stagnation. Too bad the mundane deities are short just now of a "combination" leading to rains and river-rises. But the Pittsburgh iron masters care not, for a low river means an assemblage of industrial forces here. Kentuckians and other river habitants may resort to the El Kohol fuel while the Ohio Neptune is engaged in decreeing sloppy weather and fit coal prices anticipatory of a bad turn in election affairs.

The term "Trust" is only found in the vocabulary of the bombast. Being a monster, it fits the mouth of Mr. Nonentity admirably. A year or two of test and trial has convinced the sane world that Trusts were not of the conception of the anti-Christ moloch or some such biblio-mythological moiety or personage. These great combinations of finance, traffic, industry, trade and commerce have proved a boon to the multitude rather than the chosen few. Isn't there activity galore? Isn't there material evidence of prosperous times? Did America see such a volume of commerce and trade under the old regime of individual strife? Isn't there room for every great live man of business worth and talent? Were opportunities so great, magnified and multiplied and variegated in times of single ownership of industrial plants? Men

of business and professional pursuit, don't get politics and business mixed. Parental issues both, the amalgamation of extraneous elements in course of history has greatly depreciated the value of interdependent and correlative action and fruition, so that at this time a business future cannot be sacrificed to political preferments. A sound commercial condition must stand regardless of artificial conditions and human trickery; no capitalist, unless a fool, could afford to shut down his plants or hinder the progress of industrial life, sound and permanent, or development. Don't let politics dictate your vote. Look about for moral reasons. The majority rules and the Presidential vote will be the test of popular sanity and will force.

J. B. RINDFLEISCH.

### How Circular Saws are Made.

These saws are now made of cast steel specially manufactured for the purpose. An ingot heated to the requisite temperature is reduced to the proper thickness in powerful rolls. The plate is then centred and a circle scribed upon it, after which it is passed to the shearer, who reduces it to a circular form. The centre hole is then bored. It is then handed to the toother, who punches out the teeth around the edge, after which they are rough-filed or ground on an emery wheel, to take off the burr left by punching. The rough saw is now again heated in a large furnace until it is of a bright red color. It is then plunged into a bath of sperm oil, which makes it hard and brittle. The oil is then partly cleaned off, and the rest burned off in a furnace to give the saw the required temper. When cold the saw is hammered on a steel-faced anvil until it is straight. It is next ground between vertical grindstones revolving in opposite directions, and then polished with emery on a large disc. Once more the hammer men take it, and strike it with smooth-faced hammers on an anvil as before until it is absolutely straight and true, and has acquired the proper tension which allows for expansion while the saw is revolving at work. The teeth are now set, alternately right and left, to allow for clearances when sawing timber. They are then sharpened by being filed on the front and tops of the teeth, which operation completes the manufacture.—*American Manufacturer.*

### Business as She Was.

Whether the world is six thousand years old or six millions of years old, it's only a hundred years ago when the field of business enterprise was not only restricted, but the transaction of business within that field was slow and difficult. The merchant usually kept his own books, or, as he would have said, his own accounts. He didn't even dream of a typewriter—either the machine or the girl—but wrote all his letters with a quill, and when they were written let the ink dry or sprinkled it with sand and carefully poured the sand back into the wooden pepper box. There were then no envelopes, no postage stamps, no letter boxes in the street, no collection or delivery of the mail. When the letter was written (and we will own the penmanship and composition would put to the blush the efforts of the present generation), the paper was carefully folded, sealed with wax or a wafer, addressed and carried to the postoffice, where the postage was prepaid at rates which would now seem extortionate. The time required to send letters from New York to Boston was about a week, and there was no way of getting around that, as there was no such thing as a telegraph line, and if any man had been born ahead of his time enough to even suggest the telephone he would have been put into a strait-jacket or taken out and burned as being in league with old Nick. As for the luxury of a decent lead pencil—even that was unknown, although there were things called, by courtesy, lead pencils. The article most in vogue was the leaden "plummet," which some of our old citizens can still recall.—*Graphite.*

### J. D. Warren Mfg. Co.'s "Traveling Salesman."

J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., have designed a most excellent method by which information may be obtained regarding the standard designs of Hardware Shelving which they manufacture. As the readers of *Hardware* have had brought to their attention a number of times, this progressive concern are expert designers and manufacturers of Hardware Shelving and special drawers, cabinets and cases intended to meet the particular requirements for displaying or carrying in stock anything handled in the Hardware line. They are enabled to exploit these in a manner interesting and instructive by sending a neatly made box containing a number of leaflets showing this shelving in great variety, and in all the various combinations. These leaflets are printed in colors in a manner that is quite unique, and serve the merchant in selecting an outfit for his establishment far better for the purpose than the ordinary form of catalogue could possibly convey. It enables him to arrange an entire outfit of store shelving, selecting the cabinets, cases and other fittings that he may think suits the style of store, and display of goods to the best advantage. The amount of work that has been necessary to accomplish a result so symmetrical is something that very few can appreciate except those who have had it in hand. It must have required a large amount of time to lay it out properly, and made necessary the skill of some one thoroughly acquainted with the Hardware trade, who would have the necessary patience and energy to cover all the special points, and reach the most satisfactory conclusions. By the aid of these leaflets the company are enabled to show 200 to 300 patterns of designs of drawers, shelving and cabinets. The outfit consists of 60 or more of these leaflets, which are 4½x8 inches in size, and being carefully boxed, can be kept on file, so to speak, for an indefinite period. On the back of each sheet is printed a description of the shelving or cabinets shown, which is certainly of great assistance in making a proper use of the information conveyed. The Warren Co. refer to this outfit as being their "traveling salesman," and in its construction and application it merits that distinctive appellation. Those contemplating making changes in their store facilities would do well to ask for a set of these if they have not already received the same, as they would no doubt be stimulated to make more extensive improvements by their aid than originally contemplated.

### American Trade with China.

American trade with China shows a more rapid growth than that of any of the European countries. The official reports of the Chinese Government for 1899, the details of which have just reached the Treasury Bureau of Statistics, show that the imports into China from the United States in that year amounted to 22,288,745 Haikwan taels (Haikwan tael equals 72 cents), against 17,163,312 taels in 1898, 12,440,302 in 1897, 11,929,853 in 1896, and 5,093,182 taels in 1895. Thus in the four years from 1895 to 1899 the imports into China from the United States have more than quadrupled. During the same period the imports into China from Great Britain increased from 33,960,060 Haikwan taels in 1895, to 40,161,115 in 1899, and from the Continent of Europe (Russia excepted), they increased from 7,552,099 Haikwan taels in 1895, to 10,172,398 in 1899. Thus, while the imports from Great Britain show an increase of 18 per cent. from 1895 to 1899, and those from Europe show an increase of 35 per cent., those from the United States show an increase of 337 per cent. Taking the imports from all parts of the world, the figures for 1895 show a total of 171,696,715 Haikwan taels, and in 1899 264,748,456, or an increase in the entire importation of 54 per cent., against an increase of 337 per cent. in the imports from the United States.



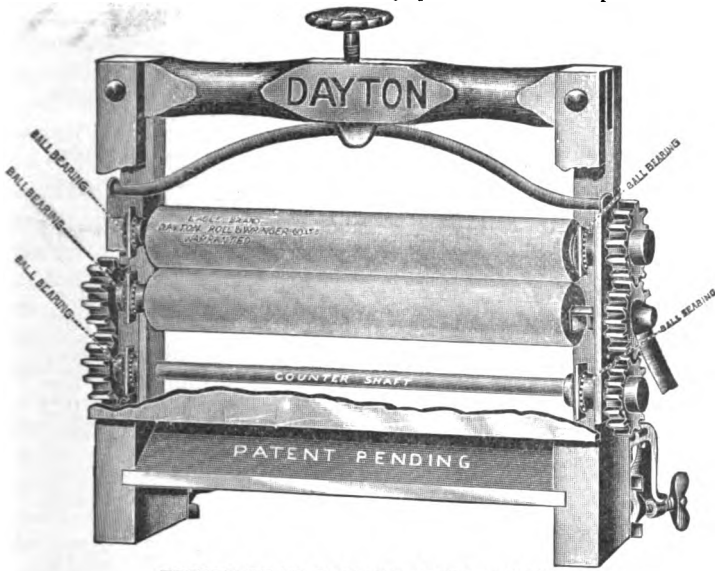
### The Dayton Triple-Gear Ball-Bearing Wringer.

The Dayton Roll and Wringer Co., Dayton, Ohio, find an abundant field for inventive ability in the wringers that they are placing before the Hardware trade at the present time. They have made a number of important improvements, and these have been made to supply certain wants that make the present product about as nearly perfect as it is possible to

vacuum pump draws the saps and juices from the wood, leaving a finely divided cellular structure.

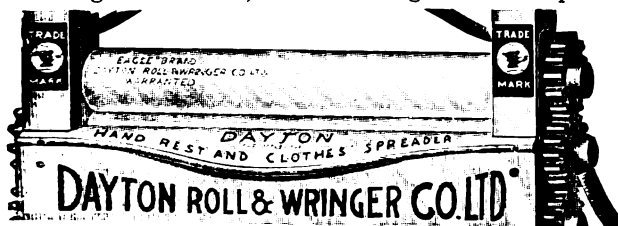
Next, the fireproofing solution is pumped into the chamber, the absorption and saturation being assisted by the partial vacuum. A pressure of from 80 to 200 pounds a square inch is next applied and maintained until the absorption is complete. After draining off the excess solution the wood is withdrawn and thoroughly kiln or air dried, with the result that the interior cellular wood structure is left filled with minute crystals of fireproofing salts.

In a series of tests conducted by fire underwriters small slivers of various varieties of wood were taken from the interior and exterior of treated samples. When held in an alcohol flame the slivers would char and glow as long as the flame was applied, but in all cases, upon the removal of the flame, the glow immediately died out. Combustion was not supported or maintained without the alcohol flame. Samples of one inch sheeting which had been boiled for two hours in water showed a depreciation in fireproof qualities and in some cases would support combustion. A blast torch applied to the surface of a treated sample produced no effect beyond charring where the flame was applied. The charred surface protected the interior portions, and it was with difficulty that the sample was burned to any considerable depth. The same test was applied to samples which had been repeatedly washed and scrubbed on the surface, with little or no difference in the result.



TRIPLE-GEAR BALL-BEARING WRINGER.

make an article of such general utility as the clothes wringer. It will be noticed in the illustration which accompanies this article, which represents their "Triple-gear, Ball-bearing Wringer," the nature of these several improvements. One particular merit is that the cog-wheels are always in mesh, regardless of the distance the rolls may be forced apart by heavy clothes. This arrangement in some patterns of wringers is accompanied by loss of speed, which has been overcome by this company by gearing up the cogs and introducing ball bearings to overcome the additional friction. Another desirable feature is the fact that they have added to their special wringer the Dayton Hand Rest and Clothes Spreader. This is a simple device, which, however, greatly lessens the labor of wringing by affording a place for the operator to rest the hand while holding up the clothes to put them between the rolls, and its outer edge being convex, it naturally spreads the clothes as they pass over it, thus bringing into use the entire length of the roll, and smoothing out the lumps. This



HAND REST AND CLOTHES SPREADER.

is claimed by the manufacturers to be one of the most practical improvements recently introduced in wringers, and it is their intention to use them on all of their high-grade goods.

### Fireproofing Wood.

The practice of fireproofing wood is growing, not only in naval construction but for the better class of buildings, which makes a description of the process of interest. According to a recent article in a New York daily, the process of fireproofing very much resembles embalming. The wood is first relieved of its saps and juices, which are really its blood, and a preservative fluid is injected to take their place. The planks to be fireproofed are put into a sort of boiler or digester. This is closed and steam at a low pressure is run into the digester and the wood parboiled for from one to fifty hours. This is to soften and loosen the dry saps or juices in the fibre. After the steaming process a powerful

### White Enameled Letters.

Many Hardware dealers in extending the assortment of goods desirable for regular sales, have found that White Enameled Letters, being so universally used for window



WHITE ENAMELED LETTERS.

signs, can be handled profitably without a large outlay for stock. The A. V. Taylor Co., who are manufacturing enamelers at 1062 Central Avenue, Cincinnati, Ohio, manufacture these goods largely, and also the Indestructible Steel Signs that are demanded for use as street name plates, for railroad depots, coal carts, transfer wagons, laundry agencies, telephone and telegraph stations, municipal buildings and public institutions, etc.

### New Welding Compound.

A new welding and tempering compound has recently been patented by Melvin C. Dean, Niles, Ohio, who claims an inexpensive compound is provided which will expedite and facilitate tempering and welding, and will also restore burnt steel so that it may be utilized for manufacturing purposes. Furthermore, iron may be welded without being affected by the sulphur in coal or coke, so that an even, smooth weld will be obtained.

The compound is composed of pulverized borax, black oxide of manganese and carbonate of iron, all thoroughly mixed together. The best proportions are found to be at the rate of one pound of borax to four ounces of oxide, and one ounce of carbonate.

The welds are prepared and the compound is applied, after which the second heat is made, and in this heat the compound is absorbed by the steel. For tempering, a dark cherry-red heat is obtained and the compound is applied, which penetrates and is absorbed by the steel, which is then forged. By actual experiment the inventor has demonstrated that springs may be welded as readily as ordinary iron, and that the compound acts as a protector against the sulphur in the coal or coke.—*Exchange*.

### A Good Opening for American Goods in Spain.

From many sources of information we gather the facts that show what an extraordinary change has been effected in Spain's trade conditions in the past two years.

Perhaps the most reliable evidence we have had on this subject is furnished by the thorough and impartial reports from the British Consuls stationed at the different districts in Spain.

The following paragraphs, extracted from the Report of the British Consul at Bilbao, Spain, for the year 1899, will give a general idea of the trend of affairs in that country:

"Since the termination of the late war with the United States, a brisk revival in business has taken place all over Spain. Bilbao, where capital is very abundant, has taken the initiative and is financially interested to a large extent in the most important companies that have been formed lately. As many as sixty-one large companies were registered in 1899 with a capital of 128,000,000 pesetas, of which twenty-three were ship owning, seven banks, eight sugar factories, six electric works, seven mining and metallurgical companies, and ten of different sorts.

\* \* \* \* \*

"During the year 1899 there was an increase in the production of iron ore of about thirty per cent. over that of the previous year. Not only the Bilbao-Santander district shows an increase, but also the rest of Spain, where last year's production represented double the quantity of three years ago.

\* \* \* \* \*

"A new company has been formed for the purpose of erecting dry docks and repairing ships at Sestao, with a capital of 12,000,000 pesetas. The shares, which have only been distributed among ship owners of this locality, are not negotiable for some years to come. (This is to avoid speculation in them.) On the other hand, the question that has been long pending between the proprietors of the ship-building yards 'El Astillero' and the Spanish Government has been settled, and so the facilities for ship-building and repairing will soon be very great, from the fact that three fine docks will be available, as well as several important shops devoted to repairing ships.

\* \* \* \* \*

"The following represents the total shipping at this port in 1899:

| Sail. |        | Steam. |           | Total. |           |
|-------|--------|--------|-----------|--------|-----------|
| No.   | Tons.  | No.    | Tons.     | No.    | Tons.     |
| 510   | 18,075 | 3,868  | 3,043,812 | 4,378  | 3,061,887 |

"The British flag still holds first place at this port with 1,636 vessels of 1,503,538 tons register, but no doubt it will be distanced soon by the Spanish, if the great tendency of the Bilbao people for ship owning continues. During last year as many as sixty-one steam vessels registering 130,295 net tons were acquired by Bilbao business men from British firms. The ships registered at this port measure from 250,000 to 300,000 tons."

Hitherto very little of our manufactures has been sent to Spain, principally for the following reasons:

First, because Spain has never shown such industrial and commercial activity as at the present time.

Second, because until within a few months there has never been direct and regular shipping facilities between New York and Spanish ports.

Third, because European manufacturers send their traveling agents to canvass the Spanish territory or appoint permanent representatives in Spain, who offer local dealers every facility and thus control all their trade.

Now that conditions are so favorable in that market, and that we can reach it advantageously through the regular and direct service recently established by the Spanish Trans-Atlantic Line, the fine and modern steamers of which ply monthly (we understand it will soon be fortnightly) between New York (Pier 10, East River) and Cadiz and Barcelona, we would earnestly recommend American manufacturers to make a serious effort to get a foothold in Spain.

From all indications, it is evident that a very important trade is to be developed between the two countries, which will receive a great impulse as soon as the Commercial Treaty now being considered is completed and ratified. And the first to be on the field with proper connections and efficiently represented will surely reap the fruits of their foresight and enterprise.

In this connection we wish to call the attention of our subscribers to the following paragraphs from the same report of the British Consul at Bilbao before mentioned, the suggestions therein contained being equally applicable to American merchants and manufacturers:

"British commercial travelers are few and far between, whereas German travelers are to be met with in almost every town. The result is that German goods have to a great extent displaced British. British goods are still considered to be superior to German or Spanish, and in many cases would be selected in spite of the greater cost if British merchants would send out their catalogues in the Spanish language and in metrical weights, as is done by German and French houses, who not only do this, but undertake the payment of duties and the delivery of their goods to the purchaser here, or even in the interior of Spain. For this portion of the transaction the assistance of the Custom House and forwarding agent is required, should the firm not possess a local representative.

"It cannot be too often impressed on the British merchants that one traveler, acquainted with the Spanish language, visiting this country, is worth more than tons of beautifully got up price lists and catalogues.

"Those firms who cannot afford to employ travelers would do well to advertise in the Spanish press and send the bulk of their circulars to a local agent here to be distributed to the various firms, etc."

An opportunity offers itself to some enterprising manufacturers to extend their trade to Spain in just such an efficient manner as suggested by the English Consul at Bilbao, without much of the expense and none of the risk and perplexities that such methods as he outlines imply.

A Spanish gentleman, having many and influential relations in both countries, who was brought up among us and trained in American business methods, and who has had considerable experience in commercial pursuits both here and in Spain, is now here making arrangements to take over a select line of American goods which he purposes introducing in that country.

We refer to Antonio Cuyás, who came over as the delegate for the Chamber of Commerce at Madrid to the International Commercial Congress held last year in Philadelphia. He is spoken of in the highest terms by a number of well reputed New York business houses who have known this gentleman for many years and vouch for his honor and integrity.

His plan for the building up of a large trade in Spain in American goods, which has the endorsement of the Madrid Chamber of Commerce and of the Philadelphia Commercial Museum, is in our opinion not only a very practical one, and one that offers many advantages to American manufacturers, but the one that seems to be most adequate to meet the exact requirements of trade conditions in Spain.

One excellent feature of this plan is that manufacturers are not asked to open accounts in a far-away country, as Mr. Cuyás undertakes to pay cash f. o. b. New York for all orders obtained from Spanish dealers. To this effect he has made arrangements with Silva, Bussenius & Co. (a firm established here to continue the commission business of the old firm of J. Aparicio & Co.), by virtue of which they are to act as his agents in this country, forward all orders from him to the respective manufacturers with shipping instructions, and pay the amount of the invoices on presentation to them of shipping documents.

Mr. Cuyás intends returning to Spain about December 1st; meanwhile he can be addressed or seen at the office of his agents, 116 Broad Street, this city.

## Freezing a Customer When He Comes to Town.

Many good accounts are lost to a salesman by the treatment accorded to his customers visiting the house. Too much pains cannot be taken to give a visiting merchant a pleasant reception and warm hospitality when he comes to the city. When a man leaves his business in the hands of some of his clerks and makes a sacrifice of his time and money, too, to go all the way to the city to buy shoes, he feels that he has "something coming" when he arrives. He expects to receive the same hearty welcome he extends to the drummer when that individual visits him. Well, should the drummer be out of town there ought to be some one who will meet this visitor and give him the glad hand, help get his hotel accommodations, fix him up comfortably and entertain him as he deserves. The average country merchant feels just a little timid and overcome by the rush and roar of the city and oftentimes becomes confused and wishes he had never seen the "darned old city." Right then the good offices of the entertainer are welcome. A few little kindly acts will make that man your friend for life.

But just let him fall into the hands of one of these chilly, iceberg fellows who have a temperature of zero always about them, and the stuff's off. Why, here's a little experience one of my customers had when he visited the house:

He came over a thousand miles to buy a spring bill, and by some unlucky combination of circumstances I missed connections and failed to meet him. He came on, however, to the city, and hunted around until he found my house. Arrived there pretty tired and somewhat disgusted with me for failing to meet him, he walked in and met a shock of cool air that would congeal a hot tamale at a breath. The party who met him at the door was one of those high and mighty individuals who had made a little money on the road and owned a few thousands of stock in the company. Did he walk up to my customer and give him a warm hand-clasp and a hearty greeting? Oh, no! he went at it this way: Extending the tips of his clammy fingers, he said: "Ah—your name? Ah, yes; buying some, ah—shoes? What can I show you?" My customer informed him he was just in and was looking around a little and would, perhaps, place a few orders before he left town. Then this frigid zone said: "Well, call around when you are ready to buy, and we'll treat you right. Good-day, by-by."

What do you think of that? Wouldn't it freeze you almost, just to hear me tell it?

What did my customer do? Well, sir, when he recovered from his shock of surprise and indignation, he marched out of the house and down the street, cussing me, my house, the icy individual and everything in general.

He was met by one of those large-hearted, genial shoe drummers, who had been after his business for years. You know the rest: He took that customer of mine into his sample room and sold him a spring bill of over five thousand and immediate shipment of fifteen hundred. I might have had that all to my credit if I had been lucky enough to get in on time, or if some one of average intelligence had greeted my customer on his arrival. Of course, I lost him for a time, but after a few years' patient labor got him back again. When he comes in after shoes now, I accompany him, or else assure myself that he will fall into the right hands at the store.

This salesman recounts the story of many others. Nearly all of them have the same grievance and have lost by the same means some good accounts. Every wholesale house should make one of their strongest features the entertainment and welcoming of visitors. The cost will be trifling, the results great.—*Shoe and Leather Gazette.*

"Mamma!" exclaimed the little fish, "that worm I just sneaked off the hook seemed to be quite sour."

"Well, my dear," replied the mamma fish, "the weather's quite warm and 'the worm will turn,' you know."—*Ex.*

## Krupp Iron and Steel Works.

The annual report of the Chamber of Commerce for the district of Essen contains statements concerning the cast-steel works of Frederick Krupp. These comprise the following: Cast-steel works, at Essen; Krupp steel works, formerly F. Asthower & Co., at Annen, in Westphalia; the Gruson works, at Buckau, near Magdeburg; four blast furnaces at Duisburg, Neuwied, Engers, and Rheinhausen (this latter consists of three furnaces with a capacity for each of 230 tons per twenty-four hours); a foundry at Sayn; four coal mines (Hanover, Saelzer, Neuack and Hannibal), with interest in other coal mines; more than 500 iron mines near Bilbao, in northern Spain; shooting grounds at Meppen, with a length of 10 5-8 miles and a possibility of extension for 15 miles; three ocean steamers, several stone quarries, clay and sand pits, etc. In addition, the firm of Frederick Krupp operates the Ship and Machine Stock Company Germania, at Berlin and Kiel, under contract.

The most important articles of manufacture of the cast-steel works at Essen are cannons (up to the end of 1899, 38,478 had been sold), projectiles, percussion caps, ammunition, etc.; gun barrels, armor plates and armor sheets for all protected parts of men-of-war, as also for fortifications; railroad material, material for shipbuilders, parts of machinery of all kinds, steel and iron plates, rollers, steel for tools and other purposes. The steel works in 1899 operated about 1700 furnaces, forge fires, etc., about 4000 tool and work machines, 132 steam hammers of from 200 pounds to 5000 metric tons force, more than 30 hydraulic presses (among them 2 of 5000 tons each, 1 of 2000 tons, and 1 of 1200 tons pressure), 316 stationary steam boilers, 497 steam engines with an aggregate of 41,213 horse-power, 558 cranes of from 400 to 150,000 tons lifting power. During the last year, the iron mines yielded an aggregate of 1877 tons of ore per day. The coal production from the mines belonging to the Krupp Company (excepting the Hannibal) amounted, on an average, to about 3738 tons for each working day.

The consumption of coal and coke in 1899 was as follows: In the cast-steel works at Essen, 952,365 tons; in the other works and on the steamers of the company, 622,118 tons; in all, in round numbers, 5000 tons per day. The consumption of water at the cast-steel works in 1899 was 15,018,156 cubic meters, which equals about the consumption of the city of Frankfort, with 229,279 inhabitants. The consumption of gas in the steel works at Essen was 18,836,050 cubic meters in 1899.

The electrical power plant of the works at Essen has three machine houses with six distributing stations, and supplies 877 arc lights, 6724 incandescent lamps, and 179 electric motors.

For the traffic of the works, railroad tracks of standard gauge of about 36 miles are laid, which connect with the tracks of the main railroad station at Essen. Sixteen locomotives and 707 cars are operated on the grounds. In addition, there are narrow-gauge tracks of 28 miles, with 26 locomotives and 1209 cars.

The telegraph system of the steel works has 31 stations, with 58 Morse telegraphic instruments and 50 miles circuit. The telephone system has 328 stations, with 335 telephones and a circuit of 200 miles.

On April 1, 1900, the total number of persons employed in the different works was 46,679, viz., 27,462 at Essen, 3475 at the Gruson works of Buckau, 3,450 at the Germania works at Berlin and Kiel, 6164 in the coal mines, and 6128 at the blast furnaces and on the testing grounds at Meppen, etc.

"Karl, I'm actually ashamed to go out with my old hat. It's so out of style!"

"Has the cook the afternoon out to-day?"

"No."

"Then why don't you borrow hers?"—*Unsere Gesellschaft.*

### The American Button Pliers.

The Cronk Hanger Co., Elmira, N. Y., among the numerous popular specialties manufactured by them, are engaged in manufacturing the American Button Pliers, which, while manufactured upon the lines so long known to the trade under the name of the "Button" pattern, are very largely used as a fencing plier, being marketed at a moderate price, which popularizes this particular plier with the entire Hardware trade. They are made from a very good quality of steel, and are thoroughly tested in every respect equally the same as the better grades of goods made by this well-known company. So thoroughly is this the case that they are as fully warranted as a tool of this description should require. They are claimed by the manufacturers to stand as well as any plier on the market, although they are made considerably lighter than many, and in consequence esteemed more highly by the consumer than the old style of goods. The desire of the



AMERICAN BUTTON PLYER.

Cronk Hanger Co. is to market these goods in competition, as far as price is concerned, with the German pliers with which the market has had some experience, and in regard to the quality of which the trade is quite familiar. There is little doubt but what this plier will have a large sale when comparison of quality is considered, as it is certainly a first-class tool of light weight, and of unusual durability, standing any test in competition with any plier on the market.

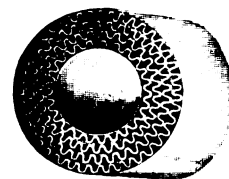
### A New Paint Factory.

Ground has been broken in Newark, N. J., for an eight-story building plant of the Sherwin-Williams Co., the well known paint and varnish makers. The site for the new buildings is about half way between Jersey City and Newark, easily accessible to the various trolley lines and convenient to New York. It faces the Passaic River, with a frontage of 225 feet. On the opposite shore are the trunk lines of the Pennsylvania, Erie and several other railways, running hundreds of trains a day each way, giving splendid shipping facilities. This move of the Sherwin-Williams Co. has been made necessary by the constantly growing trade in the East. This business is at present handled from the offices and warehouses in Boston and New York City. The manufacturing for these two distributing points has been done at the large Cleveland plant. Inside of six months the Newark factory will take care of this trade, insuring better delivery and widening the field of the company to a great extent. The Sherwin-Williams Co. has factories at present in Cleveland, Chicago and Montreal, having large offices and warehouses at the same points. They also have offices and warehouse at New York, Boston, Toronto, Kansas City and San Francisco. The growth of this company has been greater this year than ever before in their history, and they look forward to even greater gains for next year.

### Ambler Asbestos Air-Cell Coverings.

Ambler Asbestos Air-Cell Covering Co., Ambler, Pa., F. J. Gast, Agent, Havemeyer Building, 26 Cortlandt Street, New York, report having had a most successful year in the introduction of their Asbestos Air-Cell Coverings for hot-air pipes. They were largely introduced last Winter, and thousands of careful householders who covered the furnace pipes in their cellars at that time experienced a gratification that so much comfort could be obtained at such slight expense, and the present season being one in which the excessive price

of coal makes economy desirable, has increased the business in a very extensive manner. It is possible by the aid of this specialty to so economize the heat obtainable from the usual appliances that rooms scarcely comfortable in cold weather can be made to enjoy Summer temperature. At the same time, the cellar, instead of being the warmest part of the house, as is too often the case, is kept remarkably cool, while at the same time the heaters require a lessened consumption of coal. It is usually conceded that more money is thrown away by the wasted heat of the cellar of the average American household than in any other portion of the domestic economy except the kitchen. While the loss in the kitchen is difficult to control, that produced in the cellar by the use of the Ambler Air-Cell Covering on the furnace piping furnishes a much more desirable condition. One advantage about the use of this covering is that when it is deemed advisable to remove from one house to another it can be taken



ASBESTOS AIR-CELL COVERING.

off and taken with one to the new house. It is a great preventive of fires from taking place because of overheated furnace pipes, and in this particular alone it is worth all it costs. One of the most important features of a covering of this kind is that you get so much more heat in the living rooms, where it was previously considered impossible to obtain it. Prices may be had upon application to the agent, F. J. Gast, at the address above given.

In the Sound Money demonstration in Providence on November 3d, the Nicholson File Co. had a very prominent and novel representation in line. A heavy low-gear headed their procession, on which was shown from a high standard four immense files, varying in size from four feet in length, the size of the top one, to ten feet in length, the size of the lowest one. Upon these were placed the figures "1896," "1897," "1898," and "1899," respectively, while a sign underneath stated that they represented the growth of their business under McKinley's term, and that the business would grow 50 per cent. in the next four years if he were re-elected. A wagon followed on which was placed a huge tin dinner-pail some ten feet in height and four feet in diameter, surmounted by an eagle with outspread wings. Underneath this was the legend, "A Republican Dinner-Pail. We want to carry it four years more." This was one of the most novel attractions in the entire parade. Following the wagons marched a body of 650 men, headed by two lines of 30 men each, on each side of the street, bearing a banner 100 feet long and about 3 feet wide. On one side of this was printed, "We have had McKinley's prosperity for four years and like it. We want it for four years more," followed by a jingle which read:

"Our work is sure, our pay is good—  
We want to take no chances;  
So what's the use of risking all  
With Bryan's foolish fancies?"

The jingle on the companion banner ran:

"We want a country safe and strong,  
We want good work for all day long;  
We want sound money for our pay,  
So give us McKinley—take Bryan away."

The banners were lighted by a line of torch-bearers on the side, making a very striking and unique display.

More teams of the company followed the men.

Last year there were imported into the United States over 1,000,000,000 grains of quinine, costing over \$1,500,000.



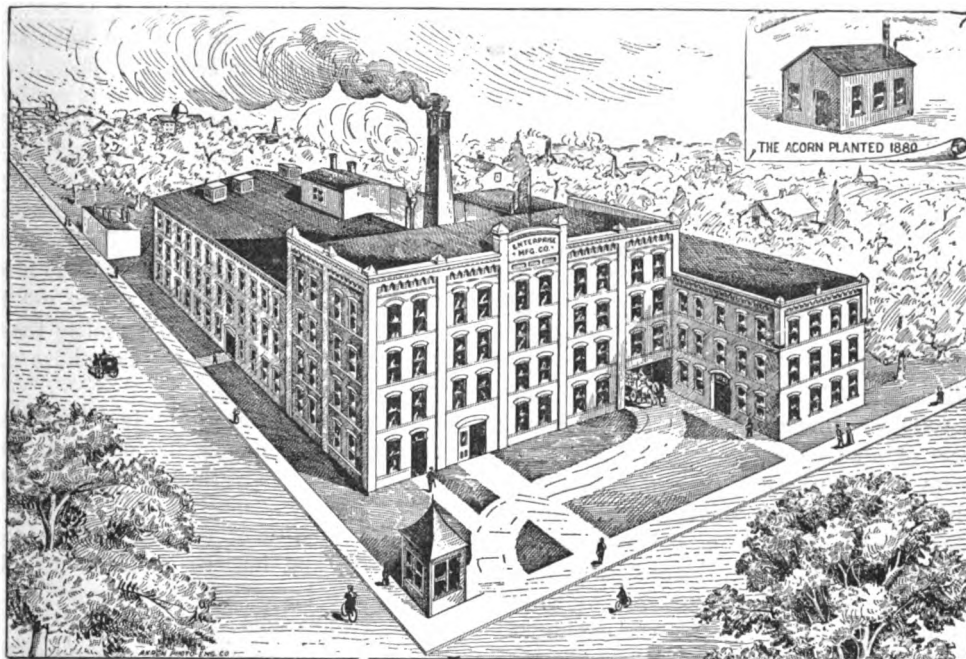
### A Complete Fishing Tackle Plant.

It comes almost in the nature of a surprise to the Hardware trade that every possible part of the fishing tackle store can be furnished complete from one factory. In the history of the Hardware business this has never been known to be within the range of possibility until the present time. It has always been found necessary to go through a number of establishments devoted to the different branches of the business in order to obtain what might be considered a complete line of fishing tackle. At the present time the factory of the Enterprise Mfg. Co., of Akron, Ohio, supplies this wonder in the way of achievement, and as will be noticed by any one in the Hardware trade desirous of adding this line, or of increasing it in their present stock, the most complete assortment possible of fishing tackle and other appliances pertaining thereto will be found in their wonderful catalogue. This business has grown from what might be considered a small beginning to the most extensive known to this particular branch of the trade. We give an illustration herewith of their present factory to justify this statement. Their original premises are indicated in the extreme corner of this illustration, showing the dimensions of their plant at the

furnished lines, etc., that would be considered necessary to stock the smallest or the largest establishment for the sale of fishing tackle in any part of the world. One great advantage is that the Enterprise Mfg. Co. are exclusive manufacturers of so many special lines that they are in a position to give the trade quotations and terms that would prove exceedingly interesting. The retail dealer who desires to be up to date in this particular line should ask for "Enterprise" goods, for those who are handling them admit that the popularity they have achieved is owing entirely to the care and attention paid to their manufacture, and the merit underlying the articles coming from this extensive establishment.

### New Steel Making Process.

H. B. Depoy, Indianapolis, Ind., has invented a process, after thirty-two years of study and experiments, that will revolutionize the manufacture of steel, if the opinions of an exchange writer are to be accepted. With the new process, the inventor says, any piece of steel may have its tensile strength increased from forty to seventy-five per cent. It can be made so hard that no tool will scratch it, and only a diamond can be used to cut it. Yet it cannot be broken or



ENTERPRISE MFG. CO'S. PLANT, AKRON, OHIO.

time of inaugurating the business in 1880. In this extensive factory they make everything in the line except rods and plain lines, and they anticipate before many seasons have passed that these also will be added to their present assortment. It is certainly the intention of this progressive concern that every season that passes shall find them in better shape than ever to take care of the wants of their patrons. They are constantly adding new machinery and installing other facilities tending to make this condition possible. Their Fish Hook department, which has been so greatly augmented by the purchase of the business of the American Fish Hook Co., of New Haven, Conn., enables them to give special attention to this particular line, and produce an article of recognized merit that will add greatly to their prestige. Their Fishing Reel department is one in which they take the greatest pride, and this attention to so important a branch is well deserved, for it is beyond doubt the largest and best equipped plant of the kind in the world, as the handsome array given in their latest catalogue previously referred to will fully indicate. One of the most important features of their manufacture is that of "Luminous Baits," as that particular branch of the fishing tackle business is called. In addition to these staple lines, their line of specialties embraces everything in the way of spoons, snells, flies, leaders, sinkers, floats,

cracked by impact. The harder the steel is made the greater and more dense its tensile strength becomes. Railroad men say that, according to his representations, Depoy has discovered the very thing that railroads have been searching for in vain for years—a process by which steel rails can be hardened to resist the wear and tear of heavy trains without becoming so brittle as to crack easily. He will be given every opportunity to make practical tests of his process, and will be aided by the railroads in his experiments. A piece of cast iron, Mr. Depoy says, may be welded as easily and securely after treatment in this solution as the best Norway or Sweden wrought iron, and any tool formed from cast iron by the regular casting process may be tempered so that it will carry an edge superior to the steel now manufactured by the best known processes. This means, he says, that tools that must have the keenest edge and the greatest tensile strength can be manufactured after having been cast from the cheapest iron on the market.—*Exchange*.

Patent Medicine Proprietor—Here's a recommend for our medicine from a life insurance president.

Junior Partner—Good! What does he say?

Proprietor—Says fewer of his policy holders die from taking our medicine than any other.—*Ex.*

## Value of Expositions.

Among the objects which attracted the attention of a well known Wisconsin manufacturer at the Centennial Exposition at Philadelphia in 1876 was a steam hammer of a particular make. In 1896—twenty years later—he found occasion to use a steam hammer, and, remembering the name of the eastern manufacturer of the one that he had seen, sent for the machine and set it up, finding, as he had expected, that it was a great convenience. His business has since increased, and he has purchased two more steam hammers from the firm that sold him the first. The cost of the hammers was \$700 apiece. Here, then, were three sales, amounting to \$2,100, effected as a result of an exhibit, twenty years and more after the close of the Exposition at which the exhibit was made—and no doubt the exhibit brought a great many earlier profitable returns. It certainly pays every manufacturer to exert himself to secure wide publicity for the merits of his products. Newspaper advertising is one avenue to publicity. Exhibiting at expositions is another. Both are good, and neither will be habitually neglected by enterprising men.

The Wisconsin manufacturer of whom the above incident is related is one of the business men of that State who thoroughly appreciate the advertising opportunities offered by the forthcoming Pan-American Exposition at Buffalo, N. Y. The State of Wisconsin has shown its appreciation of this opportunity in a practical way by appointing a Board of Commissioners and appropriating \$25,000 for defraying the expense of the representation of Wisconsin manufacturing interests at the Pan-American.

Another State which is wide awake to the opportunities offered by the great Exposition next Summer at Buffalo is California. Speaking of the success of the United States exhibit at the Paris Exposition, and especially of that from the State of California, the *Los Angeles Times* says: "The success thus achieved by the United States at the great Paris show is worth untold millions of dollars to this country as an advertisement of what we can do. Thousands upon thousands of consumers will for the first time have their attention drawn to the superiority of American goods and every branch of industry will profit, from the orchards of California to the machine shops of Pennsylvania. Our own home section of California is a striking example of what may be accomplished along this line. In this connection it should not be forgotten that there will soon be held in this country the most important Exposition that there has been in America since the Chicago World's Fair in 1893. It is the Pan-American Exposition at Buffalo, and it is unique in this, that it is especially devoted to the Western Hemisphere—to that great field of the two Americas extending from the North Pole to Cape Horn. This Exposition will attract thousands of consumers from Europe and other parts of the world whose appetite for American products has been whetted by what they have seen at Paris, or what they have read about our displays there. Let each public-spirited business man see that southern California is worthily represented at the Buffalo show. We know from experience that the money so expended will be returned to us a hundredfold."

The fruit exhibit of the State of California, and especially from the southern end of the State, will be a very notable feature of the horticultural display at the Pan-American.

The number of pounds of coffee imported by the United States during the year ending with June 30, 1900, was 787,983,611, at an average valuation of nearly 6.66 cents per pound, or the total sum of \$52,466,993. In the fiscal year 1899 the number of pounds imported was 831,827,063, valued at \$55,275,470, an average price per pound of a little more than 6.64 cents. The importations in 1898 aggregated 870,514,455 pounds, with a valuation of \$65,067,631, or an average of a little more than 7.48 cents per pound.

## Much in Little.

"He that contemneth small things shall fall by little and little."

It is much easier to be honest to the cent than to be honest to the dollar.

The man who is really jealous of his credit cannot afford to forget or ignore this fact.

If the street car conductor passes without collecting your fare you can probably save a five cent fare, and not injure your credit with any other man, but you must acknowledge having injured it with God and yourself.

Petty meanness is too common. There are men who actually pride themselves on saving all they can by taking from some one else in sums from a postage stamp up, sufficient to make them feel justified in selling themselves for the aggregate amount thus saved in a year.

In order to make any gain to speak of, he must have a good many people on his list.

If in some cases he simply left the revenue stamp off his check, nothing is said about it, but the man who receives his check will not forget it—he pays for it.

If he delays paying his bill until the time for discount has passed or interest has accrued, if he remits a personal check for the face of the bill, he may have it returned to him, and may count it good luck if he does, for if he does not he should know that a small amount is carried to the debit side of profit and loss account on the books of his creditor, and the credit on the ledger page against his name will always be there as a reminder.

If in his next purchase he finds prices or discounts less favorable, or any article with an open price more expensive than he anticipated, it may not occur to him that he is paying up for his petty meanness. He may not know that he gets no credit for it. He does not realize that the \$10 saved in interest, discount or exchange may have cost him \$15 in the price for good.

He may be ignorant of the fact that his habit is a matter of current report among his creditors, or, in other words, "they are on to him"—they know him better than he knows himself.

The peculiarities of men are known to those who grant them credit, and however well he may be treated by the salesman, the house will not always lose by reason of unauthorized deductions.

Wholesale dealers are just as shrewd as their customers. They are in touch with their business practices, even though they are personal strangers.

Long experience in reading character is just as valuable to the wholesaler as it is to the retailer, to the teacher or the lawyer, and actually determines the policy, as well as the price and terms, in many cases. It has as much influence under the head of "moral risk" as does capital or property in making up the credit rating of buyers of goods.

There are no degrees of honesty. An honest man will do right.

Settle a bill in full when it is due, according to its terms; receive a receipt in full with a kind "Thank you," and there is no bad taste left in one's mouth. The good feeling, the credit gained, the consciousness of having done right, are worth value received.—LINDELL PLANTERS.

Hix—I guess your friend Meeks is coming out on top, after all.

Dix—How so?

Hix—I saw him purchase a bottle of hair restorer in a drug store the other day.—*Ex.*

✻

"No, Harry, I am sure we could not be happy together; you know I always want my own way in everything." "But, darling, you could go on wanting it after we were married."—*Ex.*

## RECENT TRADE PUBLICATIONS.

**BARNES TOOL Co.**, New Haven, Conn. Pamphlet catalogue, devoted to their line of manufactures, under the head of Tools and Machines; including in its contents three-wheel pipe cutters, pipe wrenches, special tongs, bicycle wrenches, hand and foot-power sawing machines, band and jig saws and power miter cutting machines.

**WHEELING CORRUGATING Co.**, Wheeling, W. Va. Small size pamphlet catalogue, 42 pages, No. 175, intended for general distribution, and covering their line of products, such as tin plates, black sheets, galvanized sheets, eaves troughs, conductor pipes, steel, tin and metal roofings, finely printed on good paper, well illustrated, replete with information considering the size of the catalogue, giving measurements, weights to the square foot and gauges of the entire product mentioned above, making a very handy little manual to have at hand by dealers handling this class of product.

**GERMANTOWN TOOL WORKS**, Germantown, Philadelphia, Pa. Catalogue of 94 pages, with extremely handsome embossed cover in colors and bronze presenting a very attractive appearance. This catalogue embraces their large line of carpenters', blacksmiths', tinnerns' and engineers' hammers of every size; machinists', coopers' and horseshoe hammers, prospecting picks, mill picks, and other similar tools. Included in its contents is a large line of hatchets made under this well known brand so popular with the trade, including the usual lines of shingling, lathing and claw hatchets, and also produce dealers' and barrel hatchets. These various styles of hatchets are shown by full size cuts, handsomely engraved, and the finish is indicated by the various colored bronzes with which the goods themselves are finished, making it one of the most attractive catalogues of the kind that has been brought to the attention of the Hardware trade. In addition to the goods already referred to, the following are also represented: Blacksmiths' cold and track chisels, napping hammers, hand drilling or stone cutters' hammers, blacksmiths' sledges, masons' hammers, double face stone and bush hammers, striking mauls, etc., etc.

**LOGAN & STROBRIDGE IRON Co.**, New Brighton, Pa. Pamphlet catalogue of 96 pages, covering the important line of specialties manufactured by this concern in the housefurnishing and builders' Hardware line. Embraced in its contents will be found the fine line of coffee mills which have been sold to the Hardware trade for a number of years, and with which the name of this concern is favorably identified; also a large and important line of hammers, including nail, tack, upholsterers' and shoe hammers; lemon squeezers, ice hatchets, ice shredders, shaves and planes; hatchets and chisels, garden tools, weeding forks and floral sets. This company are large manufacturers of cast iron specialties, including such goods as bird cage and clothes line hooks, pliers and pincers, lamp brackets, gem pans, waffle irons, etc. This assortment is an extremely complete one, and covers almost every description of this class of goods sold by the Hardware trade. They are also large manufacturers of cast iron toys, their assortment being in all probability the most complete within reach. This is too important a catalogue for the up-to-date Hardwareman to be without, and he should send for one.

**TERRE HAUTE SHOVEL & TOOL Co.**, Terre Haute, Ind. Illustrated catalogue and price list for 1900-1901, covering their line of shovels, spades, scoops and ditching tools of all kinds. They refer to the fact of having improved their facilities very materially, and having substituted a full line of

hollow-back shovels, spades and scoops for the line of axes formerly made, so that they are now able to supply their customers with three varieties of shovels, viz.: Plain back, riveted or back strap, and hollow back or "Cleveland," making their line now an exceedingly complete one, and well worthy of the attention of the trade. The catalogue is a small oblong of 94 pages, and in addition to the goods being fully illustrated and described, each article has a catalogue number by which it may be ordered, and in the back part of the catalogue dimensions are given on all the shovels, spades and scoops made by the company, so that comparisons with other makes can be more readily made and differences ascertained.

**SKINNER CHUCK Co.**, New Britain, Conn., New York office, 94 Reade Street. Pamphlet catalogue of 50 pages, covering their important line of lathe chucks, drill chucks, planer chucks and face-plate jaws. This concern has been before the Hardware trade a number of years, having been incorporated in 1887, and their line of goods is well known to the trade for quality and up-to-date improvements. Since the publication of their previous catalogue in 1898 a line of lathe face-plates with adjustable jaws has been added, and a number of important improvements made in their regular patterns of lathe chucks, which the company believe will be appreciated by their customers in the trade. The catalogue is handsomely illustrated with good wood-cuts, in which all the parts are well described, the descriptions being readily understood and the cuts equally as clear.

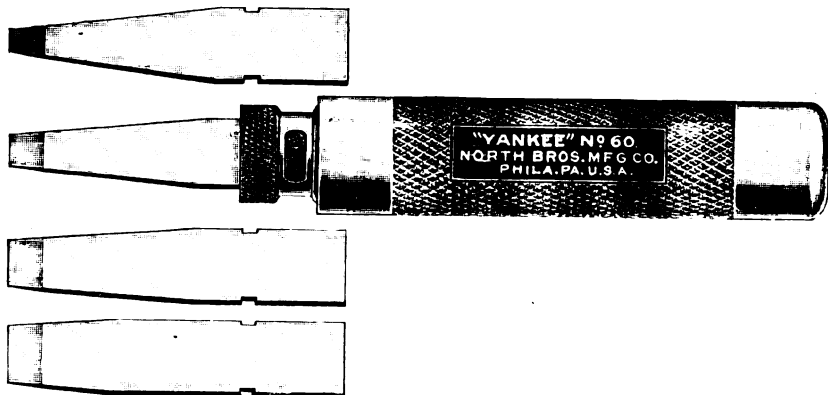
**ARCADE FILE WORKS**, Anderson, Ind.; 97 Chambers Street, New York, and 118 Lake Street, Chicago, Ill. 20-page pamphlet catalogue, oblong in shape, printed in good style on excellent paper and handsomely illustrated throughout. It is designed to call attention to the fact that the Arcade files are made under patents owned by this company, and which give a tooth equal in importance to that of a hand-cut file. Attention is called also to their new Improved "Increment" Cut, whereby the spacing is made irregular, the teeth not following each other on a regular line, but having a wavy appearance. It is on the strength of this booklet, original with the Arcade File Works, that their claims are made and largely advertised that "the Arcade Files will cut faster and wear longer than any other file on the market." In connection with the manufacture of the Arcade File, attention is called to the fact that by the use of natural gas (which can be more easily regulated than any other method of heating), and the high grade crucible steel made especially for the purpose, the result produces a more uniform heat, insuring a perfect temper. Embraced in its contents the standard lists are given, together with the list of "extras," covering all the various patterns of files that are made; illustrations showing the standard cuts, as well as full length cuts of files and rasps showing their various points by which they are known to the trade.

**JOSEPH DIXON CRUCIBLE Co.**, Jersey City, N. J. Booklet on "Graphite for Automobiles," written in the usually interesting manner of all the advertising matter emanating from this well-known concern, their leading article, under the head of "What Is Graphite?" being full of interest and information; the various forms in which graphite is put up for the purpose indicated being shown in the pages following. They also issue, on folded cardboard, illustrated by its application for bridge work, an exhaustive commendation of Dixon's Silica Graphite Paint, which is largely used for steel viaducts, bridges and large buildings.

## NEW GOODS AND SPECIALTIES.

### "Yankee" Pocket Magazine Screw Driver.

North Bros. Mfg. Co., Philadelphia, Pa., are placing before the Hardware trade the "Yankee" Pocket Magazine Screw Driver No. 60, which we illustrate herewith. This is a tool the need and usefulness of which will be instantly recognized. It is claimed to be so nearly unique that nothing just like it to which it can be compared is handled by the trade at the present time. It is made with four detachable blades

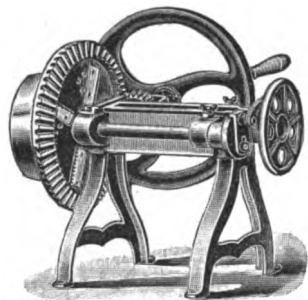


"YANKEE" POCKET MAGAZINE SCREW DRIVER.

of varying widths and thicknesses, designed to suit different sizes of screws, from the smallest to the largest. The magazine is formed by the handle, in which the blades are securely kept. The tool is small and convenient, can be carried in the pocket without much trouble, as it measures when closed only three inches in length by five-eighths of an inch in diameter, and weighs only two ounces. The illustration shows the tool in its actual size. It is made of steel, handsomely polished and fully nickel-plated, is packed in strong paper boxes containing one dozen, and should form a very desirable specialty for the Hardware trade to handle.

### "Dandy" Green Bone Cutter.

The Stratton Mfg. Co., Erie, Pa., are manufacturing the "Dandy" Green Bone Cutter, which they make in a number of sizes. The one we illustrate herewith is a geared cutter, the lowest priced one manufactured by this company. The bone is cut across the grain, and it will cut green bone so fine, it is claimed by the manufacturers, that it may be fed to chickens four days old. After the bone is cut, it is retained in a disk, which prevents its falling about. When it



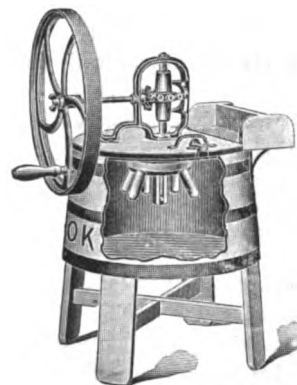
"DANDY" GREEN BONE CUTTER.

becomes full, it is readily removed by simply turning a button and removing the cover. The feed is automatic by a pawl and ratchet, thus freeing the operator from any further care other than turning the crank, and is adjustable so that it can in a moment be changed from a cut fine to medium or coarse. It is strong, durable, and well constructed, all parts easily accessible for the purpose of cleaning. The knives are claimed by the manufacturers to be made of the best tool steel, and finely tempered. The catalogue covering the entire line of

bone cutters manufactured by this company will be furnished upon application. As this line of goods can be safely handled by the Hardware trade in one or more varieties, it is worthy of the attention of the progressive dealers who desire to be up to date.

### "O. K." Rotary Washer.

The H. F. Brammer Mfg. Co., Davenport, Iowa, are the manufacturers of the "O. K." Rotary Washing Machine which

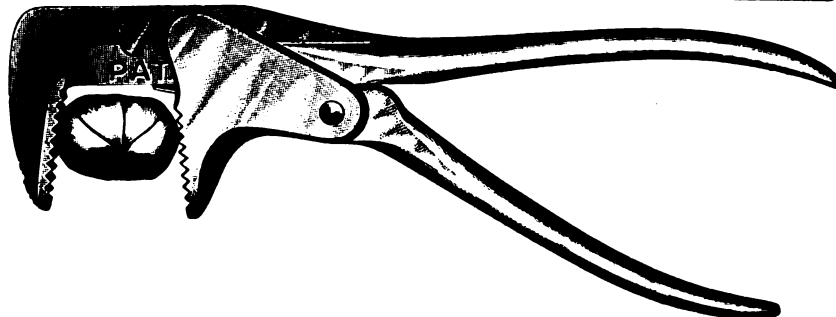


"O. K." ROTARY WASHER.

we illustrate in the accompanying cut. The tub is constructed of the best material possible to be used in this connection, and the sides and the inside bottom are provided with corrugations similar to those of a washboard. The block or stirrer, together with the pins, are made from hard wood, so that there is nothing metallic that presents itself that could rust or spoil the clothes. This washer has a revolving steel gearing, which greatly reduces the friction, and also insures an easy operation that is almost noiseless. The wheel turns either to the right or left. The pinwheel or dasher revolves automatically, and turns the clothes back and forth through the soapsuds without any unnecessary and possibly destructive rubbing. The lid on the top is so constructed that it closes in a very tight manner. Consequently there is no escape of steam and the accompanying odor of soapsuds and soiled linen throughout the house. The company are desirous of appointing agents for the sale of this machine in unoccupied territory, and invite correspondence on the subject.

### Adjustable Nut Crack.

W. H. Edwards & Co., Rockford, Ill., are placing before



ADJUSTABLE NUT CRACK.

the Hardware trade an exceedingly popular and seasonable article in the shape of an Adjustable Nut Crack. We illustrate the same in this article, and it is claimed to be the most powerful nut crack for its size that a combination of mechanical principles can produce. By reference to the accompanying illustration it will be seen that the jaw is movable and can be readily adjusted either toward or from the stationary jaws, in order to vary the size of the opening between them, so that nuts both large and small may be readily



cracked. The leverage is always the same, no matter how the jaws may be adjusted. The operator may hold his hand over the nut crack while cracking the nut without danger of pinching his fingers, and also prevent the scattering of shells over the floor. It is made of malleable iron, finely nickel-plated, japanned or tinned. It is packed in boxes of one dozen each, or the manufacturer will furnish single samples on the receipt of 30 cents, so that the crack may be examined before being ordered in customary quantities. It is also recommended for its utility as a pipe-wrench, for repairing gasoline stoves, or for holding bolts that turn when a nut is being tightened. The nature of its construction will readily suggest numerous operations for which a tool of this description can be utilized.

**Globe Air Rifle.**

The J. A. Dubuar Mfg. Co., Northville, Mich., have recently perfected the new Globe Air Rifle, which they are

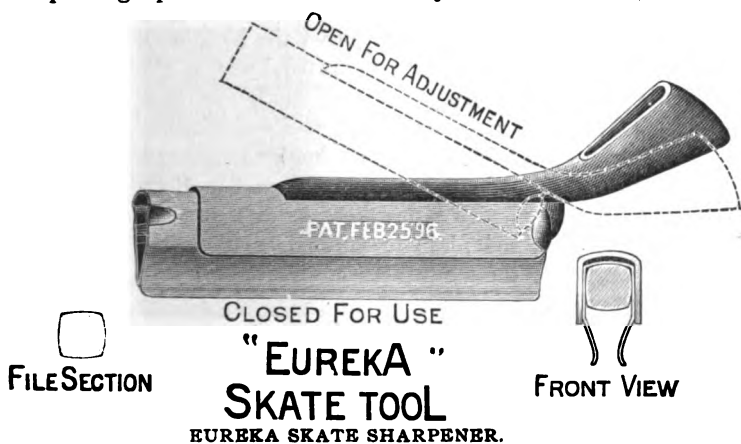


GLOBE AIR RIFLE.

marketing through the Hardware and sporting goods trade at the present time. This is of the latest construction, style and equipment, and is in every respect a twentieth century gun. It is a model of 1900 pattern, finely finished, nickel-plated wherever possible, and, in, fact, extremely handsome and gunlike in appearance. The magazine of the repeater is designed to hold 300 BB shot. No rifle leaves the factory without being accurately tested and sighted, it having a sight feed, and repeats from the muzzle, making it shoot strong even as a single shot. In its construction the stock is manufactured of the best selected hard wood, and finished in the natural color of the wood used, or in walnut, as ordered. This 1900 model is provided with a new locking device by the aid of which the gun is prevented from any rattling, or from breaking down when it is shaken. If desired, the repeater can be used as a single shot, as the single shot is the same as the repeater, but unprovided with a repeating attachment. It is a very desirable article for the holiday trade, and should prove a good seller for whoever handles it.

**Eureka Skate Sharpener.**

The Smith & Hemenway Co., 296 Broadway, New York, are placing upon the market what may be considered a sea-



EUREKA SKATE SHARPENER.

sonable article that will be essential in the Hardware stock in the Fall and Winter. It is the Eureka Skate Sharpener No. 149, being one of the popular specialties handled by this enterprising and progressive company. It is claimed to be one of the simplest, most quickly adjusted, and accurate skate sharpeners now on the market. Among the points of superiority mentioned by the makers is the fact that it is automatic in adjustment and will readily sharpen any skate, whether the runners are flat or convex. The file is cut on all four sides, two being flat and two convex. It is constructed with skill from the best quality of steel and finely nickel-plated. The trade would not make a mistake by hav-

ing some of these included among their orders for other goods.

**Sommers Improved Corkscrew.**

Charles Adolf Wolff, 32-34 Park Place, New York, is the sole agent for the sale of the corkscrews manufactured by W. Sommers, Schmalkalden, Germany, which include corkscrews, screw drivers, champagne nippers, champagne hooks,



SOMMERS IMPROVED CORKSCREW.

etc., running from the lowest priced to the most expensive styles. One of the latest and most popular corkscrews that has been brought to the attention of the Hardware trade is the one presented herewith. Among the principal advantages claimed by the manufacturer is that its construction enables it to fit all bottles, which is not always the case with a number of other styles. Scarcely any experience is required, as by simply turning the corkscrew the cork is withdrawn, and a simple twist readily removes the cork from the screw. The catalogue covering this line of goods can be had for the asking.

**Mather Thousand Mile Axle Oil.**

The Commercial Oil Co., Cleveland, O., are placing upon the market the Mather Thousand Mile Axle Oil, the advertisement referring to which will be found on page 67. The necessity for a good oil of this description has been apparent for some time past, arising from the fact of the great improvements that have been made in the patent axles handled by the Hardware trade. Instead of the old style of Half Patent axle, the trade now demand either a "Thousand



MATHER THOUSAND MILE AXLE OIL.

Mile," "Long Distance," Felt Pad, Roller or Ball-Bearing Axle, and all enterprising and progressive carriage manufacturers are at the present time using one or the other of these descriptions of axles. The Hardware houses carry them in stock in order to supply the demand, and it becomes essential that a good oil suitable for the lubrication of these goods should also form a part of a stock. It is necessary that the oil should be one that will not gum, will not run in warm weather or get stiff in cold weather, and all these requirements are fulfilled by the Mather Thousand Mile Axle Oil, manufactured by the Commercial Oil Co. This oil had an extremely successful season during 1899, when 80,000 two-ounce

cans were sent out under the auspices of the carriage manufacturers of the country, who realized the importance of starting the purchaser of a vehicle with a sample of an oil that would give satisfaction. The oil has proved an exceedingly popular specialty to handle in connection with carriage goods, and is put up in pint, quart and gallon cans.

#### Adjustable Safety Window Guard.

The United States Electro-Galvanizing Co., 346 Broadway, New York, are placing upon the market and introducing the

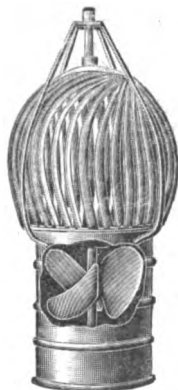


ADJUSTABLE SAFETY WINDOW GUARD.

same through the Hardware trade, the useful window guard which is shown herewith. It is made in three sizes, having three, four and five bars; finished with galvanized coating, and may be adjusted to fit any window. The expansion of curve from the windows is equal to 8 inches. When necessary, the guard can be folded up at one side, so as to leave the window opening free and unobstructed. In addition to preventing children from falling out of the window, it is valuable also as a protection to a person washing windows on the outside; also to display flower pots in a convenient and safe manner. The manufacturers dwell upon the fact that the guard is not only strong, but simple, inexpensive and attractive in appearance.

#### Rotary Screw Ventilators.

E. G. Washburne & Co., 46 Cortlandt Street, New York, are manufacturing the Self-Lubricating Rotary Screw Ven-



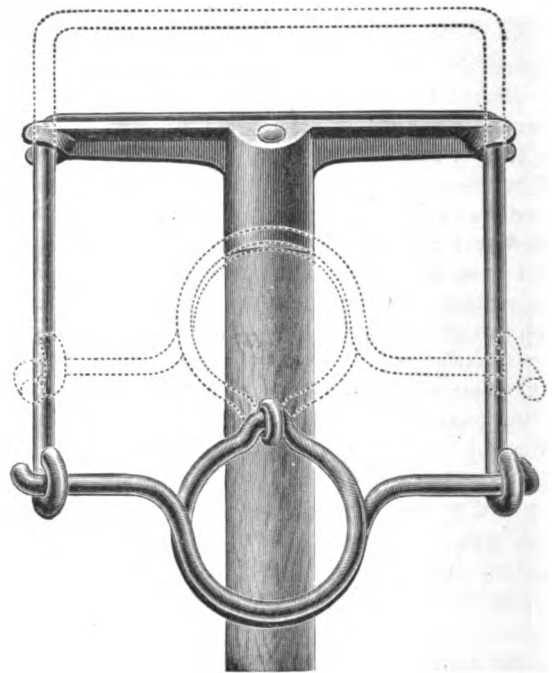
ROTARY SCREW VENTILATOR.

tilators, which we present in the accompanying illustration. It is made of galvanized iron and painted, and consists of a head, cylinder and propeller. The head, revolving on a spindle to which the propeller is attached, works noiselessly within self-lubricating oil cups. By the rotation of the head and propeller, which is in the cylinder, the air in the flue (on the top of which the ventilator is placed) is lifted up and forced out of the flue, producing a partial vacuum below,

which can only be supplied from beneath, whereby an upward current is more certainly maintained. This being a purely mechanical power, its action is in no degree dependent on temperature or any other modification of the atmosphere; and at whatever time the wind suffices to rotate the ventilator, its freedom from friction rendering the slightest breeze operative, the exhausting action of the propeller is inevitable. It is claimed by the manufacturers that for all large buildings, houses, churches, factories and breweries, it is the only sure cure for a smoky chimney. These are made in a number of sizes of diameter of cylinder, running from 6 inches up to 42 inches. The manufacturers are also largely engaged in the sale of copper weather vanes, finials, etc., and copper lightning rods.

#### Favorite Mop Holder.

The Arcade Mfg. Co., Freeport, Ill., are manufacturing the Favorite Mop Holder, an illustration of which we give in this column. It presents new and novel features that make it well worthy of acceptance by the trade. The mop head or holder has a spring adjustment, which is made by



FAVORITE MOP HOLDER.

raising the ring that lies against the handle and pushing it forward. As shown by the dotted lines in the illustration, this opens the clasp. The mop cloth can then be inserted, and by pushing the ring back to its original position it becomes securely fastened. The holder is referred to as being manufactured of the best material, and is distributed by the manufacturers with either hard or soft wood handles, which may be obtained plain or stained as to finish. It is fully warranted by the manufacturers for the purpose for which it is intended.



Wall paper does not hang, and yet the person whose business it is to paste it up is called a paper hanger. The reason is simple. Long before the introduction of wall paper, Arras, a town in France, was famous for tapestries called "Arras." These were used as wall coverings, and the men who were employed to put them up were called "hangers." When paper succeeded tapestry as a mural decoration the name "hangers" stuck to the men, though instead of being tapestry hangers they are now paper hangers.—*Ironmongers Chronicle*.

# PATENTS

Preliminary Consultation Free.

HENRY J. MILLER,

55 Equitable Building,

BOSTON.

# REVIEW OF THE MARKETS.

**Hardware:** The general demand shows much greater activity since the election. That it will be of continued improvement admits of no doubt. Many contracts have been held up by conservative buyers that will now be given out, and progress will be reported on a number of deals for supplies, which will be needed on improvements in contemplation for several months that will now be pushed toward completion.

**Wire Nails:** A much better demand is reported, as stocks have been held in a very light condition, large orders having been the exception instead of the rule. No immediate changes are anticipated by the trade, and stocks will be carried in limited supply, necessitating more frequent replenishing. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

|                              |        |
|------------------------------|--------|
| To jobbers in carload lots   | \$2.20 |
| "    less than carload lots  | 2.25   |
| To retailers in carload lots | 2.30   |
| "    less than carload lots  | 2.40   |

New York prices continue without change, being well sustained. Quotations remain as follows:

|                                     |                |
|-------------------------------------|----------------|
| To retailers, carload lots on dock  | \$2.48         |
| "    less than carload lots on dock | 2.55           |
| Small lots from store               | \$2.60 to 2.65 |

**Cut Nails:** The Cut Nail market is held in steady condition, at firm prices, and fair demand. The following quotations represent the market, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

|                                        |        |
|----------------------------------------|--------|
| Carload lots                           | \$1.95 |
| To jobbers in less than carload lots   | 2.00   |
| To retailers in less than carload lots | 2.10   |

New York quotations are as previously reported with a satisfactory movement:

|                                                |                |
|------------------------------------------------|----------------|
| To jobbers in carload lots on dock             | \$2.13         |
| "    less than carload lots on dock            | 2.18           |
| To retailers in less than carload lots on dock | 2.31           |
| Small lots from store                          | \$2.30 to 2.35 |

**Barb Wire:** Business in this important line for domestic demand is not extravagant in amount, but holds up fairly well. Export demand is reported as in good condition, and likely to remain so. Prices remain as previously quoted for domestic trade, as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

|                                                 |        |
|-------------------------------------------------|--------|
| To jobbers in carload lots, Painted             | \$2.50 |
| "    Galvanized                                 | 2.80   |
| To jobbers in less than carload lots, Painted   | 2.55   |
| "    Galvanized                                 | 2.85   |
| To retailers in carload lots, Painted           | 2.60   |
| "    Galvanized                                 | 2.90   |
| To retailers in less than carload lots, Painted | 2.70   |
| "    Galvanized                                 | 3.00   |

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** The current demand for this staple, while fairly good, is not governed by large quantities, and the prospect does not promise any unusual transactions in the immediate future. Quotations may be quoted as follows, f. o. b. Pittsburgh, terms 60 days, or 1 per cent. discount for cash in 10 days:

|                              | Base sizes. |        |
|------------------------------|-------------|--------|
|                              | Plain.      | Galv.  |
| To jobbers in carload lots   | \$2.15      | \$2.55 |
| "    less than carload lots  | 2.20        | 2.60   |
| To retailers in carload lots | 2.25        | 2.65   |
| "    less than carload lots  | 2.35        | 2.75   |

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

| PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.) |                               |               |   |
|--------------------------------------------|-------------------------------|---------------|---|
| Nos.                                       | Base                          | Galvanized.   |   |
| 6 to 9.....                                |                               | \$0.40 extra. |   |
| 10.....                                    | \$0.05 advance over base..... | .40           | " |
| 11.....                                    | .10                           | .40           | " |
| 12 and 12½..                               | .15                           | .40           | " |
| 13.....                                    | .25                           | .40           | " |
| 14.....                                    | .35                           | .40           | " |
| 15.....                                    | .45                           | .75           | " |
| 16.....                                    | .55                           | .75           | " |
| 17.....                                    | .75                           | 1.00          | " |
| 18.....                                    | .85                           | 1.00          | " |

**Wire Cloth:** At the conference recently held by the manufacturers in this important special line, it was found difficult to reach any definite agreement as to an arbitrary price governing transactions. The market was left to future consideration. A nominal price of \$1.25 was named for small trade, and future development of a proper policy for large buyers will depend upon the size of orders and the facilities of the mill to accept orders for specified dates of delivery.

**Poultry Netting:** In common with similar products, at the recent conference of manufacturers, the future discounts on Poultry Netting were made the subject of discussion, and a satisfactory decision was arrived at, governing the large sales which are indicated as possible for the coming season. The quotation named as the market price for fair-sized quantities was 80 and 20 per cent.

**Window Screens, Doors, Etc.:** The Continental Company, Detroit, Mich., were organized last year to act as a distributing agent for the following leading makers: The A. J. Philips Company, Fenton, Mich.; The Porter Screen Mfg. Co., Burlington, Vt.; Owosso Mfg. Co., Perla, Ark.; Buchanan Screen Works, Hillsdale, Mich.; Cortland Door & Window Screen Co., Cortland, N. Y.; Owosso Mfg. Co., Owosso, Mich.; Wabash Screen Door Co., Rhinelander, Wis., but after a year's experience they decide the previous methods of distribution were preferable, and an open market is the natural result. It is intended to maintain the regular standard list of door and window screens now in use, and the customary advances for extras, but discounts, it is believed, will reach a lower range than prevailed previously.

**Cordage:** The cordage market is in firmer condition at present than for some time. Prices are held at quotations given in our previous issue, and lower prices are not anticipated at present. The following quotations represent the market at the present time:

|                                        | Pounds. | Cents. |
|----------------------------------------|---------|--------|
| Manila, 7-16 inch and larger.....      | 50      | 2      |
| "    ¾ inch                            | 10      |        |
| "    ¼ inch and 5-16 inch.....         | 10½     |        |
| Sisal, 7-16 inch and larger.....       | 6½      |        |
| "    ¾ inch                            | 7       |        |
| "    ¼ inch and 5-16 inch.....         | 7½      |        |
| "    Lath Yarn, Medium and Coarse..... | 6½      |        |

**Linseed Oil:** The Dean Linseed Oil Co. quote as follows:

|                                                                                |                      |
|--------------------------------------------------------------------------------|----------------------|
| In lots of less than 5 barrels.....                                            | 76 cents per gallon. |
| In lots of 5 barrels or more.....                                              | 75 cents per gallon. |
| The five barrel price only applies to deliveries of that quantity at one time. |                      |
| Boiled Linseed Oil, 2 cents per gallon higher than raw.                        |                      |
| Calcutta Oil, 85 cents per gallon.                                             |                      |

## THE BOSTON TRADE.

The month just closed has been satisfactory as regards volume, and from reports throughout New England general business is in good condition. The unseasonable weather and the fact that it is the month preceding the Presidential election may have curtailed the demand, but it has not been noticeable, October sales being a good percentage over last year.

The values placed on many lines are still uncertain, and on such goods as are being held at reasonably high figures and controlled by agreements and combinations, we expect to see many changes before January 1st.

Stocks are light in the hands of both jobber and retailer, orders being small, showing no disposition to carry over any more goods than actually necessary.

There seems to be much interest manifested in the coming Hardware Convention, and it is expected that it will be the most interesting and helpful of all meetings which have been held by this national organization. FRYE, PHIPPS & Co.



**JAP-A-LAC**  
is the hardest, smoothest, most elastic, brilliant and durable finish on the market for . . .

**Floors and Interior Woodwork.**  
It is also used on Furniture, Wire Screens, Radiators, Iron Fences, Carriages, etc.  
Architects should specify it.  
Painters should use it.  
Builders Should insist on it.  
Our magazine advertising is creating a demand for **JAP-A-LAC.**  
Dealers should write for our money-making proposition.  
**The Glidden Varnish Co.,**  
Cleveland, Ohio.

#### THE PHILADELPHIA TRADE.

The month of October has been one of the surprises of the year, as, in spite of a declining market, and a Presidential campaign, the month has closed with a volume of sales largely in excess of the ordinary, and, in fact, making it the heaviest October for a period of ten years.

This is certainly a most gratifying record, especially in view of the fact that, owing to a falling market, dealers are buying from hand to mouth, and are certainly not purchasing a dollar's worth in excess of their wants. The mere fact that compulsory purchases should exceed the purchases of last year, when prices were booming and there was a tendency to speculation, is a pretty clear indication that stocks are light throughout the country, and that the demand on the retailer is good. Not only are jobbers very well pleased with the month, but manufacturers are also feeling the impetus, and reporting a largely increased trade.

Prices are already firming up on some lines, and prophets are not wanting to say that the drop in prices has reached the limit, and that higher prices are to be expected in the near future.

Everything now hinges upon the election next Tuesday, and if this results favorably we cannot but feel there is a prosperous business year before us, and, by the time this is in print, the results will be determined, and anxiety on this score will be at an end, and we earnestly hope, whoever may be elected, the prophets of evil will be disappointed, and that our country will continue to prosper.

Indications of a firmer market are to be found in the fact that manufacturers of common carriage bolts, machine bolts, and similar goods, have become heartily tired of the demoralization existing in their lines, and have already made a slight advance, feeling the way toward higher prices in the near future.

The manufacturers of wire and wire nails report a most excellent business, and claim, at the present rate, they will soon exceed the volume of business of last year, which, of course, was largely speculative. It would seem as if manufacturers had now reached the end of their depression, and those who have been complaining of a limited business in the past are now foremost in reporting a decided revival in business.

BIDDLE HARDWARE Co.

#### THE PITTSBURGH TRADE.

Writing on the verge of election, we can report business quite good. Notwithstanding political excitement, unseasonably warm weather and low values, October footed up a nice increase on the same month a year ago, when we were in the midst of "boom" times and high prices. All the industries in and around Pittsburgh are prospering, and the merchant shares in their prosperity. Let us hope nothing in the result of next Tuesday's ballot will interfere with this condition of affairs. The approaching meeting of the National Hardware Association at Richmond, Va., on November 21st,

is occupying the attention of its members. The interests of the jobber are so bound up with those of the manufacturer and the retailer that all classes must be considered. We believe that the necessity for each of the three in distribution to the consumer is now generally recognized, and that the distinct province of each in that distribution will be better observed in the future. There need not be and should not be any antagonist, when each has his own part in the business economy to fulfil.

LOGAN-GREGG HARDWARE Co.

#### THE CLEVELAND TRADE.

Confidence in the good sense of the people has prevented the Presidential campaign from serious interference with business. Business men have been too sure of the result to get much excited, and too profitably employed to leave their business and engage in politics. Serious doubt of the result would have paralyzed business. That the people intended to vote is evidenced by the fact that nearly ten thousand more votes were registered in this city than in 1896. As the stability of Republican government rests upon the good sense of the people, it is a matter of congratulation that a good reason is demanded when a change of administration is asked for. It is of curious significance that only goods controlled by combinations have seriously declined, while agricultural products have advanced. The great export demand for manufactured goods exists because the great combinations have been able to make prices to get that trade, and that trade has demanded a large amount of extra labor that must be fed and clothed.

Pig iron has declined from \$26 per ton to \$13.50, and in the face of this great decline, agricultural products have advanced, and yet we are being warned of the danger of Trust.

It may be cruel to make the farmers rich, but the farmer's vote is not likely to endorse this opinion. The fact is, the right of private property is so clearly allied to liberty itself that attacks upon it are not popular.

Before your next issue the voice of the people will have been expressed, showing that Republican government rests on a solid basis.

THE LOCKWOOD-TAYLOR HARDWARE Co.

#### THE CHICAGO TRADE.

In a Presidential year we have never experienced so little disturbance to trade conditions as has been the case the past Summer and Fall. Business with us has been much better than one year ago. We are extremely busy at the present time, and, what is more, our traveling salesmen are reporting a most hopeful feeling among their customers in the smaller towns. Farmers throughout the Northwest seem to have been doing very nicely; many of them not only have their farms paid for, but are loaning money and improving their farm buildings. Indications are that considerable building will be done during the next twelve months in the smaller cities and suburban towns, so that we are well pleased with the outlook. Prices as a rule are being very well held, and the downward movement in prices which we experienced through the Spring and early Summer seems to have been checked. The late advances in the steel and iron markets are helpful to the trade generally, and, as a rule, salesmen are having little trouble in securing orders for future goods.

WELLS & NELLEGAR Co.

#### THE SAGINAW TRADE.

As the month closes, and merchants compare the results of October, 1900, with the same period of last year, it is very gratifying to note that results are very flattering in this territory, although we have had very unseasonable weather, more like August than October, and this has necessarily reduced the sale on stoves and other kindred cold weather lines; still the volume of business for October does not seem to be affected. It was quite generally believed that, as election approached, the uncertainty in the minds of the people would curtail business to a great extent. However, this has not been noticeable, and it is very pleasant to note a slight increase in business for October over the



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

same period last year. Crop conditions are good, and farmers have had an exceptionally fine Fall to get their land in shape.

MORLEY BROTHERS.

### THE COLUMBUS TRADE.

The fine weather that prevailed through the month of October still continues, and while it is not just the kind of weather for some branches of the mercantile world, it certainly is ideal weather for those who have out-of-doors work to do. Buildings that were started with the expectation of being finished in the Spring are being finished this Fall, and a great many new buildings are being started at this late date. The demand for Builders' Hardware is good, but such goods as Stoves, Robes, Horse Blankets, Axes, Cross-cut Saws, Meat Cutters and Stuffers are not being re-ordered as they would be if we had cold weather. Retail merchants bought their first orders early, but the weather has been too warm to reduce their stocks enough to duplicate. Farmers are busy with their corn husking, and there is no excuse for them if they fail to get their work well cleaned up. Wheat is looking well, but some complaints are made that the Hessian fly has been busy these warm days. The sharp frosts,

however, have reduced danger from that pest. Prices are holding well on most lines, and a number of items have stiffened up very materially. Bolts, Steel Tire and Rope are much firmer than they were two weeks ago. If we are not much mistaken, a number of lines will advance soon. Some goods are too low. Sledges, Picks and Mattocks are especially low in price, and will no doubt be higher. The Shovel Association seems to be master of the situation once more, but new thorns will appear soon to prod them again. The question is, how long can they continue to buy up such concerns as the Laughlin Shovel Co.? It costs no small sum to control such a concern. If the Shovel Association would reduce the price on shovels instead of buying up all the factories that spring up, it would be much cheaper. What will be done with all these factories when the final reckoning comes? And it will come as sure as the sun rises. When it does come, some one will get hurt. The gun trade in this section is not of extra significance on account of the short shooting season; but the old guns will be kept hot, judging by the amount of ammunition that is being sold. It is next to impossible to get enough loaded shells to supply the



THE CELEBRATED  
**BOSS WASHER**

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ANDREW BELL,

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SAMPLES SENT BY MAIL.

### TAKE NOTICE.

No Boss Washers are Genuine that do not have the inventor's name

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If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.



Are you going  
hunting this Winter?

## GUNPOWDER.

Be sure and take  
shells loaded with

**L. & R. Smokeless, or  
Orange Extra Black Powder.**

**Laflin & Rand Powder Co.**

99 Cedar Street,

NEW YORK CITY.

# NICHOLSON.

FAMOUS FOR TEMPER  
AND CUT.

NICHOLSON FILE CO., Providence, R. I., U. S. A.

SOLD ALL OVER THE WORLD.

Supplied to 24 Foreign  
Governments.

demand. Taking all in all, Hardware dealers have no kick coming about trade so far in 1900.

THE SMITH BROS. HARDWARE CO.

## THE DAVENPORT TRADE.

With a Presidential election billed for to-morrow, and a National Hardware show to come off in Richmond in a few days, we are hardly in good form to write a satisfactory report for *Hardware* edition of the 10th inst.

If we only knew to-day what the result of to-morrow's election will be as well the readers of *Hardware* will know before this is in print, we could make money enough before the 10th inst. to buy many Hardware stores. We have not this knowledge, however, and we will have to grind away as usual and depend upon what we can learn about the iron trade in Richmond to assist us in making a living the next four years.

Trade is about the same in amount of dollars as a year ago, and this, of course, means quite an increase in tonnage.

Weather is delightfully pleasant; there has been no killing frost as yet. Collections satisfactory.

SICKELS, PRESTON & NUTTING CO.

## THE MINNEAPOLIS TRADE.

We have had considerable rain that must have interfered quite seriously with usual Fall work on the farms, but now it has cleared off, and we shall probably have a spell of weather such as Minnesota is noted for—good, clear, bright, beautiful days. The price of wheat is very satisfactory, on quite a higher range than it was last year, while flax is away out of sight, and the crop is fairly good, we understand. Minneapolis is taking a place as the largest, primary flax market of the country, the same relative position she holds as to wheat, flour and lumber, while large quantities of linseed

oil are manufactured here. This industry is steadily growing, and if not now the largest producer, we certainly shall be before long.

Labor is very well employed, and at good wages. The lumber mills are still running, and will continue until the river freezes. The stock of lumber, we understand, is fairly well assorted but not very large. Prices, while not as high as prevailing earlier in the season, are firm and on a profitable basis.

Prices on Hardware generally, in a small way especially, we think, are fairly well maintained, but when any quantity of goods is required, particularly in the builders' Hardware line, cost does not seem to enter into the calculation, while nails are sold freely by at least one party here at the lowest jobbers' cost, this being their advertised price.

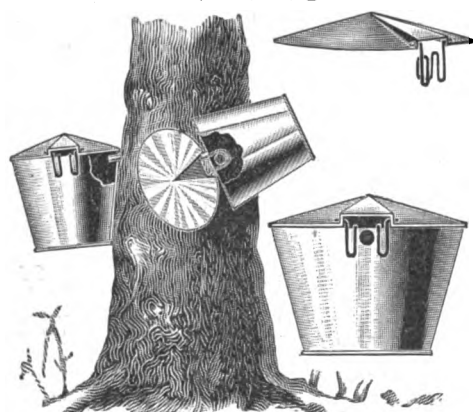
There have been large quantities of ammunition sold, as shooting this Fall has been quite good, and we think more people have been out than usual.

Before this is in print we shall know whether the people at the polls have decided to continue the present administration or not. Whatever happens, we hope it will be a wise decision, but trust that the present prosperous conditions will not be disturbed by any change. W. K. MORISON & Co.

## THE OMAHA TRADE.

Trade during the past week might have been somewhat improved by more seasonable weather, as it has been unusually warm and pleasant; and season goods on this account have moved somewhat slowly, but, notwithstanding this fact, the volume of trade has been heavy and about all that we could handle with comfort. Contrary to expectations, the fact of its being a Presidential year has not affected trade in the least, and with a spell of cold weather to stimulate the de-

## MAPLE SUPPLIES



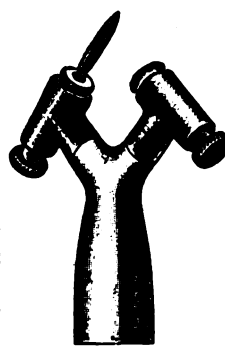
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If you handle  
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YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.

## THIS ILLUSTRATES OUR STYLE No. 1,



With one side turned off and the other turned down for a hall or night light, or for other purposes where a small light is required temporarily; the little needle valve at the same time removing any obstruction from the rear of the gas orifice. Made in ½, ¾ and 1 foot sizes when the needle valve is withdrawn. Can be turned into alignment.

PRICE—EACH 35c.

Write for Special Discounts on larger quantities of the Drake's Adjustable Burners and any of the parts.

Drake Acetylene Apparatus Co., MFRS.,

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Examine  
it  
critically.  
It  
will  
bear  
inspection  
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Arcade

It looks like and is like a hand-cut file, that is our intention.

The irregular spacing and uneven height of the teeth which characterizes the hand-cut file are reproduced with scrupulous fidelity in the Weed increment cut -

A file with this hoof-print last longer than any other



will cut faster and file on the market -

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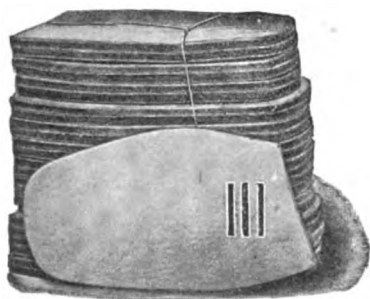
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THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston

mand for season goods, it would undoubtedly result in an exceptionally large volume of business.

Collections are somewhat above the average, and no complaints are heard from the country in regard to either collections or trade.

RECTOR & WILHELMY Co.

#### THE ST. PAUL TRADE.

The trade conditions in our territory are not as satisfactory as could be desired, owing to a short crop and a consequent lack of money, making the merchant carry the farmers account over till next crop and the jobber carry the retailer in the same way. Then the lack of trade is making competition stronger and the effect is to see how low quotations can be made, till between all these undesirable conditions the doing of business is rather an uncomfortable thing. We would rather go fishing. Gradually the market is assuming a firmer basis, and by next Spring we will probably have forgotten our present trouble, or accumulated new ones.

We are looking forward, with much pleasure, to the meeting of the jobbers at Richmond, and hope to renew many friendly acquaintances made; and expect, as usual, to gain knowledge and return to our work with renewed vigor and with a feeling that our lines might have been placed in more unpleasant places.

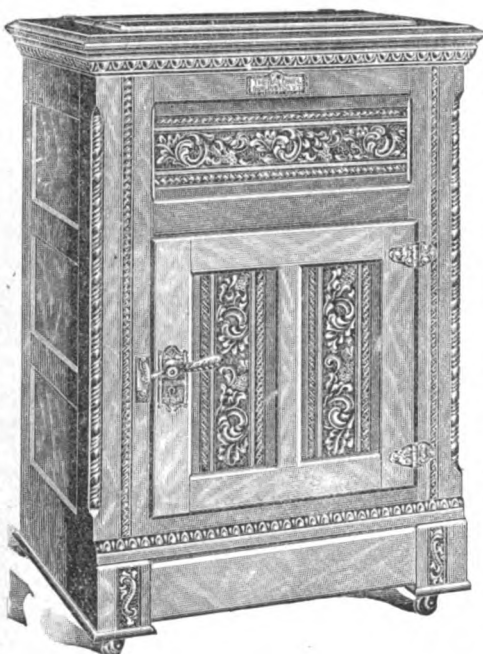
C. W. HACKETT HARDWARE CO.

The Bureau of Statistics' compilation discloses many unique characteristics of the commerce of the Great Lakes. For instance, in the case of Conneaut, Ohio, which Andrew Carnegie has declared will one day be the greatest ore-unloading port in the world, the 353 vessels which have entered the harbor this season have brought 1,748,255 tons of iron ore, or a greater quantity than was discharged at any other port, with two exceptions. One of these exceptions is the port of Ashtabula, also on Lake Erie. Ashtabula will this season rank as the greatest ore-receiving port in America, having received up to October 1 a total of 2,933,647 tons.

The lake lumber trade, in which there was such demoralization last year, appears to be making a very favorable showing this season. For the month of September the aggregate cargoes transported amounted to 436,926,000 feet, and for the season up to October 1, 1,427,000,000 feet. Duluth ranks as the greatest lumber-shipping port, having sent out 277,071,000 feet during the season. Chicago heads the list of receiving ports, 378,546,000 feet having been unloaded at her wharves. Cleveland is a pretty close second, with a record of 339,704,000 feet for the season.

The first book ever printed in Switzerland bears the date of 1470.

## Baldwin Refrigerators.



New Styles and Designs for 1901.

Tile, Zinc, Steel or Spruce Lined.

Ash, Oak and Softwood Cases.

Dry Air and Positive Circulation.

Latest Cleanable Features.

Strong and Handsome Hardware.

The Best Lock in the World.

Air-tight Waste Trap.

Ball-bearing Casters.

Swing Base.

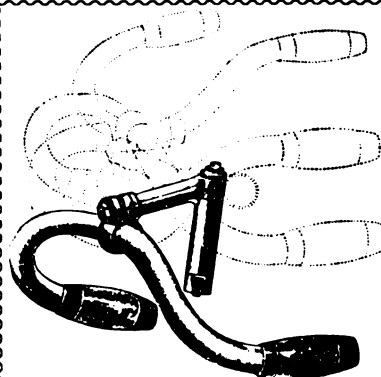
Workmanship and Finish Beyond Criticism.

We have the best and most thoroughly equipped exclusive refrigerator factory in the East. We have learned how to make the best refrigerator and we always do it. We have had 25 years' practical experience and are no experiment.

NEW CATALOGUE READY.

Baldwin Refrigerator Co.,

Burlington, Vermont.

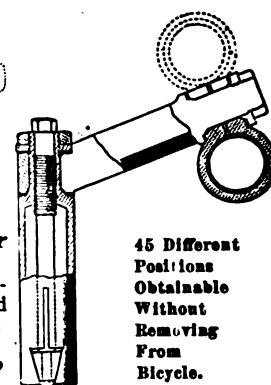


The Hussey Handle Bar  
Detachable  
Reversible  
Adjustable  
EXTENSION.

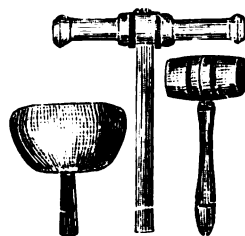
Positively the *Best Expander* ever used. It is self releasing.

Electrotypes now ready for catalogues. Write for printed matter and full particulars to

The Snell Cycle Fittings Co.,  
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45 Different Positions Obtainable Without Removing From Bicycle.



WE ARE THE INVENTORS OF THE  
CAULKING MALLETS

NOW USED IN ALL THE SHIP YARDS OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

N. Y. Mallet & Handle Works,  
Established 1845

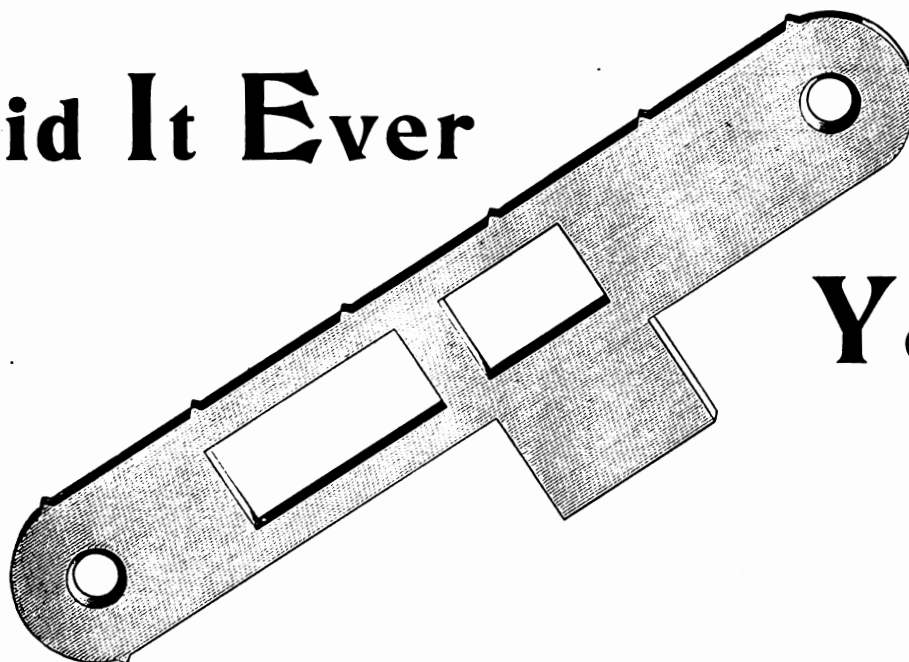
454 E. HOUSTON ST., NEW YORK, U. S. A.

#### "THE GOOD YOU HAVE DONE US."

Samuel Winslow Skate Mfg. Co., Worcester, Mass.  
[Skates]: We congratulate you on your great success, and thank you for the good we think you have done us.



# Did It Ever



# You?



## RUSSELL & ERWIN MFG. CO.

NEW BRITIAN, CONN.

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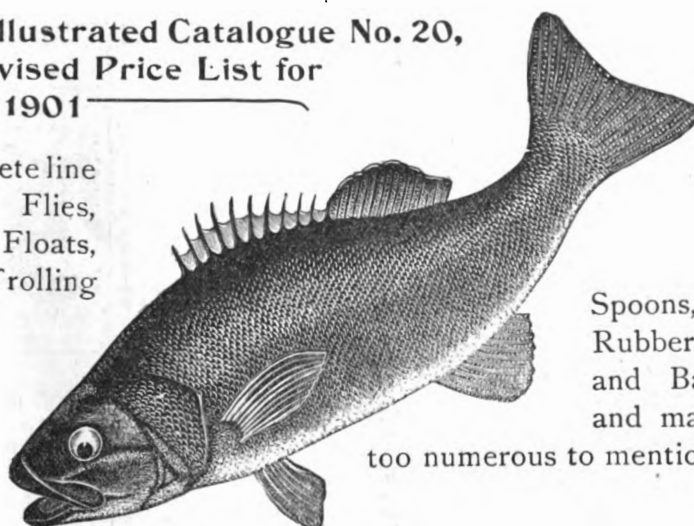
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LONDON.

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season 1901

Describes our complete line  
of Reels, Hooks, Flies,  
Leaders, Snells, Floats,  
Furnished Lines, Trolling



Spoons, Spinning Baits, Silk,  
Rubber and Metal Minnows  
and Baits, Lead Sinkers,  
and many other specialties

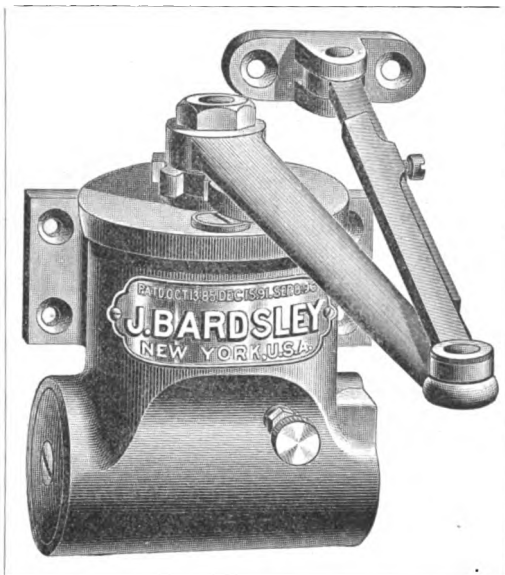
too numerous to mention.

## THE ENTERPRISE MANUFACTURING CO.,

The Largest Manufacturers of Fishing Tackle <sup>IN</sup> THE United States.

AKRON, OHIO, U. S. A.

## THE "BARDSLEY" OIL DOOR CHECK AND SPRING.



This device—as now made—has the following features which are peculiar to itself :

No packing friction.

A releasing device—especially useful on apartment house doors and doors that close against a draught.

Spring of polished clock steel of superior quality—ensuring soft and noiseless action and great durability.

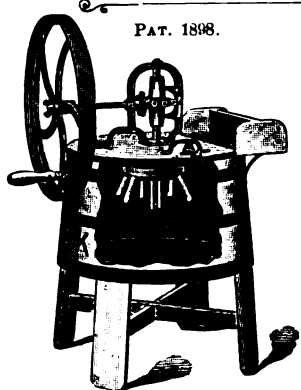
The mechanism is arranged so that the spring cannot be used wrong side up and thus bent out of shape or broken.

This Door Check as now made is recommended as being without a peer and the price is lower than any similar device in the market.

### JOSEPH BARDSLEY,

147 to 151 Baxter Street,  
NEW YORK.

### WHY IS THE



PAT. 1898.

### O. K. WASHER THE BEST WASHING MACHINE?

#### BECAUSE—

- 1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
- 2.—The tub is made of Louisiana Red Cypress Lumber.
- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
- 5.—The lid on tub closes tight, no escape of steam.
- 6.—Has a solid wringer box with iron brackets.

Manufactured by H. F. BRAMMER MFG. CO.,  
DAVENPORT, IOWA.

### Brauer's Pat. Ankle Support

For Skaters with Weak Ankles.

Dealers interested in sale of skates should not overlook this article as it sells itself.

Write our representatives for prices and samples.



CASKEY & WYANT,  
97 Reade St., N. Y. City.  
W. S. CLEVELAND,  
4609 Champlain Ave., Chicago, Ill.  
BRAUER BROS., Manufacturers,  
2004 Locust St., St. Louis, Mo.

# MICA

ASSORTED PACKAGES.  
Put up expressly  
for the Retail Trade.

#### ONE POUND—4 SIZES. ¼ lb. each size.

|                   |        |         |         |
|-------------------|--------|---------|---------|
| North Carolina, - | \$2.20 | 4½ x 6  | 2½ x 8  |
| Wyoming, - - -    | 1.85   | 2¾ x 3¼ | 2¼ x 4¼ |

#### TWO POUND - 8 SIZES. ¼ lb. each size.

|                   |        |        |         |
|-------------------|--------|--------|---------|
| North Carolina, - | \$4.20 | 2½ x 8 | 2¾ x 4  |
| Wyoming, - - -    | 3.50   | 2 x 4  | 2¾ x 3½ |
|                   |        | 3 x 8  | 2½ x 4½ |
|                   |        | 8 x 5  | 5 x 8½  |

#### THREE POUND—12 SIZES. ¼ lb. each size.

|                   |        |         |         |
|-------------------|--------|---------|---------|
| North Carolina, - | \$5.60 | 4½ x 5  | 2¼ x 4  |
| Wyoming, - - -    | 4.60   | 2¾ x 4½ | 2½ x 8½ |
|                   |        | 8 x 8   | 2 x 4½  |
|                   |        | 2¼ x 4½ | 2¾ x 2¾ |
|                   |        | 2½ x 8  | 2¾ x 3½ |
|                   |        | 2 x 8½  | 5 x 8½  |

ABOVE PRICES NET. NO DISCOUNT.

### EUGENE MUNSELL & CO.,

218 WATER ST., NEW YORK.

117 LAKE ST., CHICAGO.

Mica Delivered Anywhere in the United States Free of Transportation Charges.



### Blake Lamb Traps.

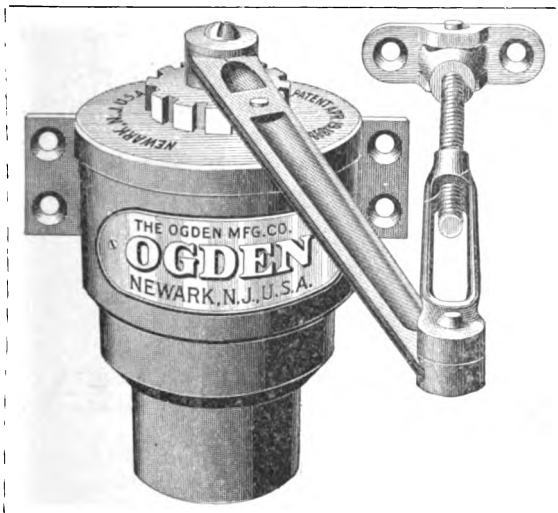
Lightest and Strongest Made.

For 40 years the favorite wherever used. Send for catalogue to the  
HAWKINS CO., Successors,  
Waterbury, Conn.

### COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co.,  
Davenport, Iowa. [Wholesale Hardware]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

# THE OGDEN AUTOMATICALLY REGULATED LIQUID DOOR CHECK AND SPRING



## "The Ogden Check" in Brief is

The only check that controls the door entirely.  
The simplest and strongest check made.  
All main working parts are made of steel, drop  
forged and case hardened.  
Easily applied by anyone of ordinary intelligence.  
Refilled with liquid, when necessary, through the  
filling chamber without removing from the door.  
Positively regulated under all conditions and can-  
not leak.

*Simplicity*  
*Simplified.*

Full descriptive catalogue on application.

— MANUFACTURED BY —

## THE OGDEN MANUFACTURING CO.,

NEWARK, N. J., U. S. A.

HIGHEST AWARDS, TWO GOLD MEDALS AT THE PARIS EXPOSITION.

...IF YOU ARE AFTER TRADE....



# ATKINS SAWS

WILL BRING IT YOUR WAY.

E. C. ATKINS & CO., Manufacturers.  
INDIANAPOLIS, IND.

Memphis, Tenn.

Minneapolis, Minn.

Atlanta, Ga.

Portland, Ore.

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Alden, Ill.—W. W. Fleming.  
Chappel, Tex.—E. W. Bennett.  
De Soto, Mo.—Jenkins & Berg.  
Hampton, Minn.—J. P. Doffing.  
Musserville, Ia.—N. Herr.  
North Creek, N. Y.—Wm. E. Sullivan,  
Ohio; Scott & Armstrong, Corning.  
No. Milwaukee, Wis.—E. M. Seigrist.  
Pearl City, Ill.—J. H. and Charles Knapp  
contemplate going into the Hardware business in Chadwick.

Richmond, Va.—The Acme Hardware Co. has been incorporated. Capital, \$10,000. Incorporators: J. T. Vaughan, C. A. Motley, G. H. Clarke, J. G. Pollard, H. G. Dyson, all of Richmond.

Selma, Ala.—Papers have been filed in the Probate Office incorporating the Johnson Hardware Co. The capital stock is \$10,000. Tom Johnson, H. B. Johnson and Julius Fiebleman compose the firm. This corporation takes the place of Johnson Bros., Hardware merchants of this city.

Toledo, O.—Fred Gemple is preparing to engage in the Hardware business in the Browning Building, on Broadway, near South Street. The building is now being fitted up for that purpose.

Watertown, N. Y.—Early in November a new Hardware store will be opened at 3 Burdick Building, the store soon to be vacated by J. E. Lewis. The proprietors will be Joseph W. Pool and J. Sterling Sill.

### Changes and Improvements.

Aledo, Ill.—T. H. Clark and Joseph Boyd have bought the Hardware stock of R. H. Boyd.

Angola, Ind.—It is reported that J. W. Snyder has bought the Bachelor Hardware stock.

Audubon, Ia.—M. H. McCall succeeds to the Hardware and other business of Stonebrook & McCall.

Ayrshire, Ia.—McGuire Bros., Hardware and general store, have dissolved partnership.

Boles, Ark.—Freeman & Hall succeed to the Hardware and other business of W. L. Freeman.

Bordentown, N. J.—The S. E. Burr Hardware Co. have added another story to the rear of their already extensive building.

Brownsville, Tex.—Low & Low have dissolved partnership. R. M. Low will continue the stove and Hardware business.

Carthage, N. Y.—Reuben and Charles Chaufy have purchased the Hardware business of L. J. Vinier, and will occupy the fine new store now being fitted up by Mr. Vinier on the south side of State Street, as soon as completed.

Chadwick, Ill.—Dial & Becker have bought the Hardware stock formerly managed by Mrs. J. E. Mullen.

Clyde, O.—Starr & Arner have purchased

the entire stock of general Hardware and stoves of the Jackson Hardware Co.

Danbury, Ia.—F. E. Crane has bought the Hardware and other stock of Siebold Bros.

Flora, Ill.—The Hardware business of J. J. Bowman has been transferred to I. H. Southwick.

Genoa, N. Y.—E. C. Hagin has purchased D. Mastin's interest in the Hardware store formerly Mastin & Hagin.

Harlan, Ia.—G. C. Poling has bought a one-half interest in the Hardware business of R. G. Fay.

Kellogg, Minn.—George Butler has bought the Hardware stock of Edward McDonough.

Kinerim, Ia.—J. B. Wartchaw & Co. are building an addition back of their Hardware store, 12x24 feet, to be used as a tin shop.

Knoxville, Ia.—F. R. Brackney succeeds to the Hardware business of Brackney Bros.

Lake Charles, La.—The new brick business house of the G. T. Rock Hardware Co., with a frontage on both Ryan and Piyou Streets, is nearing completion, and will be one of the handsomest and most commodious buildings in the State.

Lamoni, Iowa.—Graves & Yost have bought the Hardware stock of Haas & Hatcher.

Letts Corner, Ind.—Adams & McCorkle will continue the Hardware business of Boyd & Adams.

Logan, Kan.—E. I. King & Co. have bought the stove, Hardware and implement stock of D. C. Dach & Son.

Los Angeles, Cal.—The Hoffman Hardware Co. are erecting a three-story and basement brick warehouse building in rear of 226 South Main Street.

Luverne, Minn.—W. Pinkerton, the new proprietor of the Hardware and implement business at the Huntington Bros.' stand, has completed the inventory and opened for business.

Marion, O.—The Hardware store that has been under the management of J. Hood & Son for many years was sold recently to Judge Martin Burke and T. J. Ryan. The new firm will be known as Ryan & Burke.

Milton, Ia.—A. F. Haney has bought the Hardware and harness stock of George Boyd & Son.

Mineral Wells, Tex.—The Moyer & Riggins Hardware Co. and the Smith & Frost Hardware Co., of this city, have consolidated, and will be incorporated under the laws of Texas with a cash capital stock of \$35,000. A. A. Moyer is president; Cicero Smith, vice-president; J. E. Quarles, secretary; H. N. Frost, treasurer, and J. L. Riggins, general manager.

Mondamin, Ia.—George Edmunds has bought the Hardware stock of D. A. Morrow.

Monroe, La.—Work has begun on the

fine two-story building of the Monroe Hardware Co.

Moulton, Ia.—Clark Bros. & Burgher succeed to the Hardware business of Powers & Kincart.

Nora Springs, Ia.—R. S. Shanks succeeds to the Hardware and implement business of Shanks & Marshall.

Osborn, O.—Dickman Bros. have bought the Hardware stock of Henry McFeeley.

Oxford, N. Y.—Cook & Pughe have disposed of their Hardware store to James A. Hopkins and Sackett H. Mead, who will assume the proprietorship as soon as the inventory, which is under way, is completed.

Phillipsburg, Kan.—French & Hahnenkratt have sold their stock of Hardware.

Pickering, Mo.—Albert Hinton has bought the Hardware stock of H. H. Wagner.

Reynoldsville, Pa.—The Keystone Hardware Co. have taken full possession of the Hardware store formerly owned by Hall, Barton & Co.

### Business Embarrassments.

Niagara Falls, N. Y.—J. T. Henderson, Hardware dealer, has made an assignment.

Tiffin, O.—Charles Goetz, Hardware merchant, has filed a petition in bankruptcy in the United States Court at Toledo. His assets are \$21,000; liabilities, \$18,000.

Topeka, Kan.—The Stafford & Lee Hardware firm of Riley and Leonardville, which made a voluntary assignment recently with D. E. Deputy, of this city, as receiver, is still in an unsettled state. It is thought by the receiver that the resources will exceed the liabilities by several hundred dollars, and that the creditors will be paid in full.

### Fires in Hardware Stores.

Hornellsville, N. Y.—E. J. Davis. Small loss.

Mt. Vernon, Ill.—E. F. Warman. Loss, \$30,000.

Paducah, Ky.—Scott's Hardware Warehouse.

Parish, N. Y.—R. C. Robertson. Loss, \$4,000.

Redondo, Cal.—Henry Venable.

Richwood, O.—Thomas H. Biddle. Loss, \$500; insured.

Sullivan, Ind.—J. B. Mullane. Loss, \$500.

### Burglaries in Hardware Stores.

Buckner, Mo.—Wallace King; cutlery.

Chico, Cal.—L. L. Hubbell; ammunition. Donnellson, Ia.—George Armknecht; knives, etc.

Ephrata, Pa.—Sprecher's Hardware store; \$150.

Mahanoy City, Pa.—Hersker & Co.; ammunition.

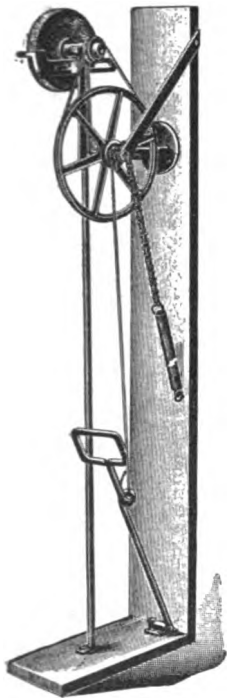
Marmora, Ont.—William Hughes; files. McCool, Neb.—E. E. Lincoln; razors.

Philadelphia, Pa.—W. H. Lloyd, 38th and Market Streets; \$40.

Seaford, Del.—Lew Wallace; \$200.



# Reisch's EMERY WHEEL Tool Grinder.



**FOOT POWER.**

**Sharpens or  
Polishes  
Anything.**

**4 Feet High.  
Wheel, 6 x 1 Inches.**

**FITTED WITH  
Coarse Emery,  
Fine Emery,  
Quartz,  
Oil Stone or  
Grindstone  
Wheel—  
Our Own Make.**

**RETAILS FOR  
\$6.00  
LIBERAL DISCOUNTS  
TO DEALERS.**

**Sent on Ten Days'  
Trial.**

**Buffalo Emery Wheel Co.**  
30 Lock St., Buffalo, N. Y.



**STORE LAMP.**

**THE  
M. & M.  
(TRADE MARK)  
Arc Lamp  
450 CANDLE POWER**

**Burns 12 to 15 Hours with  
One Filling.**

**THIS is an air pressure lamp  
with overhead generator,  
which produces a light equal in  
brilliancy to any commercial**

**arc. We do not claim more than our lamp will do, but leave it to those who see it to judge  
of its candle power and light-distributing qualities. We do not claim 100 candle power  
and give you 40. Every lamp is guaranteed to do all we claim for it. It is made en-  
tirely of brass, of the heaviest gauge of any gasoline lamp made, and there is no reason  
why a lamp should not last for fifty years.**

**ABSOLUTELY PORTABLE.**

**Finished in Oxidized Copper. Presents a very handsome appearance.**  
It has been passed by Board of Underwriters without penalty. It is absolutely non-explosive. No  
smell; no smoke. You cannot own your own gas plant, but electric plant as well,  
as our claims are not in excess of what we produce.

**MARTIN & MOREHEAD, 53 W. Washington Street,  
CHICAGO.**



**STREET LAMP.**

## Recent Victories!

At Sea Girt, Aug. 31, Sept. 8,  
1900, Great International Rifle,  
Revolver and Military contests.

**Peters Cartridges and  
King's Semi-Smokeless**

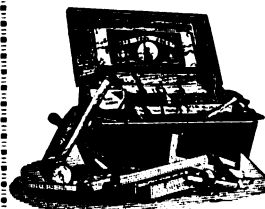
Took all the following prizes:

- WIMBLEDON CUP, 1000 yards,
- SCHUTZEN MATCH,
- INTERSTATE MILITARY  
MATCH,
- INTERSTATE REGIMENTAL  
TEAM MATCH,
- ALL COMERS MILITARY  
MATCH,
- NEW JERSEY RIFLE  
ASSOCIATION TROPHY  
MATCH,
- WINCHESTER MATCH,
- REVOLVER RE-ENTRY  
MATCH,
- REVOLVER TEAM MATCH;  
in fact almost everything  
within sight.

Peters Cartridges are all loaded  
with the famous King's Semi-  
Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.



**Now's the Time to Place Orders for Holiday Goods**

**AMERICAN TOOL CHEST CO.**

Factory and Salesroom,

**200 West Houston Street, NEW YORK, U. S. A.**

Manufacturers of Tool Chests, all sizes, complete with tools for Boys,  
Youths, Gentlemen, Farmers, Railroads and 'arpenters' use; also  
Tool Cabinets, Work Benches, Machinery and Pipe Fitters' Empty  
Tool Chests. Write for Catalogue and Prices.



**Indoor.**

## THE NULITE 750 Candle Power ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

**Superior to Electricity or Gas. Cheaper  
than Kerosene Oil.**

**A 20th Century Revolution in the Art of Lighting.**

They darkness into daylight turn,  
And air instead of money burn.

**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**  
*They are Portable. Place them anywhere.*

We also manufacture Table Lamps, Pendants, Wall Lamps,  
Chandeliers, Street Lamps, etc. The best and only really  
successful Incandescent Vapor Gas Lamps made. They sell at  
sight. Good Agents Wanted. Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO. Garden City Bldg.  
CHICAGO.**



**Outdoor.**

**Don't  
MUTILATE**  
your papers  
with pins  
or fasten-  
ers but use  
the...



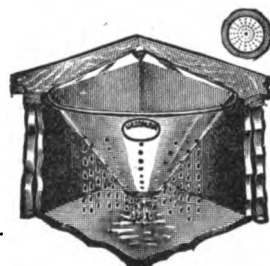
**"GEM"  
PAPER CLIP.**

Only satisfactory device for the temporary at-  
tachment of all kinds of papers. Quickly applied  
and removed. Adopted by leading corporations  
as being without an equal. Samples free.

Price, 15 cents per box of 100.

**CUSHMAN & DENISON. Mfrs. 240-2 W. 23d St., N.Y.**

## Mrs. Vrooman's PATENT SANITARY Sink Strainer.



**Modern Kitchen Necessity.**

**Best on the Market.**

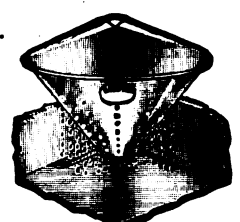
**Utility Self-Evident.**

**Ready Seller.**

Should be handled by all dealers in  
House Furnishing Goods

—MANUFACTURED ONLY BY—

**F. H. & E. B. VROOMAN, 225 Dearborn Street,  
... CHICAGO.**



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Charlotte, N. C.—The Cole Mfg. Co. has been incorporated, with a capital stock of \$15,000, for the purpose of manufacturing a patent planter which E. M. Cole, a graduate of Vanderbilt University, has invented. The incorporators are E. A. Cole, E. M. Cole, E. W. Cole, E. O. Cole, W. E. Holt, J. S. Spencer, J. H. Weddington, B. D. Heath, J. M. Davis, J. M. Scott, J. H. Settle, E. Valover, H. M. McAden, Allen Hardware Co., Belk Bros. The new company will build a factory at Charlotte shortly.

Cleveland, O.—The Interstate Foundry Co. has been incorporated, with a capital stock of \$400,000.

Jackson, Mich.—George A. McKeel & Co. will build a factory here at once for the manufacture of Hardware specialties and metal articles used by carriagemakers, etc.

Columbus, O.—The Peerless Stove and Range Co. has been incorporated with a capital stock of \$10,000. George B. Donovan, John A. Witman, A. C. Witman, J. E. Witman and H. E. Stafford are the incorporators. It is organized for the purpose of manufacturing and dealing in gas stoves.

Columbus, O.—The Columbus Pneumatic Tool Co. has been incorporated, with a capital stock of \$25,000. It will manufacture and sell the "U. & W." piston air drill, pneumatic tools, railway specialties and other articles. The company now has an experimental plant on Parsons avenue, where the drill is made. It has proven a success, and in the near future a new plant will be erected. The incorporators are S. M. Dunlap, T. C. Dunlap, F. H. Plum, F. S. Morris and A. M. Steinfeld.

Detroit, Mich.—The Wolverine Stove Co. has been incorporated, with a capital stock of \$20,000.

Erie, Pa.—An application will be made to the Governor of the Commonwealth for a charter of incorporation for the Odin Stove Mfg. Co. of the City of Erie. The capital stock of the company will be \$30,000, and the charter will be issued to Carl Hoffstetter, J. C. Hoffstetter, T. W. Shacklett and R. T. McClure. The Odin gas stove has been manufactured in Erie for several years by the Odin Stove Co., Limited.

New Albany, Ind.—The I. F. Force Handle Co. have filed articles of incorporation in the office of the County Recorder. The business of the concern is the manufacture of handles for tools of every description. The capital stock is \$25,000. The incorporators are I. F. Force, Francis W. Peters and John W. Force.

St. Paul, Minn.—The American Wringer Co., a Rhode Island corporation, has filed

articles of incorporation with the Secretary of State under the provision of the law affecting foreign corporations, and assigned \$80,000 as the share of its capital engaged in Minnesota. The company has \$2,500,000 capital.

### Changes and Improvements.

Bridgewater, Mass.—The Monarch Horse Shoe Nail Co. has sold out its business and machinery to the Capewell Horse Nail Co. of Hartford, Conn., and the business will be moved to that place at once.

Cleveland, O.—The Cleveland Hardware Co. will erect a three-story brick building at Lake Street and Belden Avenue, to be devoted to manufacturing purposes. The building will cost \$50,000.

Cleveland, O.—The Sherwin-Williams Co. will erect a five-story addition to its Lime Street plant. The addition will cost \$30,000.

Detroit, Mich.—The capital stock of the Michigan Safety Furnace Pipe Co. has been increased to \$36,000, fully paid in.

Glassport, Pa.—Struthers & Hannah, architects, of Pittsburg, have completed plans for the addition to the American Ax and Tool plant. It will be in the shape of a two-story building, 715 feet long and 150 feet wide, with steel frame, brick walls and slate roof. The main building, now under roof, is 400 feet long and 310 feet wide. There are three other buildings, but smaller, in course of erection. Machinery is now being placed in the main building. The plant is to begin operations in February, with from 600 to 700 men. This force will be doubled when the addition is complete. The plant will then embrace forty acres of land.

Ivoryton, Conn.—J. P. Southworth is building an addition to the key factory.

Lowell, Mass.—Owing to the death of F. S. Perkins, the Perkins machine shop has been sold at public auction without reserve. This property has been engaged in the manufacture of the well-known Perkins engine lathes and other tools.

Milwaukee, Wis.—A four-acre factory site has been purchased by the Suelflohn & Seefeldt Co., Hardware manufacturers. The site purchased lies between Twenty-fifth and Twenty-seventh Streets, facing the Milwaukee road tracks. The property was bought of Wm. J. Morgan and the price paid was \$21,000. The company contemplates erecting a large plant in the near future.

Reading, Pa.—Extensive improvements are being made to the Penn Hardware Works, Spruce and Water Street. Along the Spruce Street side the erection of a third floor along the entire length of the building is in progress. The addition will be 22x150 feet in dimensions, the greater part being of brick and the balance of iron construction. This enlargement was made necessary by the increase in business at the plant. The extra room is required for the nickel-plating and other departments.

South Bend, Ind.—The Singer Mfg. Co. has given out a contract which means the expenditure of about \$1,000,000 and the employment of many more wage-earners in this city. The company has in South Bend an immense plant. This the company has decided to abandon, and has contracted for the erection of a new factory in the western part of the city. The company will erect buildings costing about \$600,000, in addition to the large buildings of the old Economic Plow concern. The \$600,000 does not include the machinery and many other improvements to the interior of the buildings. The buildings will be modern in every particular. They will be fireproof and thoroughly equipped with sprinkling and other apparatus for protection from fire. The contract calls for the completion of the buildings by August 1, 1901.

Wichita, Kan.—A deal has been consummated whereby Moore Bros., of the Wichita Stove Works, become the owners of the property on First Street between the Santa Fe tracks and Mead Avenue.

### Recent Fires.

Irondale, O.—A portion of the plant of the Queen City Stove Co. at Irondale, has been destroyed by fire. The loss was between \$1,500 and \$2,000. The origin of the fire is not known.

Leominster, Mass.—The Fork shop property, on Lancaster Street, has been burned to the ground. The buildings, consisting of a two-and-a-half-story frame shop, a barn and a small office building, were burning when the firemen arrived. The shop was destroyed, but the barn and office were partly saved. The loss is estimated at \$2,000, with insurance for \$1,000. It is thought the fire was of incendiary origin.

Lock Haven, Pa.—Fire broke out recently in the ax and tool factory of the Lock Haven Woodworking Co., and as the building was frame, it was but a short time until it was reduced to ashes. It is supposed that the fire started in the piles of shavings on the floor in the eastern end of the building. The firemen worked hard, but it was impossible to save the building. The company place their loss on the buildings, machinery, finished stock and lumber at \$10,000, on which there was about \$5,000 insurance.

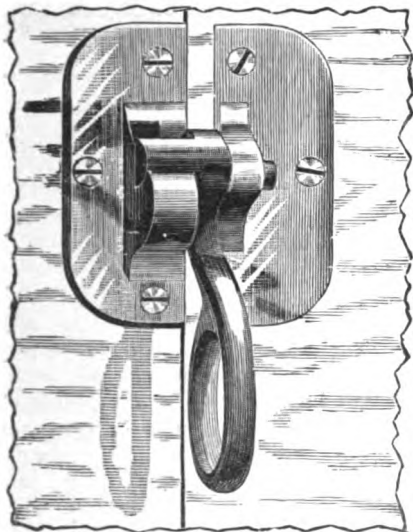
### Recent Embarrassments.

Charlotte, N. Y.—The schedules of the Charlotte Steel and Iron Co., whose office is at 20 Broad Street, New York, show liabilities \$27,000, nominal assets \$25,317, and actual assets \$20,325.

### Miscellaneous.

Auburn, N. Y.—At a meeting of the Auburn Stove Foundry Co. the following Board of Directors was elected: Dr. B. F. Sturges, Edward Berry, N. I. Jordan, A. M. Penley and L. A. Cobb. A. M. Penley was elected president and treasurer and N. I. Jordan clerk.

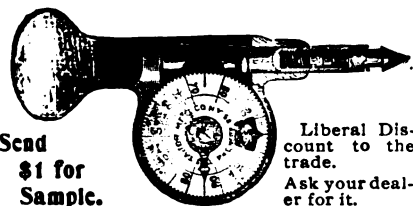
**The CONROY PATENT  
Refrigerator Fastener.**  
The only Practical Fastener in use



Manufactured and sold to the trade by  
**P. J. CONROY,**  
Beware of Infringements. Paschall, Phila.

**TABOR STOP MOTION COUNTER.**

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder . . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

**HORSESHOE MAGNET HAMMER.**  
WARRANTED.



Fitted with long handles. A specialty for bill-  
posters and traveling advertisers; also useful  
in other trades.

Superior to any magnetic tool heretofore made  
**ARTHUR R. ROBERTSON,** Patentee and Sole Mfr.,  
144 Oliver Street, Boston, Mass.

**The Only First Hand Source of  
GENUINE  
MARTY  
TRAPS**

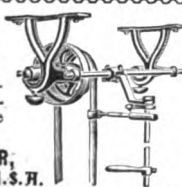


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**BURDITT & WILLIAMS,**  
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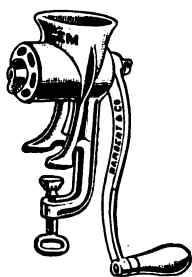
**PRATT'S CONE  
BELT SHIFTER**

SAVES time to the manu-  
facturer, trouble to the op-  
erator, and wear to the  
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**CHANDLER & FARQUHAR,**  
131 Congress St., Boston, U.S.A.



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SARGENT'S GEM FOOD CHOPPER is an article for  
kitchen use, intended to take the place of chopping bowl  
and knife. It is carefully made and nicely tinned; self-  
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cannot break.

Chops all kinds of meat, both raw and cooked, fruits,  
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is easy to take apart, easy to put together, easy to adjust.

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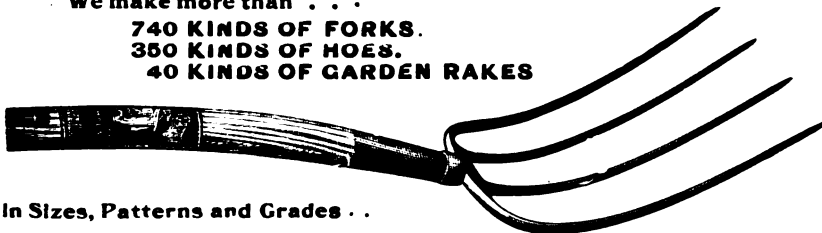
Manufacturers,

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**FORKS, HOES, RAKES, &C., FOR EXPORT.**

We make more than . . .

**740 KINDS OF FORKS.  
350 KINDS OF HOES.  
40 KINDS OF GARDEN RAKES**



In Sizes, Patterns and Grades . .

**FOR ALL MARKETS OF THE WORLD.**

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

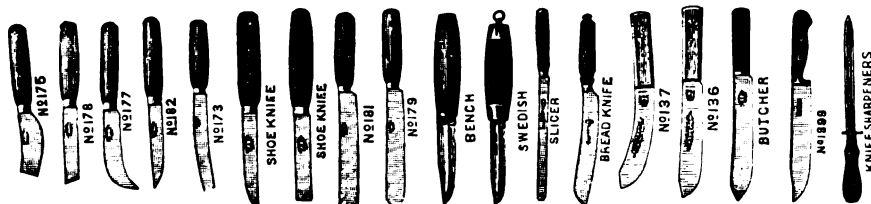
**THE IOWA FARMING TOOL CO.,**

Illustrated Catalog  
on Application. . .

**FORT MADISON, IOWA, U.S.A.**

**HARDWARE SPECIALTIES.**

ILLUSTRATING A FEW OF OUR KNIVES.



We also manufacture NIPPERS and PLYERS, SNIPS, PRUNING SHEARS, SOISSORS  
HAMMERS, RAZORS, RAZOR STROPS, &c. Write for new Catalogue.

**SMITH & HEMENWAY CO., 296 Broadway, New York.**

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Providence, R. I.—Articles of incorporation have been issued by the Secretary of State to Orville L. Leach, Charles H. Waite, Archibald Martin and John C. Rohwer for a corporation to be known as the Emory Tire Co., for the manufacture of bicycle and vehicle tires. The location will be in the city of Providence, and the capital stock is \$100,000.

Salt Lake, Utah.—Articles of incorporation of the Western Arms and Sporting Goods Co., which lately succeeded to the business of Browning Bros. in this city, have been filed with the County Clerk. The capital stock is fixed at \$30,000. W. W. Chisholm is president; M. H. Walker, vice-president; John H. Walker, treasurer; I. Milton Barrett, secretary and manager, and Owen Hogle is the other director and incorporator.

### Changes and Improvements.

Atlantic City, N. J.—Charles Singer has retired.

Chicago, Ill.—The Sherman Cycle Co. have closed a deal whereby they acquire the stock, material on hand, trademarks and goodwill of the bankrupt Manson Cycle Co. The Sherman people will continue the manufacture of Manson bicycles in conjunction with the Sherman.

Columbia, S. C.—A few days ago W. Hampton Gibbs, Jr., who has recently accepted a fine position with a large insurance company, sold out his well-established bicycle business. It was bought by C. Pelhan Wheeler, who will continue it at the old stand.

Detroit, Mich.—Francis J. Bowes succeeds Bleasdale & Bowes.

Eugene, Ore.—D. B. Paine & Co. have dissolved partnership.

Glens Falls, N. Y.—Laraway & Hibbard have leased the Ordway store at Baker's Falls and removed their bicycle business there.

Glenwood, Ia.—Sharp & Gettler succeed C. W. Rathke.

Haverhill, Mass.—The Pentucket Cycle Co. has purchased business of Charles A. Senter.

Jackson, Mich.—Elliott & Birney succeed D. A. Yocum & Co.

Kenosha, Wis.—Gormully & Jeffery, bicycle manufacturers, Chicago, are negotiating with the bicycle trust for the purchase of the Sterling factory in this city. The factory will be used for the manufacture of sewing machines, which the firm is now manufacturing in Cincinnati. The plant will be one of the finest equipped in the country.

Los Angeles, Cal.—The E. R. Risden Cycle Co., 452 So. Broadway, succeeds to the retail business of the Avery Cyclery.

Los Angeles, Cal.—The E. H. Crippen Cycle and Supply House succeeds to the wholesale and jobbing business of the Avery Cyclery.

Madison, Ind.—Preston C. Lewis succeeds W. O. Lewis.

Madison, N. J.—Fred Wilson and T. Dervan have purchased D. E. Ely's bicycle business and moved into the Johnson Building.

McFall, Mo.—J. R. Tull succeeds Louis Bros.' Hardware Co.

Milwaukee, Wis.—Theodore Jonas, the bicycle manufacturer, is having plans prepared for a new factory, which he will build in addition to his present plant at Eleventh and National Avenues. The building is to be frame, two stories high and 30x140 feet in ground dimensions. It is to be used for manufacturing and salesroom purposes, and the present plant, a building 20x100 feet, will also be operated in connection. The force of twenty-four employees will be increased to over fifty men. The improvements on the plant, including machinery, will be about \$4,000.

Nichols, N. Y.—Elmer Ellis will build a larger shop on the present site.

Riverside, Cal.—F. D. French has purchased the business of A. F. Palmer.

Rochelle Park, N. J.—It is rumored that Mr. Smith, who runs a wheelmen's retreat, has purchased a bicycle repair shop in Hackensack.

Rochester, Pa.—Frank E. Gray, repairing, has closed.

Rockaway, N. J.—D. E. & F. Fitcher will add a 15 horse-power engine to their bicycle establishment. This has been made necessary by the large increase in their business.

Rutland, Vt.—Howland & Ingalls have removed to 83 Wales Street.

Trenton, N. J.—John Howard, having a bicycle store on North Broad Street, near Perry, will remove to the store near Hanover Street with his brother William.

Rock Island, Ill.—C. A. Spencer has received the general agency for Illinois and Iowa for the Stearns and Syracuse bicycles.

Salt Lake, Utah.—Browning Bros. Co. of Ogden and Salt Lake have sold out their Salt Lake branch to the Western Arms and Sporting Goods Co. The new company is composed of M. H. Walker, J. D. Kendall, W. W. Chisholm, J. H. Walker and I. M. Barratt, who will continue the business at Browning Bros.' stand on South Main Street. Capt. I. M. Barratt, one of the most popular sportsmen of the West, will be the manager of the new company. Browning Bros.' Company will continue to do business at their Ogden house.

San Francisco, Cal.—The Hartford Rubber Works Co. have opened a branch at 52 First Street, with M. J. Tansey in charge. It will be made the distributing point for Hartford tires on the Pacific coast.

San Francisco, Cal.—The San Francisco Riding Academy have purchased the White Cyclery, 2634 Fulton Street.

Sistersville, W. Va.—S. G. Kline has sold his bicycle supplies to J. Al Turner, who will have a repair shop on Virginia Street and Stewart's Lane.

Sodus, N. Y.—Bartle Johnson has purchased the Barber store.

Troy, Ill.—John C. Gebauer succeeds Gebauer Bros.

Wayland, Ia.—J. Wenger & Co.; J. Wenger has sold his interest.

West Rutland, Vt.—Harry Cummings will remove to Campbell Building, Marble Street.

Westerly, R. I.—Albert Pilling, the Cogswell Street bicycle dealer, has accepted the agency for the Wolff-American cycles for the coming year.

Wilsonville, Conn.—So successful has A. L. Adams been with his business in cements and lubricants that he has decided to remove to Worcester, Mass., where he will have better facilities for manufacturing and disposing of his product.

Worcester, Mass.—John W. Knibbs has bought a controlling interest in the Kendall Rubber Tire Co., of Providence, and will manufacture the Kendall rubber tire, patented last Spring. This may mean another industry for Worcester, though Mr. Knibbs has not yet decided whether the company will operate a plant in this city or not. A. E. Farwell, president of the company, will retain his office in Providence, and Mr. Knibbs, it is understood, is to be general manager and treasurer. He has been a stockholder in the company since its organization, two years ago.

### Recent Embarrassments.

Flushing, N. Y.—George Knapp, of Manhattan, has been appointed temporary receiver and placed in charge of the sporting goods business of Charles S. West, at 99 Main Street.

Jamaica Plain, Mass.—Charles A. Underwood, bicycle dealer. Liabilities, \$1,127; assets, \$564.

Muncie, Ind.—Judge Baker, of the United States Court at Indianapolis, Ind., has been petitioned by the H. T. Hearsey Bicycle Co., the Snider Cycle Co. and Frank Baldwin, all of that city, and several firms in nearby States, to declare John G. Otstott a bankrupt.

### Recent Fires.

Chicago, Ill.—The Featherstone plant of the American Bicycle Co., corner of Sixteenth and Clark Streets, has been damaged by fire to the extent of \$10,000.

Hoboken, N. J.—Fire was discovered recently in the bicycle and confectionery store belonging to A. E. Rouse, near the Pennsylvania Railroad bridge. The property and stock, which were badly damaged, were insured for \$1,400.

Martinsville, Ill.—J. H. Goff. Loss, \$200.

Pittsburgh, Pa.—Fire was discovered in the cellar of Joe Haltz's bicycle repair shop, 554 Fifth Avenue, a few evenings ago. Then second-hand bicycles were damaged. The loss will not exceed \$200.



ESTABLISHED 1840.

**Luther Boardman**

EAST HADDAM, & SON.

CONN. U.S.A.

MANUFACTURERS  
AND ELECTRO PLATERS  
OF NICKEL SILVER  
FLAT TABLE WARE.

SPOONS, FORKS,  
BUTTER KNIVES ETC.

ALSO  
BRITANNIA SPOONS,  
QUALITY GUARANTEED.

THESE GOODS HAVE  
BEEN BEFORE THE PUBLIC  
FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPURCHASED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
UNEQUALLED IN DURABILITY.  
ASK YOUR DEALER FOR THEM  
AND TAKE NO OTHER

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
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CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$45.00.

—Write for Discounts to Trade.—

WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

## THE GLOBE AIR RIFLE,

MANUFACTURED BY

J. A. Dubuar Mfg. Co.

Northville, Mich.

It is a beauty. It makes a boy feel proud when he becomes the owner of one. It is made in both single-shot and repeaters. If you are a retailer, write us and we will give you the name of jobbers near by you who handle them. If you are a jobber, write us for prices. Anyway, place your order somewhere at once, and get ready for the Fall Trade.

## THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

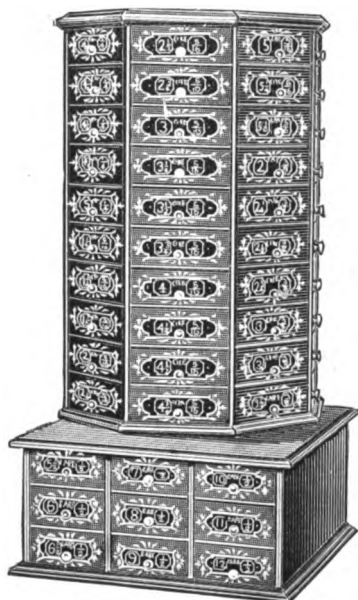
MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

The Champion Safety Lock Co.,  
CLEVELAND, OHIO.

## BOLT and SCREW CASES



ALL CASES GUARANTEED.  
For Sale by all the Leading Jobbers in  
Hardware.

SEND FOR CATALOGUE AND PRICE LIST.  
The American Bolt & Screw Case Co.,  
DAYTON, OHIO.

## Gasoline Motors,

One to Seven H. P.

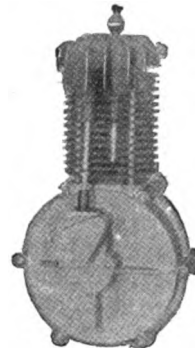
Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches  
and Other Purposes.

ADVANCE

BICYCLE MOTOR.



Also Complete Sets of Castings and Work-  
ing Drawings for Constructing  
these Motors.

Lowell Model Works

Box 292. LOWELL, MASS.

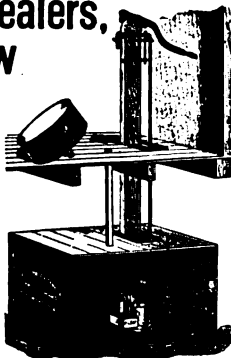
## Hardware Dealers, Do You Know

That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,

"The Eastern."

Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
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Eastern Oil-Tank Co.

146 Fletcher St., Lowell, Mass.

ESTABLISHED 1774.

HIGH GRADE AUGER BITS.

(BLACK TWIST)

JOB T. PUGH, PHILADELPHIA.

## THE BEST FENCE.



The best fence for  
farm and poultry  
purposes. . . Also  
Gates and Lawn  
Fencing.

Get our prices and  
Catalogue. . . .

DETROIT FENCE CO.,

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## 500 HARDWARE DEALERS

Handle Our Goods  
At a Profit of 100%.

We make WHITE ENAMELED LETTERS,  
House Numbers, Name Plates,  
ENAMELED STREET SIGNS, Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.  
Free Samples to Prospective Customers.  
Send for Catalogue.

A. V. TAYLOR & CO., Enamellers,  
CINCINNATI, OHIO.

## BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York.  
[Ammunition]: We have been with HARD-  
WARE as advertisers from the beginning and  
expect to continue.



ESTABLISHED 1872.

The E. Woodman  
Mfg. & Supply Co.

Manufacturers  
[And Dealers in  
Railway and Mill  
Supplies.

Send for Catalog.

63 Oliver St., Boston, Mass., U. S. A.



## SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized  
and Tinned Nails, Boat Nails, Spikes,  
Round Iron Rods, etc.

Slating and Roofing Nails, Slaters' Tools.


Copper Nails and Tacks.

279 PEARL ST.


NEW YORK.



**IRON & WIRE FENCING**  
ELLIS & HELFENBERGER,  
500 SENATE — INDIANAPOLIS, IND.



Prison, House and Stable Work;  
JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.  
**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.



**RIVETS & WIRE NAILS.**  
**O. O. & E. P. TOWNSEND,**  
New Brighton, Penns.

**CHILTON PAINT CO.,**  
69 Cortlandt Street,  
NEW YORK.



**PRIEST'S CLIPPERS**  
Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.



SEAMAN'S PAT.  
SEPT. 7, 98  
**The POSITIVE EXPANSION BOLT.**  
**D. C. SEAMAN & CO.,**  
1638 Hutchinson St., Philadelphia, Pa.  
FOR SALE BY  
**NEAL & BRINKER, 18 Warren St., N. Y.**  
It has been the aim of the inventor to overcome  
the great existing evil of a bolt slipping in its  
fastening and the object has been achieved.  
—SEND FOR PRICE LIST.—

**ROBERT MURRAY,**  
24 Duane St.,  
New York City.  
**General Hardware**  
Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES,** twenty-five cents per line.

#### Help Wanted.

**BUILDERS' HARDWARE SALESMAN.**—One of good address,  
thoroughly familiar with the business, and capable of making  
correct estimates from architects' plans and specifications; one who is  
acquainted with the architects in New York City preferred. Address,  
stating experience and salary expected, N. Y. O., care **HARDWARE, 275**  
**Broadway, New York.** 126

**CUTLERY GRINDER.**—An experienced pen and pocket-knife  
grinder, to grind and finish pocket-knife blades. Address A. BUR-  
KINSHAW'S SONS, Pepperell, Mass. 69

**HARDWARE SALESMEN.**—Experienced Hardware salesman for  
Greater New York to sell staple line of Hardware. Also salesman  
traveling New York State and one traveling New England States to take  
line, as a side line, on liberal commission. Address **STAPLE, care HARD-**  
**WARE, 275 Broadway, New York.** 97

**PUMP SALESMAN.**—Technically educated man of experience and  
ability as traveling salesman; must be energetic, and capable of  
handling large pump problems. Address X, care **HARDWARE, 275**  
**Broadway, New York.** 87

**SALESMEN** to sell a fine line of goods to Hardware and implement  
trade. Big commissions. **ULRICH MFG. CO., 112 River Street,**  
**Rock Falls, Ill.**

**TRAVELING SALESMAN.**—By a New York City jobbing house, a  
traveling salesman, thoroughly posted in general Hardware, to sell  
goods in New York, New Jersey and New England States. Address,  
stating experience and salary expected, O. W. O., care **HARDWARE,**  
**275 Broadway, New York.** 125

**TWO TINNERS,** familiar with bicycle repairing, who can also assist  
as clerks. \$20.00 per week for first-class men. Address Box 5,  
**Durango, Colo.** 70

#### Situations Wanted.

**BUILDERS' HARDWARE.**—Energetic young man would like  
position; builders' Hardware or salesman, in or out of New York  
city. Fourteen years' experience. Best of references. Address Z. H.,  
care **HARDWARE, 275 Broadway, New York.** 98

**COMPETENT BOOK-KEEPER,** can handle correspondence and  
office work in general, desires position with reliable house, with a  
view of growing up in the business. First-class reference. **RELIABLE,**  
**143 Montague Street, Brooklyn, N. Y.**

**COMPETENT HARDWAREMAN,** reliable, 22 years as buyer,  
eleven years present position, desires to represent one or more firms  
in New England. Address F. L. B., care **HARDWARE, 275 Broadway,**  
**New York.** 73

#### Situations Wanted.

**CUTLERY MAN,** now off the road and in retail Hardware trade, has  
sold out, and desires to travel again for cutlery, general Hardware, or  
any first-class line, or would be house salesman. Address **WM. A.**  
**STEWART, Denton, Md.** 81

**EXPERIENCED ACCOUNTANT.**—By a young man of nineteen  
years' experience in Hardware, stoves, etc., for himself. Speaks  
English and German, is an accountant, would accept any good position.  
Best of references. Address Box 1105, **Millheim, Pa.** 118

**EXPERIENCED HARDWAREMAN.**—An ambitious young man  
would like a position as salesman (inside or road) with wholesale  
Hardware firm. Has had five years' experience. Can furnish best of  
reference. Address **AMBITIOUS, care HARDWARE, 275 Broadway,**  
**New York.** 66

**EXPERIENCED MANAGER,** eight years assistant-superintendent  
in a very busy factory (iron work), thoroughly familiar with hand-  
ling shop orders, keeping stock, cost, time, etc., would take charge of  
packing or shipping department. Best references. Address **J. H. G.,**  
**care HARDWARE, 275 Broadway, New York.** 117

**EXPERIENCED MANAGER.**—Position wanted by an **AI** Hard-  
wareman, who means business, as manager of a retail Hardware  
store, or partner with party who has capital to invest, and wants a thor-  
oughly experienced man to run business. First-class references given as  
to ability and character. Address **S. H. F., care HARDWARE, 275**  
**Broadway, New York.** 84

**EXPERIENCED SALESMAN** desires position with retail Hardware  
or implement firm. Can furnish good references. Address Box 355,  
**Forest, Ohio.** 88

**EXPERIENCED SALESMAN,** traveled Washington, Maryland, Vir-  
ginia and Philadelphia (Pa.) for twenty years, is open for engage-  
ment. Commission preferred. Best of references. Address **BECKER,**  
**928 N. Bond Street, Baltimore, Md.** 124

**EXPORT.**—I would be glad to make a connection with any wholesale  
Hardware, mill supply, machinery, or agricultural implement house,  
or in fact any large house that does an export business, with the idea of  
developing their export trade, for which there is good opportunity at the  
present time. First-class experience and references. Address **H. F. F.,**  
**care HARDWARE, 275 Broadway, New York.** G

**GENERAL MANAGER.**—A middle aged German-American desires  
a position where ability in buying, selling, correspondence, book-  
keeping and general management will be appreciated. **AI** references as  
to character, honesty and ability from the best Hardware houses in New  
York City. Address **WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn,**  
**N. Y., formerly of Braunsdorf & Gerstner, New York.** 103

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in  
Hardware and Implement Store in some Northwestern or Coast  
State. Would invest some capital in the business if agreeable. Ad-  
dress **P. O. Box 142, Madison Square Branch, New York City.** 135

**HARDWARE DRUMMER.**—Position wanted by experienced Hard-  
ware drummer well known to the trade of Greater New York.  
Address **DRUMMER, care HARDWARE, 275 Broadway, New York.** 132

## Situations Wanted.

**HARDWARE CLERK.**—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address CLERK, care HARDWARE, 275 Broadway, New York. 131

**HARDWARE SALESMAN.**—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

**HARDWAREMAN.**—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MACK, Box 142, Atlanta, Ga. 95

**HARDWARE CLERK.**—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

**OFFICE ASSISTANT.**—Situation as office assistant in wholesale house. Can furnish AI reference as to character, etc. Salary, \$6.00 week. Address J. E. K., care HARDWARE, 275 Broadway, New York. 100

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

**SALESMAN.**—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

**SALESMAN.**—AI salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first class and up-to-date man. AI references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SHOP FOREMAN.**—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN.**—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

**SALESMAN,** now selling the Hardware and housefurnishing trades in the small towns of New York and New Jersey, is open to handle one or more good lines on commission. Metal lines preferred. Address IWANTA, care HARDWARE, 275 Broadway, New York. 112

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN,** thoroughly acquainted with the jobbing and large retail trade of the United States and Canada, wants position with factory. Address H. C., Box 1, Middletown, N. Y.

**WANTED,** by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

## Situations Wanted.

**YOUNG MAN,** who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE, 275 Broadway, New York. 110

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

**WE GIVE** exclusive territory to live Hardwaremen for the sale of our gasoline lamp. We are the first people to manufacture practical pressure gasoline lamps. Liberal terms. Write for particulars. Address MARTIN & MOREHEAD, 53 W. Washington Street, Chicago, Ill. 115

## Side Line Offered.

**COMMISSION SALESMEN,** now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG. CO., Cleveland, Ohio. a

**TRAVELING SALESMAN** to sell specialties on commission to Hardware and Housefurnishing Goods trade. Good line for right man; can handle as a side line. State territory. Address STAR ENAMELING & STAMPING CO., Pittsburgh, Pa. 136

**TRAVELING SALESMEN WANTED** for every State and Territory in the Union to sell a new article as a side line to Hardware and housefurnishing goods trade. Good commission. Address Box 298, Dubuque, Iowa. 133

**TRAVELING SALESMEN WANTED** to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BEUCLER, Stryker, Ohio. 78

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## Side Line Wanted.

**TRAVELER,** representing well-known factory, desires a side line, on salary or commission. Address HIGH GRADE, care HARDWARE, 275 Broadway, New York.

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

## Wanted to Purchase.

**PLATING OUTFIT.**—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Export Agency Wanted.

**EXPORT.**—An experienced and well connected New York firm would like to represent a Hardware manufacturer for export only. Address EXPORT, care HARDWARE, 275 Broadway, New York. 137

## To Rent.

**THIRD LOFT, 25x100 FT., CORNER CHAMBERS AND CHURCH STS.,** in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.

WRITE FOR QUOTATIONS

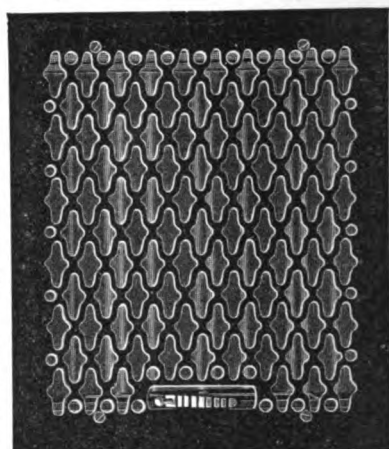


**TRUNK, BOX AND DOOR HINGES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N.Y.  
 MANUFACTURERS OF  
**METAL GOODS IN BRASS, BRONZE AND TIN.**  
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING

## Sheet Steel Registers and Ventilators.



Made of Sheet Steel.  
**ABSOLUTELY NON-BREAKABLE.**

*Excels all others in Strength, Air Capacity, Workmanship and Finish.*

Full line of sizes.  
 Finished in various styles.  
 Let us tell you about them.

Catalog and Prices upon application.

**The Canton Steel Roofing Co.**

Manufacturers,  
 CANTON, OHIO.



## IMPROVED YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or  
 Brass Scoop Top. Brass Dial.

**BEST IN THE WORLD.**

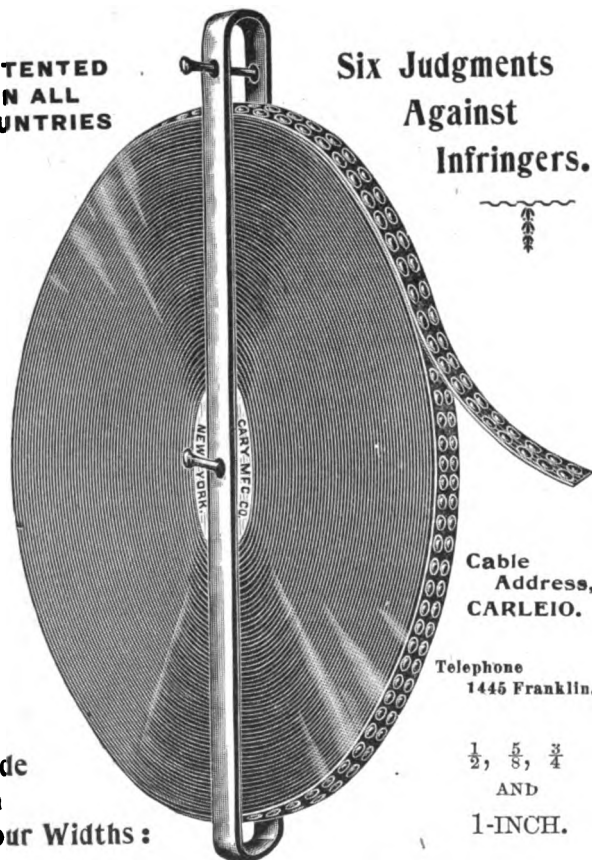
A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

MANUFACTURED BY

**AMERICAN CUTLERY CO.,** Chicago, Ill.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES



Six Judgments  
 Against  
 Infringers.

Cable  
 Address,  
 CARLEIO.

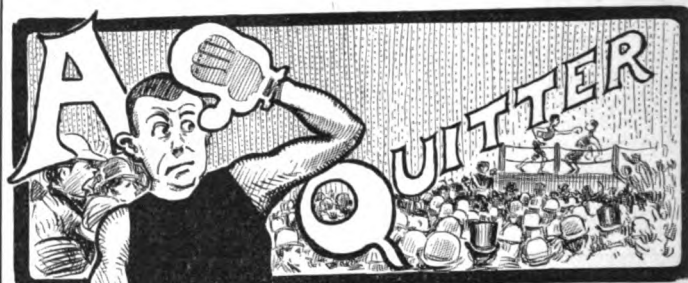
Telephone  
 1445 Franklin.

Made  
 in  
 Four Widths:

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH.

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



Everybody hates

**"A QUITTER."**

The Jobbers and Dealers  
 know who are the  
 "Quitters" in the bicycle  
 tire business and they  
 know that the makers of

# GOODYEAR TIRES

are finish fighters.

Be on the winning side and handle our  
 tires. There is profit in them.

**THE GOODYEAR TIRE & RUBBER CO., Akron, O.**



## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Adzes—

|                                 |     |
|---------------------------------|-----|
| House Carpenters, Ogden's ..... | 50% |
| Ship Carpenters .....           | 50% |
| Railroad .....                  | 50% |

## Ammunition—

## CAPS, PERCUSSION—# 1000—

|                                        |     |
|----------------------------------------|-----|
| U. M. C. Co., trimmed edge .....       | 40c |
| U. M. C. Co., ground edge, heavy ..... | 50c |
| Musket, Waterproof, 1-10's .....       | 60c |
| G. D. .....                            | 35c |

## CARTRIDGES—

|                                              |        |
|----------------------------------------------|--------|
| Rim Fire Cartridges .....                    | 50%    |
| Rim Fire Military .....                      | 15%    |
| Cent. Fire, Pistol and Rifle .....           | 25&5%  |
| Cent. Fire, Military and Sport-<br>ing ..... | 15&5%  |
| Blank Cartridges, 22 cal. ....               | 10&5%  |
| Blank Cartridges, 22 cal. ....               | 10&5%  |
| Primed Shells and Bullets .....              | 15&5%  |
| B. B. Caps, Round Ball .....                 | 25&10% |
| B. B. Caps, Con. Ball, Swgd .....            | net    |

## PRIMERS—

|                                          |     |
|------------------------------------------|-----|
| Berdan Primers .....                     | 5%  |
| H. L. Caps (for Sturtevant Shells) ..... | 5%  |
| All other Primers .....                  | 10% |

## SHILLS—

|                                                                 |        |
|-----------------------------------------------------------------|--------|
| First quality, 4, 8, 10 and 12 gauge .....                      | 25%    |
| First quality, 14, 16 and 20 gauge,<br>\$7.50 .....             | 30%    |
| New Club, New Rival and Climax<br>brands, 10 and 12 gauge ..... | 33&4%  |
| Primrose Club .....                                             | 15%    |
| Nitro .....                                                     | 15%    |
| High Ball .....                                                 | 15%    |
| Smokeless .....                                                 | 35&10% |
| Acme .....                                                      | 35&10% |
| Brass Shot Shells, 1st quality .....                            | 60%    |
| Brass Shot Shells, Club, Rival and<br>Climax .....              | 65%    |

## SHILLS, LOADED—

|                                  |             |
|----------------------------------|-------------|
| "New Club," Black Powder .....   | 40&5%       |
| "New Rival," Black Powder .....  | 40&5%       |
| "Smokeless" Nitro Powder .....   | 40&10&10&5% |
| "Acme," Dense Nitro Powder ..... | 40&10&10&5% |
| "Trap," Nitro Powder .....       | 40&10&10&5% |

## GUN WADS—# 1000—

|                     |        |
|---------------------|--------|
| B. E., 11 up .....  | \$ .80 |
| B. E., 9 & 10 ..... | .70    |
| B. E., 8 .....      | .80    |
| B. E., 7 .....      | .60    |
| P. E., 11 up .....  | 1.00   |
| P. E., 9 & 10 ..... | 1.25   |
| P. E., 8 .....      | 1.50   |
| P. E., 7 .....      | 1.50   |

## SHOT—

|                                                     |        |
|-----------------------------------------------------|--------|
| Tatham Bros., List June 11, 1900: # bag             |        |
| Drop Shot, sizes smaller than B,<br>25-b bags ..... | \$1.40 |
| Drop Shot, sizes smaller than B,<br>5-b bags .....  | .35    |
| Drop Shot, B and larger sizes,<br>25-b bags .....   | 1.65   |
| Drop Shot, B and larger sizes,<br>5-b bags .....    | .40    |
| Buck Shot, 25-b bags .....                          | 1.65   |
| Buck Shot, 5-b bags .....                           | .40    |
| Chilled Shot, 25-b bags .....                       | 1.65   |
| Chilled Shot, 5-b bags .....                        | .40    |
| Dust Shot, 25-b bags .....                          | 2.10   |
| Dust Shot, 5-b bags .....                           | .50    |

## POWDER—

Lafin &amp; Rand Powder Co.:

## CANISTER POWDER—

|                                                                      |     |
|----------------------------------------------------------------------|-----|
| Orange Lightning, Each                                               |     |
| Nos. 1, 2, 3, 4, 5, 6, 7, in canis-<br>ters of 1 lb .....            | .75 |
| Orange Ducking,<br>Nos. 1, 2, 3, 4, 5, in canisters<br>of 1 lb ..... | .45 |
| Orange Rifle "Extra,"<br>F, FF, FFF, in canisters of<br>1 lb .....   | .25 |
| F, FF, FFF, in canisters of<br>1/4 lb .....                          | .15 |
| F, FF, FFF, in canisters of<br>1/4 lb .....                          | .12 |

## KEG POWDER—

|                                                                  |      |
|------------------------------------------------------------------|------|
| Orange Ducking,<br>Nos. 1, 2, 3, 4, 5, in kegs of<br>25 lb ..... | 8.00 |
| Nos. 1, 2, 3, 4, 5, in 1/4 kegs<br>of 12 1/2 lb .....            | 4.25 |
| Nos. 1, 2, 3, 4, 5, in 1/4 kegs of<br>6 1/4 lb .....             | 2.25 |

|                                                                                                  |      |
|--------------------------------------------------------------------------------------------------|------|
| Orange, Special,<br>Nos. 1 and 2, in kegs of 25 lb ..                                            | 5.00 |
| Nos. 1 and 2, in 1/4 kegs of<br>12 1/2 lb .....                                                  | 2.75 |
| Nos. 1 and 2, in 1/4 kegs of<br>6 1/4 lb .....                                                   | 1.50 |
| Orange Rifle "Extra,"<br>F, FF, FFF, in kegs of 25 lb ..                                         | 4.00 |
| F, FF, FFF, in 1/4 kegs of<br>12 1/2 lb .....                                                    | 2.25 |
| F, FF, FFF, in 1/4 kegs of<br>6 1/4 lb .....                                                     | 1.25 |
| Meal Powder,<br>in kegs of 25 lb .....                                                           | 4.00 |
| Shipping Powder,<br>CC, C, F, FF, FFF, FFFF,<br>FFFFF, FFFFFF, in kegs<br>of 25 lb .....         | 2.65 |
| Blasting and Mining "A,"<br>CC, C, F, FF, FFF, FFFF,<br>FFFFF, FFFFFF, in kegs<br>of 25 lb ..... |      |
| Blasting and Mining "B,"<br>CC, C, F, FF, FFF, FFFF,<br>in kegs of 25 lb .....                   |      |
| Fourth of July Powder,<br>in kegs of 25 lb .....                                                 |      |
| Lafin & Rand Smokeless,<br>10-Can Drums .....                                                    | 9.00 |
| Single Canisters .....                                                                           | 1.00 |
| Discounts on application.                                                                        |      |

## CANISTER POWDER—

|                                                                       |        |
|-----------------------------------------------------------------------|--------|
| E. I. Du Pont De Nemours & Co.:                                       |        |
| In cases of 25 each .....                                             | Each   |
| Crystal Grain, Nos. 1, 2, 3 and<br>4, in canisters of 1 lb .....      | \$ .75 |
| Eagle Duck Shooting, Nos. 1, 2<br>and 3, in canisters of 1 lb .....   | .45    |
| Eagle Duck Shooting, Nos. 1, 2<br>and 3, in canisters of 1/4 lb ..... | .30    |
| Eagle Rifle and Superfine Sport-<br>ing, in canisters of 1 lb .....   | .45    |
| Du Pont Rifle, Fg, FFFg and<br>FFFg, in canisters of 1 lb .....       | .25    |
| Du Pont Rifle, Fg, FFFg and<br>FFFg, in canisters of 1/4 lb .....     | .15    |
| Du Pont Rifle, Fg, FFFg and<br>FFFg, in canisters of 1/4 lb .....     | .12    |

## KEG POWDER—

|                                                                                      |        |
|--------------------------------------------------------------------------------------|--------|
| Eagle Duck Shooting, Nos. 1, 2<br>and 3, in kegs, 25 lb .....                        | \$8.00 |
| Eagle Duck Shooting, Nos. 1,<br>2 and 3, in kegs, 12 1/2 lb .....                    | 4.25   |
| Eagle Duck Shooting, Nos. 1, 2<br>and 3, in kegs, 6 1/4 lb .....                     | 2.25   |
| Du Pont Rifle, FFFg, FFFg, and<br>"Sea Shooting" Fg, in kegs,<br>25 lb .....         | 4.00   |
| Du Pont Rifle, FFFg, FFFg, and<br>"Sea Shooting" Fg, in kegs,<br>12 1/2 lb .....     | 2.25   |
| Du Pont Rifle, FFFg, FFFg, and<br>"Sea Shooting" Fg, in kegs,<br>6 1/4 lb .....      | 1.25   |
| "V. G. P." for Trap Shooting,<br>in kegs, 25 lb .....                                | 4.00   |
| "V. G. P." for Trap Shooting<br>in kegs, 12 1/2 lb .....                             | 2.25   |
| "V. G. P." for Trap Shooting,<br>in kegs, 6 1/4 lb .....                             | 1.25   |
| Choke Bore, Nos. 5 and 7, in<br>kegs, 25 lb .....                                    | 5.00   |
| Choke Bore, Nos. 5 and 7, in<br>kegs, 12 1/2 lb .....                                | 2.75   |
| Choke Bore, Nos. 5 and 7, in<br>kegs, 6 1/4 lb .....                                 | 1.50   |
| Mealed Powder, in kegs, 25 lb ..                                                     | 4.00   |
| Shipping Powder, F, FF, FFF,<br>FFFF and FFFFF, in kegs,<br>25 lb .....              | 2.25   |
| Mining and Blasting Powder,<br>(A), C, F, FF, FFF, FFFF,<br>in kegs, 25 lb .....     | 2.25   |
| Mining and Blasting Powder,<br>(B), C, F, FF, FFF, FFFF,<br>in kegs, 25 lb .....     | 1.50   |
| Du Pont Sporting Powder, for lots<br>1000 lb 10% discount:                           |        |
| Du Pont Smokeless Shotgun<br>Powder:                                                 |        |
| Kegs, equal in bulk to 25 lb<br>Black Powder .....                                   | 22.00  |
| Half kegs, equal in bulk to<br>12 1/2 lb Black Powder .....                          | 11.25  |
| Quarter kegs, equal in bulk to<br>6 1/4 lb Black Powder .....                        | 5.75   |
| Canisters, equal in bulk to<br>1 lb Black Powder .....                               | 1.00   |
| Du Pont Smokeless Rifle<br>Powder No. 1, equal in bulk<br>to 1 lb Black Powder ..... | 1.04   |
| Du Pont Smokeless Rifle<br>Powder No. 2, equal in bulk<br>to 1 lb Black Powder ..... | 1.00   |

Du Pont U. S. 80 Calibre  
Smokeless Rifle Powder,  
per lb ..... 1.25 |

Discounts on application.

## Animal Pokes—

|                        |        |
|------------------------|--------|
| Iowa Farming Tool Co.: | # doz. |
| Hawkeye .....          | \$3.25 |
| Western .....          | 3.75   |

## Anti-Rattlers—

|                          |        |
|--------------------------|--------|
| Fernald, Wire .....      | 50&10% |
| Burton's .....           | 50&10% |
| Gem .....                | 60%    |
| Steel Drive .....        | 40%    |
| Kohler's .....           | # gro. |
| Invisible, No. 8 .....   | \$6.00 |
| Perfect, No. 2 .....     | 7.00   |
| Bolt Holder, No. 1 ..... | 9.00   |

## Anvils—

|                              |           |
|------------------------------|-----------|
| American "Horse-Shoe" .....  | 95c       |
| Armstrong's Mouse Hole ..... | 95c       |
| Cincinnati .....             | 25&10%    |
| Eagle Anvils, 2 lb 9c .....  | 15&15&5%  |
| Hay Budden, Wrought .....    | 85c       |
| Peter Wright's .....         | 95&10&10% |
| Samson .....                 | 40&10%    |
| Trenton .....                | 5c        |

## ANVIL AND VISE COMBINED—

|                                        |           |
|----------------------------------------|-----------|
| Cheney Anvil and Vise .....            | 40%       |
| Holt's .....                           | 40&40&10% |
| Millers Falls (with drill), \$18.00 .. | 15%       |

## Augers and Bits—

|                                              |             |
|----------------------------------------------|-------------|
| Boring Machine .....                         | 60&60&10%   |
| Com. Auger Bits .....                        | 60&60&10%   |
| Cooks:                                       |             |
| Augers .....                                 | 50&50&10%   |
| Augers, Millwrights .....                    | 45%         |
| Auger Bits .....                             | 50&50&10&5% |
| Car Bits .....                               | 45%         |
| Forstner Pat. Bits .....                     | 25%         |
| C. E. Jennings & Co.:                        |             |
| Double Spur pattern car, No. 80 ..           | 50%         |
| Nobles Double Spur, No. 82 .....             | 50&10%      |
| No. 10 Extension Lip .....                   | 40%         |
| No. 10 Extension Lip Car Bit .....           | 40%         |
| Car Bits, No. 10 .....                       | 40%         |
| Car Bits, No. 80 .....                       | 50%         |
| Ring Augers .....                            | 70%         |
| Jennings' Pattern .....                      | 50&10%      |
| Job T. Pugh's, Black .....                   | 20%         |
| Job T. Pugh's, Jennings Pat. ....            | 35%         |
| Snell's Ship Auger Pattern Car<br>Bits ..... | 30&10%      |
| Swan's:                                      |             |
| Jennings' Pattern Auger Bits .....           | 60%         |
| Jennings' Pattern Car .....                  | 45%         |
| Jennings' Pattern Machine .....              | 25%         |
| Russell Jennings' Augers and Bits ..         | 25&10&2&4%  |

## HOLLOW AUGERS—

|                                        |           |
|----------------------------------------|-----------|
| Ames .....                             | 25&10%    |
| Bonney's Adjustable, No. 4, \$24.00 .. | 25&25&10% |
| Cincinnati Nos. 1, 2 and 3 .....       | 25&10%    |
| Douglass' .....                        | 25&10%    |
| Ives .....                             | 25&10%    |
| Millers Falls, Goodell .....           | 15&7&4%   |
| Swan's .....                           | 50%       |
| Universal, each \$4.50 .....           | 20%       |

## EXPANSIVE BITS—

|                                |        |
|--------------------------------|--------|
| C. E. Jennings & Co. ....      | 33&4%  |
| Clark's small, \$18 .....      | 50&10% |
| Clark's large, \$36 .....      | 50&10% |
| Ives' Model, # doz. \$60 ..... | 50%    |
| Swan's .....                   | 50&10% |

## DOUBLE CUT GIMLET BITS—

|                                   |           |
|-----------------------------------|-----------|
| Common .....                      | 40&10&50% |
| Mayhew's Diamond # doz. \$1.25 .. | 40%       |
| Swan's .....                      | 40%       |
| C. E. Jennings & Co. ....         | 45%       |
| Ladd's .....                      | 60&10%    |
| Mayhew's .....                    | 40&10%    |
| Snell's .....                     | 40&10%    |
| Snell's Bell Hangers .....        | 50%       |

## BIT STOCK DRILLS—

|                                       |        |
|---------------------------------------|--------|
| Cincinnati Tool Co., for wood, 40&10% |        |
| for metal, 60%                        |        |
| Cleveland Wood Bits for Brace ..      | 50&10% |
| Detroit .....                         | 60%    |
| K. & F. ....                          | 60&10% |
| Morse .....                           | 50&10% |
| Swan's, for wood .....                | 40&10% |
| Syracuse, for wood .....              | 40%    |

## TWIST DRILLS—

|                                     |             |
|-------------------------------------|-------------|
| Cleveland .....                     | 60&10%      |
| K. & F. Straight Shank .....        | 60&10%      |
| Morse Straight Shank .....          | 50&10%      |
| New Process .....                   | 60&10%      |
| Standard .....                      | 60&10%      |
| Standard Oil Tube Drills .....      | 15%         |
| Syracuse .....                      | 60&10%      |
| W. & B. Diamond .....               | 60&5&60&10% |
| W. & B. Universal Self-Oiling ..... | 10%         |

## SHIP AUGERS AND BITS—

|                      |           |
|----------------------|-----------|
| L'Honniedieu's ..... | 15&15&10% |
| Snell's .....        | 8&10%     |
| Watrous' .....       | 33&4%     |

## Awl and Auger Handles—

See Handles.

## Awls—

|                            |            |
|----------------------------|------------|
| Handled Brad .....         | 40&10%     |
| Handled Scratch .....      | 40&10%     |
| Patent Peg .....           | 50%        |
| Sewing, Com. ....          | 85c&\$1.00 |
| Shouldered Peg .....       | 50%        |
| Shouldered Brad .....      | 50%        |
| Socket Scratch # doz. .... | \$1.00     |
| Stanley Rule & Level:      |            |
| Handled Brad .....         | 30&10%     |
| Patent Pegging .....       | 50&50&10%  |

## Awl and Tool Sets—

|                                                                                |        |
|--------------------------------------------------------------------------------|--------|
| Alken's Awls and Tools:                                                        |        |
| No. 10, # doz. \$7.50; No. 20, # doz.<br>\$10 .....                            | 60%    |
| Brad Sets:                                                                     |        |
| No. 42, \$10.50; No. 43, \$12.50 .....                                         | 70%    |
| Fray's Adj. Tool Hdl., Nos. 1, \$12;<br>2, \$18; 3, \$12; 4, \$9; 5, \$7 ..... | 50%    |
| Ice Awls .....                                                                 | 55%    |
| Millers Falls Adj. Tool Holders:                                               |        |
| Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.<br>15&15&10%                          |        |
| C. E. Jennings & Co.'s Adjustable<br>Tool Handles .....                        | 33&4%  |
| Stanley's Excelsior, No. 1, \$7.50;<br>No. 2, \$4.00; No. 3, \$5.50 .....      | 80&10% |

## Axes—

|                                   |             |
|-----------------------------------|-------------|
| First quality, best brands .....  | \$6.50&7.00 |
| First quality, other brands ..... | 8.00&6.50   |
| Beveled, add 25c. # doz.          |             |

## HATCHETS

|                                   |           |
|-----------------------------------|-----------|
| Hunt's, Underhill's or Blood's .. | 40&10%    |
| Peck's:                           |           |
| Champion Blade .....              | 45%       |
| Empire Brand .....                | 50&10%    |
| Fayette R. Plumb:                 |           |
| Broad, New List .....             | 33&4&2&4% |
| Lathing .....                     | 33&4&5%   |
| Shingling .....                   | 33&4&5%   |
| Warehouse .....                   | 33&4&5%   |
| Vulcan Tool Co. ....              | 40&5%     |
| D. Simmons & Co.:                 |           |
| Broad .....                       | 50&5%     |
| Shingling and Claw .....          | 50&5%     |
| Lath, Hunters', etc. ....         |           |
| M. C. Ogden's:                    |           |
| Broad .....                       | 40%       |
| Shingling, Claw, etc. ....        | 50%       |
| Handled .....                     | 40&10%    |
| Boys .....                        | 54%       |

## Axle Grease—

|                        |        |
|------------------------|--------|
| Dixons' "Everlasting": |        |
| 1-b box .....          | 15     |
| 2-b box .....          | 25     |
| 10-b pail .....        | \$1.30 |
| 25-b keg .....         | 2.75   |
| 50-b keg .....         | 5.00   |

## Balances—

|                                       |        |
|---------------------------------------|--------|
| Chatillon's:                          |        |
| Light, Class A .....                  | 40&10% |
| Circular Balances, Class C .....      | 50%    |
| Ice Balances, Class B .....           | 50%    |
| Straight Balances, Class A1 and A2 .. | 40%    |
| Large Dial, Class D .....             | 30%    |

## Balances, Sash—

|                 |           |
|-----------------|-----------|
| Pullman's ..... | 50&10&60% |
|-----------------|-----------|

## Barn Door Hangers—

See Hangers.

## Barrel Drainers—

|                |     |
|----------------|-----|
| National ..... | 30% |
|----------------|-----|

## Beef Shavers—

|                              |        |
|------------------------------|--------|
| Enterprise:                  |        |
| Japanned, each, \$7.50 ..... | 25&30% |
| Tinned, each, \$9.00 .....   | 25&30% |

## Bells—

|                             |        |
|-----------------------------|--------|
| HAND—                       |        |
| Extra Heavy Brass .....     | 60&10% |
| Light Brass .....           | 65&10% |
| Eastlake .....              | 60&10% |
| Pure Bell Metal .....       | 55%    |
| Globe (Cone's Patent) ..... | 35%    |
| Silver Chime .....          | 35%    |
| White Metal .....           | 65&5%  |

## door—

|                                 |        |
|---------------------------------|--------|
| Trip, Gem .....                 | 40%    |
| Alarm, Abbe's .....             | 40%    |
| Alarm, Yankee .....             | 50%    |
| Gong, Abbe's .....              | 40%    |
| Gong, Yankee .....              | 50%    |
| Lever, H. & E. Mfg. Co.'s ..... | 50&10% |
| Multi-Stroke .....              | 40%    |
| New Departure .....             | 45&50% |

## cow—

|                                |           |
|--------------------------------|-----------|
| Common Wrought .....           | 70%       |
| Kentucky .....                 | 70&70&10% |
| Kentucky, Sargent's List ..... | 70%       |
| Texas Star .....               | 50%       |
| Western, Sargent's List .....  | 70%       |

## Bellows—

|                    |          |
|--------------------|----------|
| Blacksmiths' ..... | 60&10&5% |
| Hand .....         | 25&10%   |
| Moulders' .....    | 25&10%   |

## Belting, Rubber—

|                                   |        |
|-----------------------------------|--------|
| Boston Belting Co.:               |        |
| "Boston" .....                    | 50%    |
| "Imperial," seamless, stitched .. | 40%    |
| Cleveland Rubber Co.:             |        |
| Buckeye .....                     | 60&10% |
| Shield High Grade .....           | 50&10% |
| War. 2 XL .....                   | 40%    |

|                               |          |
|-------------------------------|----------|
| Common Standard               | 75&10%   |
| Extra                         | 60&10&5% |
| N. J. Car Spring & Rubber Co. |          |
| Extra Para                    | 40&10%   |
| Reliable                      | 50&10%   |
| Staple                        | 60&10%   |
| Standard                      | 70&10%   |

**Bench Stops—**

|                                                      |        |
|------------------------------------------------------|--------|
| Cincinnati                                           | 25&10% |
| Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00    | 40&10% |
| Seymour Smith & Sons                                 | 25&10% |
| Terrill's Nos. 1 and 2, \$3.00; No. 3, \$3.00 p doz. | 25%    |
| Miller's Falls                                       | 15&10% |
| Weston's                                             | 40%    |

**Blinder Twine—**

|                             |      |
|-----------------------------|------|
| White Sisal, 500 ft. to lb. | 84c  |
| Standard, 500 ft. to lb.    | 84c  |
| Manila, 600 ft. to lb.      | 114c |
| Pure Manila, 650 ft. to lb. | 124c |

**Bit Holders—**

|                          |        |
|--------------------------|--------|
| Angular                  | 45%    |
| Extension:               |        |
| Barber's, p doz. \$15.00 | 45&50% |
| Ives' p doz. \$20.00     | 60&10% |

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

|                           |          |
|---------------------------|----------|
| Domestic, p doz. \$3.00   | 39½%     |
| Excelsior, p doz. \$10.00 | 50&10&2% |
| North's                   | 10%      |
| Zimmerman's               | 50%      |

**Blind Fastenings and Tenons—**

|                              |         |
|------------------------------|---------|
| Anstin & Eddy p gro. sets    | \$5.50  |
| Forhan's Improved Star Tenon |         |
| p gro. \$1.00                | 25%     |
| Holt's Tenons                | 70%     |
| Merriman's Brass Lever p gr. | \$15.00 |
| Merriman's Iron Lever p gr.  | 9.00    |
| Millers Falls p set \$1.00   | 15&10%  |
| Security Gravity p gr.       | \$9.00  |
| Washburne's Plate p gr.      | 9.00    |
| Zimmerman's                  | 50%     |

**Blind Hinges—**

See Hinges.

**Blocks—**

|                                    |              |
|------------------------------------|--------------|
| Chisholm & Moore Crane Load Blocks | 15%          |
| Cleveland Block Co. Steel          | 60&10&70%    |
| Eddy's                             | 60&10&70%    |
| Harz's Steel                       | 50&60&10%    |
| Iron Strapped                      | 70%          |
| Rope Strapped                      | 60&10%       |
| L. V. Sheaves                      | 60%          |
| Lanes:                             |              |
| Junior, Self Sustaining            | 30%          |
| Pat. Automatic                     | 30%          |
| Perfect Safety                     | 30%          |
| Stowell, Novelty Block             | 50&10%       |
| Regular Iron Strapped Blocks       | 60&10&10&70% |

**Bolts—**

|                                        |           |
|----------------------------------------|-----------|
| DOOR AND SHUTTER—                      |           |
| Cast Iron Barrel, Square, &c.          | 50&10%    |
| Cast Iron Chain                        | 50&10%    |
| Cast Iron Shutter Bolts                | 45&10%    |
| Ives' Patent Door Bolts                | 65%       |
| Wrought Barrel                         | 60&60&15% |
| Wrought Square                         | 60&60&15% |
| Wrought Shutter, Standard list         | 40&10%    |
| Wrt Sunk Flush, Sargent's list         | 50&60&10% |
| Wrt Sunk Flush, Stanley's list         | 45&45&10% |
| Wrt B. K. Flush, Com'n, Stanley's list | 50&50&15% |
| Wrought Spring, Sargent's              | 75%       |

**CARRIAGE, MACHINE, &c.—**

|                                 |                 |
|---------------------------------|-----------------|
| Bolt Ends                       | 70&70&10%       |
| Machine                         | 70&10&70&10&10% |
| Carriage, Common                | 70&70&10%       |
| Norway Iron, list Oct. '84      | 75%             |
| Phila., Eagle, list June 1, '99 | 80%             |
| R. B. & W., \$2.40 list         | 70%             |
| Sleigh Shoe                     | 50&10%          |

**TIRE—**

|                                    |      |
|------------------------------------|------|
| American Screw Co.:                |      |
| Bay State, Pl'n, list Dec. 28, '99 | 65%  |
| Bay State, Finted                  | 65%  |
| Eagle Phila., list Feb. 26, '96    | 77½% |
| Norway, Phila., list Feb. 26, '96  | 75%  |
| Common, list Dec. 28, '99          | 65%  |
| Norway, Phila.                     | 75%  |
| R. B. & W., Norway                 | 75%  |

**STOVE AND PLOW—**

|                          |        |
|--------------------------|--------|
| Plow                     | 50&10% |
| R. B. & W. Plow          | 50%    |
| Stove, list Dec. 28, '99 | 60%    |

**MISCELLANEOUS—**

|                       |                        |
|-----------------------|------------------------|
| Sink                  | 62½%                   |
| <b>Bone Mills.</b>    |                        |
| Enterprise            | 25&30%                 |
| Stearns               | 40%                    |
| <b>Borers, Bung.</b>  |                        |
| Enterprise            | 25&30%                 |
| Each                  | \$1.25, \$1.65, \$2.50 |
| Nos                   | 1 2 8                  |
| C. E. Jennings & Co.: |                        |
| No. 6                 | 40%                    |
| No. 10                | 25%                    |

**Borers, Tap—**

|             |        |
|-------------|--------|
| Common Ring | 20&10% |
| Enterprise  | 25&30% |
| Ives        | 25&10% |

**Boring Machines—****WITHOUT AUGERS—**

|                      |          |          |
|----------------------|----------|----------|
|                      | Upright. | Angular. |
| Douglas'             | \$2.75   | \$3.38   |
| Jennings'            | 3.00     | 8.75     |
| Millers Falls        |          | 7.50 15% |
| Snell's, Rice's Pat. | 2.75     | 3.00     |

**Bow Pins—**

|           |        |
|-----------|--------|
| Hotchkiss | 60&10% |
|-----------|--------|

**Boxes, Mail.**

|          |       |
|----------|-------|
| Heller's | 40&5% |
|----------|-------|

**Box Strapping—**

|                                   |  |
|-----------------------------------|--|
| Cary's "Universal," in case lots, |  |
| 20&10&20&10&10%                   |  |

**Braces—**

|                               |              |
|-------------------------------|--------------|
| Barbers'                      | 50&10&60&10% |
| Barbers' Ratchet              | 60&60&10%    |
| Common Bull American          | 60&60&10%    |
| Ives'                         |              |
| Barbers'                      | 60&5%        |
| Barbers' Ratchet              | 60&60&10%    |
| New Haven Novelty             | 70%          |
| New Haven Ratchet             | 60&10%       |
| Spofford                      | 60&5%        |
| C. E. Jennings & Co.:         |              |
| No. 108&114½                  | 50&10%       |
| No. 208½&214½                 | 60&10%       |
| Lancaster Mach. & Knife Works | 40%          |
| Peck's (P. S. & W. Co.)       | 60&60&5%     |
| Gen. Spofford's               | 50&10&60%    |

**Brackets—**

|                              |        |
|------------------------------|--------|
| Door Screen                  | 60&10% |
| Shelf, Bradley's Patent      | 75%    |
| Shelf, Plain, Regular list   | 66½%   |
| Shelf, Fancy, Sargent's list | 40&10% |
|                              | 50&5%  |
| Window Screen Corner         | 60&10% |
| Reading, Plain               | 60%    |
| Reading, Rosette             | 60%    |

**Bracket Saw Frames—**

|                   |     |
|-------------------|-----|
| Millers Falls Co. | 25% |
|-------------------|-----|

**Bracket Sets—**

|                   |      |
|-------------------|------|
| Millers Falls Co. | 33½% |
|-------------------|------|

**Box Hooks, Openers and Scrapers—**

|                     |           |
|---------------------|-----------|
| Humason & Beckley's | 60&60&10% |
|---------------------|-----------|

**Bright Wire Goods—**

|                    |     |
|--------------------|-----|
| Standard. New list | 80% |
|--------------------|-----|

**Bull Rings—**

|                           |     |
|---------------------------|-----|
| Humason, Beckley & Co.'s  | 80% |
| Peck, Stow & Wilcox Co.'s | 60% |
| Sargent's                 | 80% |
| Seymour Smith & Sons      | 60% |

**Bull Punches—**

|                     |     |
|---------------------|-----|
| Humason & Beckley's | 25% |
|---------------------|-----|

**Bush Hooks—**

See Hooks.

**Butchers' Cleavers—**

|                              |         |
|------------------------------|---------|
| Bradley's                    | 25&30%  |
| Beatty's                     | 40%     |
| Foster Bros. Flat Hds        | 30%     |
| Foster Bros. Round Hds       | 30%     |
| Lancaster Mach. & Knife Wks. | 33½&40% |
| I. & J. White                | 25%     |
| New Haven Edge Tool Co.'s    | 40%     |
| P. S. & W.                   | 33½&45% |

**Butcher Knives—**

See Knives.

**Butchers' Saw Blades—**

|                        |           |
|------------------------|-----------|
| Millers Falls Co. Star | 15&15&10% |
| C. E. Jennings & Co.   | 25&10%    |

**Butter and Cheese Triers—**

|                       |        |
|-----------------------|--------|
| Ordinary Black Handle | 25%    |
| Humason & Beckley's   | 25&10% |

**Butt and Rabbit Gauges—**

|           |        |
|-----------|--------|
| Stanley's | 25&10% |
|-----------|--------|

**Butts—**

|                               |           |
|-------------------------------|-----------|
| BRASS—                        |           |
| Cast Brass, Fast Joint        | 40&10&50% |
| Cast Brass, Ice House         | 40%       |
| Cast Brass, Loose Joint       | 40&10&50% |
| Wrought Brass, list Sept. '96 | 25&10%    |

**CAST IRON—**

|             |     |
|-------------|-----|
| Loose Joint | 70% |
|-------------|-----|

|                               |           |
|-------------------------------|-----------|
| Loose Joint, Japanned         | 70%       |
| Loose Joint, Jap. with Acorns | 70%       |
| Loose Pin                     | 70%       |
| Mayer's Hinges                | 70%       |
| Parliament Butts              | 70%       |
| Fast Joint, Broad             | 60&60&10% |
| Fast Joint, Narrow            | 60&60&10% |

**WROUGHT STEEL—**

|                               |           |
|-------------------------------|-----------|
| List April 1, 1895.           |           |
| Bronzed Inside Blind Butts    | 45&15&15% |
| Bronzed, Narrow               | 45&45&15% |
| Fast Joint, Narrow            | 45&45&15% |
| Fast Joint, Light Narrow      | 45&45&15% |
| Fast Joint, Broad             | 45&45&15% |
| Loose Joint                   | 60&60&10% |
| Loose Pin                     | 60&60&10% |
| Table Butts, Back Flaps, etc. | 60&60&10% |

**Callipers—**

|                        |        |
|------------------------|--------|
| Bemis & Call:          |        |
| Wing                   | 65%    |
| Double                 | 65&10% |
| Inside and Outside     | 65&10% |
| Straight Leg           | 65&10% |
| Call's Pattern, Inside | 55%    |

**Can Openers—**

|                                        |                          |
|----------------------------------------|--------------------------|
| American                               | p gross, \$1.75 @ \$2.00 |
| Goodell's Acme                         | p gross, 6.00            |
| No. 5, Iron Handle                     | p gross, \$2.00 @ 2.25   |
| Sardine Scissors                       | 75&10%                   |
| Sardine Scissors, Forged Steel         |                          |
|                                        | p doz., \$4.50           |
| Sprague, No. 1, \$2.00; No. 2, \$2.25; |                          |
| No. 3, \$2.50                          | 75&10%                   |
| Universal, p doz., \$3.00              | 50%                      |

**Cards—**

|                 |     |
|-----------------|-----|
| Cotton          | 2%  |
| Horse and Curry | 25% |
| Wool            | 25% |

**Carpet Stretchers—**

|                               |                         |
|-------------------------------|-------------------------|
| Montross' "Excelsior," p doz. | \$6.00                  |
| Bullard's                     | 33½%                    |
| Cast Iron Steel Points        | p doz. 60c              |
| Socket                        | p doz., \$1.75 @ \$2.00 |

**Carpet Sweepers—**

|                                       |                |
|---------------------------------------|----------------|
| Bissell Carpet Sweeper Co.:           |                |
| American Queen                        | p doz. \$27.00 |
| Crystal                               | 35.00          |
| Gold Medal                            | 34.00          |
| Grand                                 | 35.00          |
| Grand Rapids                          | 22.00          |
| Hall                                  | 60.00          |
| Prize                                 | 24.00          |
| Premier                               | 24.00          |
| Superior                              | 24.00          |
| Welcome                               | 24.00          |
| Club                                  | 19.00          |
| Crown Jewel, Japan Finish             | 21.00          |
| Crown Jewel, Nickel                   | 21.00          |
| Furniture Protector, Japan            | 22.00          |
| Furniture Protector, Nickel           | 24.00          |
| "Standard A," Japan                   | 20.00          |
| "Standard A," Nickel                  | 22.00          |
| Lots of 5 dozen, \$1.00 per doz. less |                |
| Goshen Sweeper Co.:                   | New Prices     |
| Goshen Junior                         | p doz. \$9.00  |
| Kureka                                | 12.50          |
| Champion                              | 17.00          |
| Our Leader                            | 18.00          |
| Unrivaled, Broom-Action, Jap.         | 20.00          |
| Unrivaled, Broom-Action, Nic.         | 19.00          |
| Star, Broom Action, Japan             | 30.00          |
| Banner, Broom Action, Japan           | 22.00          |
| Banner, Broom-Action, Nickel          | 20.00          |
| Reliable, Broom-Action, Japan         | 22.00          |
| Reliable, Broom-Action, Nickel        | 20.00          |
| Rapid, Broom-Action, Japan            | 22.00          |
| Rapid, Broom-Action, Nickel           | 20.00          |
| Select, Broom-Action, Japan           | 22.00          |
| Select, Broom-Action, Nickel          | 20.00          |
| Easy, Cam Action, Japan               | 22.00          |
| Easy, Cam Action, Nickel              | 22.00          |

**Carriage Bolts—**

See Bolts.

**Carriage Makers' Clamps—**

See Clamps.

**Cartridges—**

See Ammunition.

**Casters—**

|                             |           |
|-----------------------------|-----------|
| Bed                         | 60&10%    |
| Bracket Bed                 | 60&60&10% |
| French or Phila. Iron Wheel | 80%       |
| Brass Wheel                 | 40&10%    |
| Martin's Patent (Phoenix)   | 50&50&10% |
| Plate                       | 60&10%    |
| Payson's Truck Casters      | 60&10%    |
| Payson's Furniture          | 70%       |
| Payson's Truck              | 70%       |
| Tucker's Patent, low list   | 50%       |

**Cattle Leaders—**

|                          |        |
|--------------------------|--------|
| Humason, Beckley & Co.'s | 70&10% |
| Peck, Stow & W. Co.      | 65%    |
| Sargent's                | 70&10% |
| Wellons                  | 70&10% |

**Chain—**

|                                          |          |
|------------------------------------------|----------|
| Aluminum Coil and Halter                 | 50&5%    |
| American Halter Chain                    | 50&30&5% |
| American Proof Coil, 1000-lb lots,       |          |
| Inch                                     | Per lb.  |
| 3-16                                     | \$7.90   |
| ¼                                        | 6.00     |
| 5-16                                     | 5.00     |
| ¾                                        | 4.15     |
| 7-16                                     | 4.00     |
| 1½                                       | 3.90     |
| 9-16                                     | 3.40     |
| 5½                                       | 3.70     |
| ¾                                        | 3.65     |
| ¾                                        | 3.55     |
| 1                                        | 3.55     |
| Less than cask lots, add 40c. p 100 lbs. |          |

**Bridgeport Chain Co.:**

|                                           |           |
|-------------------------------------------|-----------|
| Brown, Coll.                              | 60%       |
| Brown, Halter                             | 60%       |
| Competition Sash                          | 50&10%    |
| Monarch, Sash                             | 40&10%    |
| Triumph, Coll                             | 55%       |
| Triumph, Halter                           | 55%       |
| Covert Mfg. Co., Breast Chain             |           |
| Covert Mfg. Co., Halter Chain             | 35%       |
| Covert Mfg. Co., Heel Chain               |           |
| Covert Mfg. Co., Rein Chain               |           |
| Galvanized Pump Chain                     | 5½&6c     |
| German Coll, list July 24, '97, 60&60&10% |           |
| German Halter Chain, list July 24, '97    | 60&60&10% |
| Jack Chain, Iron                          | 50&10&60% |
| Jack Chain, Brass                         | 50&50&10% |
| Oneida:                                   |           |
| Niagara                                   | 60%       |
| Eureka                                    | 60%       |
| Trace, Wagon and Fancy Chains             |           |
| New List                                  | 50&50&10% |
| COW TIES—                                 |           |
| American                                  | 35&40%    |
| Niagara                                   | 45&50%    |
| Covert Mfg. Co.:                          |           |
| Cotton                                    | 45%       |
| Hemp                                      | 45%       |
| Jute                                      | 35%       |
| Sisal                                     | 30%       |

**Chain Guards—**

|                      |     |
|----------------------|-----|
| Aluminum S. & N. Co. | 50% |
|----------------------|-----|

**Chain Hoists—**

|                         |                   |
|-------------------------|-------------------|
| Moore's "Anti-Friction" | 30%               |
| Moore's "Direct"        | 50%               |
| <b>Cherry Stoners—</b>  |                   |
| Enterprise              | 25&30%            |
| Family                  | net p doz. \$4.00 |

**Chisel and File Handles—**

See Handles.

**Chisels—**

|                             |     |
|-----------------------------|-----|
| SOCKET FRAMING AND FIRMER—  |     |
| Buck Bros.                  | 30% |
| Charles Buck                | 30% |
| Dougllass                   |     |
| Mix                         |     |
| Ohio Tool Co.               | 70% |
| P. S. & W.                  |     |
| Swan                        |     |
| Wetherby                    |     |
| C. E. Jennings & Co, No. 70 | 20% |
| Jennings & Griffin Mfg. Co. | 70% |

**TANGED AND MISCELLANEOUS—**

|                                    |                      |
|------------------------------------|----------------------|
| Box                                | 60&10%               |
| Buck Bros.                         | 20&10%               |
| Butchers'                          | \$4.75 @ \$5.00 to £ |
| C. E. Jennings & Co.               | 20%                  |
| Jennings & Griffin Mfg. Co. Tanged |                      |
| Chisels and Gouges                 | 40%                  |
| Spear & Jackson's                  | \$5.00 to £          |
| Tanged Firmers                     | 40&40&10%            |

**COLD CHISELS—**

|                    |           |
|--------------------|-----------|
| Good quality, p lb | 18c @ 20c |
|--------------------|-----------|

**Cleaners, Sidewalk—**  $\frac{1}{2}$  doz  
 Challenge Shank ..... \$3.25  
 Star Shank ..... 4.00  
 Star Socket ..... 4.25

**Clippers—****HORSE—**

Chicago Flexible Shaft Co.'s:  
 Chicago Belt Clipping Machine,  
 Each \$15.00 net  
 New '98, Chicago..... Each 8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:  $\frac{1}{2}$  doz.  
 Mascot ..... \$8.40 net  
 Monitor ..... 9.00 net  
 Stewart Pat. .... 10.00 net

**Clips—**

Norway Axle..... 60&10&10%  
 Norway Spring Bar Clips..... 60&10&10%  
 Superior Axle Clips..... 60&10&10%

**Coffee Mills—**

Box and Side..... 50&10&60%  
 Enterprise Mfg. Co. .... 25&30  
 Logan & Strobbridge Co. .... net prices  
 National Specialty Mfg. Co. .... 30%  
 The Swift, Lane Bros. Co. .... 30%  
 Waddell's New Box Mills..... 10%  
 Ideal Brand, New List..... 60&60&10%

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Calipers and Dividers..... 40%  
 Bemis & Call Co.'s:  
 Compasses..... 50&5%  
 Dividers..... 65%  
 Compasses, Calipers, Dividers.  
 70&70&10%  
 Copeland's Extension..... 40%  
 Stevens' "Ideal"..... 25&10%  
 Stevens' "Leader"..... 25&10%  
 Starrett's Fay's Patent  
 Spring Calipers and Div..... 25&10%  
 Wright's..... 33% $\frac{1}{2}$

**Coopers' Tools—**

Bradley's..... 20%  
 Barton's..... 20&20&5%  
 Beatty's..... 33% $\frac{1}{2}$   
 L. & I. J. White..... 20&20&5%  
 Sandusky Tool Co. .... 25&10&30&10%  
 Shaves, Cincinnati Tool Co. 15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co ..... 33% $\frac{1}{2}$   
 Howe Bros. & Hulbert..... 40%  
 Humason & Beckley Mfg. Co. 40&10%  
 Samson.....  $\frac{1}{2}$  doz \$10.00  
 Williamson's..... 40%

**Corn Hooks—**

Kretzinger Cut-Easy..... \$3.00 net

**Corn Knives and Cutters—**

Bradley's..... net  
 Wadsworth's..... net

**Counter-Inks—**

Mayhew's Diamond..... 40%  
 Smith's..... 25%  
 Snell's..... 50%  
 Wheeler's Patent..... 50&10%

**Crayons—**

Sargent's List..... 20%  
 Dixons:  $\frac{1}{2}$  doz.  
 Eclipse..... \$3.75  
 Emerald..... 5.00  
 Oriole..... 5.00  
 Rainbow..... 2.81  
 Solid..... 7.50

**Curry Combs—**

Fitch's List, Nov. 20, '98..... 25&10%  
 Kohler's..... 30&35%  
 New York Stamping Co. List, Sept.  
 17, '97..... 40%  
 Perfect..... 40%  
 Rubber,  $\frac{1}{2}$  doz. \$7.50..... 20&10%  
 Southington Cutlery Co.'s..... 25&10%

**Cycle Hangers—**

Lane's..... 33% $\frac{1}{2}$ &5%

**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:  
 Chain (full assortment)..... 40%  
 Leather (full assortment)..... 40&10%  
 Pope & Stevens:  
 Brass..... 40%  
 Embossed..... 30&10%  
 Leather..... 40%  
 Union Hardware Co. New List  
 50&50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardsley's..... 33% $\frac{1}{2}$ &40%  
 Columbia..... 50&10%  
 Eclipse..... 50&10%  
 Home..... 45&10&15&10&10%  
 Norton's..... 50&50&10%  
 Orden's..... 33% $\frac{1}{2}$ &40%

**Door Springs—**

Champion (Coil)..... 50%  
 Gem (Coil), list Oct. '95..... 20%  
 Rubber, complete,  $\frac{1}{2}$  doz. \$5.50 45&50%  
 Star (Coil), list Oct. '95..... 30%  
 Torrey's Rod, 39 in.,  $\frac{1}{2}$  gro..... \$15.00  
 Torrey's Rod, 43 in.,  $\frac{1}{2}$  gro..... 42.00  
 Victor, Coil..... 50&10&10%

**Drawer Pulls—**

Sargent's List..... 60%

**Drawing Knives—**

Adjustable Handle..... 25&25&10%  
 Bradley's..... 35%  
 Douglass..... 70&10%  
 Jennings & Griffin..... 66% $\frac{1}{2}$   
 Mix..... 70&10%  
 Ohio Tool Co..... 70&10%  
 P. S. & W..... 70&10%  
 Witherby..... 70&10%  
 Watrous..... 30&10%  
 L. & I. J. White..... 20&5&25%

**Drills and Drill Stocks—**

Automatic Boring Tools..... 50%  
 Bench, Manneers..... 66% $\frac{1}{2}$   
 Blacksmiths'..... 60%  
 Breast, Bartholomew's..... 25&10%  
 Breast, Goodell's..... 25&30%  
 Breast, Millers Falls, each \$3.00. 15&10%  
 Clamp..... 20%  
 Ratchet, Billings' Double Acting 33% $\frac{1}{2}$   
 Ratchet, Ingersoll's..... 25%  
 Ratchet, Merrill's..... 20&20&5%  
 Ratchet, Moore's Triple Act..... 25&30%  
 Ratchet, Fletcher's..... 40%  
 Ratchet, Whitney's..... 50%  
 Ratchet, Weston's..... 20&25%  
 Stearns' Bench..... 30%  
 Upright, B. & P..... 50%  
 Hand, Goodell's..... 30&1%  
 Whitney's Hand Drill, No. 1, \$10 00:  
 Adjustable No. 10, \$12.00..... 33% $\frac{1}{2}$   
 Wilson's Drill Stocks..... 10%

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

Coe's..... 60%  
 Prentice..... 60%

**Drug Mills—**

National Specialty Mfg. Co ..... 30%  
 Enterprise Mfg. Co. .... 25&30%

**Easy Lawn Swings—**

Ulrich Mfg. Co.....  $\frac{1}{2}$  doz. \$85.00

**Egg Beaters—**

Dover Stamping Co.:  
 New Dover,  $\frac{1}{2}$  doz. 75 cts.,  $\frac{1}{2}$  gro. \$7.50  
 Extra Family Size.....  $\frac{1}{2}$  doz. 2.00  
 Keystone..... 33% $\frac{1}{2}$   
 Spiral.....  $\frac{1}{2}$  gro. \$4.25&\$4.70  
 Standard (Co.):  $\frac{1}{2}$  gro.  
 Dover, No. 5..... \$5.50  
 Dover, No. 10..... 7.00  
 Dover, Steel Handle, No. 10..... 7.00  
 Dover, Extra Heavy, No. 15..... 12.00  
 Rival..... 9.00

**Emery—**

Genuine Turkish Walpole Mills.  
 No. 6 to 46,  $\frac{1}{2}$  lb..... 10c  
 No. 54 to 150,  $\frac{1}{2}$  lb..... 10c 20%  
 Flour,  $\frac{1}{2}$  lb..... 8c

**Enameline—**

No. 4.....  $\frac{1}{2}$  gro. \$4.50  
 No. 6..... 7.20

**Escutcheons—**

Wood..... 25%

**Expansive Bits—**

See Augers and Bits.

**Farriers' Knives—**

"Challenge".....  $\frac{1}{2}$  doz. \$3.00  
 Popes..... 3.00  
 Wilkinson's..... \$3.00 net  
 Wostenholm's..... \$3.25. 10%

**Faucets—**

Brass Globe Cocks..... 70&70&5%  
 Brass Racking..... 70&70&5%  
 Compression Bibbs..... 50&10&60%  
 Red Cedar..... 40&40&10%  
 Red Cedar, bbl. lots..... 50%  
 Frary's Pat. Petroleum..... 70&70&10%  
 John Sommer's "Peerless," Tin  
 Key..... 40%  
 John Sommer's "Boss," Tin Key..... 50%  
 John Sommer's "Victor," Metal  
 Key..... 50&10%  
 John Sommer's "Duplex," Metal  
 Key..... 60%  
 John Sommer's "Buckeye," Metal  
 Key..... 40%  
 John Sommer's "Rochester," Metal  
 Key..... 50%  
 John Sommer's "Rival," Metal Key..... 50%  
 John Sommer's "Crescent," Metal  
 Key..... 50&10%  
 John Sommer's "Diamond," Lock..... 40%  
 John Sommer's "Eclipse," Lock..... 40&10%  
 John Sommer's "Union," Lock..... 50%  
 John Sommer's "I. X. L.," Cork  
 Lined..... 50%  
 John Sommer's "Reliable," Cork  
 Lined..... 50&10%

John Sommer's "Common," Cork  
 Lined..... 70%  
 John Sommer's "O. K.," Cork  
 Lined..... 50%  
 John Sommer's "Chicago," Cork  
 Lined..... 60%  
 John Sommer's "Perfection," Cedar..... 40%  
 John Sommer's "No Brand," Cedar..... 50&10%  
 Star..... 60&60&5%

**SELF MEASURING—**

Enterprise  $\frac{1}{2}$  doz. \$36.00..... 40%  
 Lane's  $\frac{1}{2}$  doz. \$36.00..... 40&5&40&10%  
 National Specialty Mfg. Co..... 33% $\frac{1}{2}$

**Files—****DOMESTIC—**

New List, Nov. 1, 1899..... 70&10%  
 American..... 70%  
 Arcade..... 75&10%  
 Derby..... 70%  
 Disston's..... 70%  
 Disston's Superfine..... 25&30%  
 Eagle..... 70%  
 Economy..... 75&10%  
 Great Western..... 70&10%  
 Kearney & Foot..... 70&10%  
 Nicholson..... 70%  
 Nicholson's X. F. Files..... 30&25&10%  
 Royal..... 75%  
 Second Quality Files..... 80&10%  
 Tiger..... 75%  
 Victor..... 75&10%

**IMPORTED—**

Stube..... Stubs' list, 30&33% $\frac{1}{2}$

**Fish Hooks—**

Amer. Fish Hook Co. list..... 60&60&10%  
 Kirby & Limerick, low list (50c base)..... 10%

**Fish Scalers—**

Covert's Saddlery Works:  
 Great American..... 60&20%  
 Fitch's..... 25&10%

**Fluting Scissors—**

List..... 45%

**Forges—**

Boydton & Plammers..... 60%

**Forks—**

Steel Goods Association List, Aug.  
 1, 1899.  
 Barn or Ice Forks..... 40&5%  
 Ballast or Stone Forks..... 40&5%  
 Beet Forks..... 40&5%  
 Coal Forks..... 40&5%  
 Coke and Cotton Seed Forks..... 40&5%  
 Hay Forks, Four Tine, Standard  
 Size..... 60% $\frac{1}{2}$   
 Hay Header and Baler Forks, Four  
 Tine..... 60&30%  
 Manure Forks, Four Tine..... 75%  
 Manure Forks, Five and Six Tine..... 70%  
 Grain or Barley Forks..... 70&10&25%  
 Heavy Mill, Manure or Street Forks..... 75%  
 Oyster Forks..... 40&5%  
 Potato Digging Forks..... 65%  
 Potato Scoop Forks..... 50%  
 Shaving Forks..... 40&5%  
 Sluice Forks..... 40&5%  
 Socket Hay Forks, Four Tine..... 60% $\frac{1}{2}$   
 Socket Manure Forks, Four Tine..... 70%  
 Socket Spading Forks, four Tine.  
 70&5&5&2% $\frac{1}{2}$   
 Spading Forks..... 70&5%  
 Stone Picking Forks..... 65%  
 Tanner's Forks..... 40&5%  
 Hay Forks, Three Tine, Standard  
 Size..... 60% $\frac{1}{2}$   
 Hay Header and Baler Forks, Three  
 Tine..... 67% $\frac{1}{2}$   
 Hay Forks, Two Tine, Standard  
 Size..... 65%

**Fruit, Wine and Jelly Presses.**

Enterprise..... 20&25%

**Fry Pans—**

Acme Fry Pans..... 70&70&5%  
 Burnished, regular goods..... 75&75&10%  
 Standard List..... 70&10&75%  
 No..... 0 1 2 3 4  
 $\frac{1}{2}$  doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25  
 No..... 5 6 7 8  
 $\frac{1}{2}$  doz..... \$6.00 \$7.00 \$8.00 \$9.00

**Fuse—**

Common Hemp Fuse,  $\frac{1}{2}$  1000 ft.  
 \$4.50..... 25%  
 Common Cotton Fuse,  $\frac{1}{2}$  1000 ft.  
 \$4.75..... 25%  
 Single Taped Fuse,  $\frac{1}{2}$  1000 ft. \$8.00. 25%  
 Double Taped Fuse,  $\frac{1}{2}$  1000 ft.  
 \$10.00..... 25%

**Gate Hinges—**

See Hinges.

**Gauges—**

Bemis & Call's Steel..... 50%  
 Boss, Screw Pitch..... 33% $\frac{1}{2}$   
 Clapboard..... 25&10%  
 Marking, Mortise, etc..... 65&10&55%  
 10&10%

Stanley's..... 60&10%  
 Stanley's Chisel..... 20&10%  
 Starrett's Surface, Center and  
 Scratch..... 25&10%  
 Copeland Champion Bit,  $\frac{1}{2}$  doz.  
 \$2.00 net  
 Stubs' Wire and Drill..... 20%  
 Wire, Morse's..... 25%  
 Wire, P. S. & W., low list..... 10 & 10%  
 Wire, Wheeler, Madden & Co..... 10%

**Gimlets—**

"Diamond" Gimlets,  $\frac{1}{2}$  gr. \$4.00&\$4.25  
 Double Cut..... 40&10&50%  
 Metal Head..... 50&10%  
 Wood Head..... 50%  
 Swan's, German Pattern..... 40&10%

**Gimlet Bits—**

See Augers and Bits.

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue..... 25&25&10%  
 Le Pages Liquid..... 5&25&10%  
 Mystic..... 40%  
 Martins..... 40%

**Glue Pots—**

Tinned..... 40&5&40&10&5%

**Graters—**

Champion Nutmeg.....  $\frac{1}{2}$  doz. \$9.00  
 Edgar's Nutmeg.....  $\frac{1}{2}$  gro. \$10.50. 10%  
 Enterprise..... 25&30%  
 Rotary Nutmeg.....  $\frac{1}{2}$  gro. \$9.00

**Griddles—**

Cronk's..... 70%

**Grindstone Fixtures—**

P. S. & W. Co..... 50&10%  
 Russell & Erwin..... 70&10%  
 Sargent's Patent..... 70&10%  
 Stowell..... 55&10%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Halts—**

Britton's.....  $\frac{1}{2}$  doz. \$6.50

**Halters—**

Covert Mfg. Co.:  
 Jute Rope Halters..... 35%  
 Sisal Rope..... 20%  
 Web Halters..... 45%

**Halter Chain—**

See Chain.

**Hammers—**

**HANDLED HAMMERS—**  
 Atha Tool Co..... 50&10%  
 Henry Cheney Hammer Co.:  
 Handled Claw..... 40&10%  
 Machinists'..... 50&10%  
 Humason & Beckley..... 40&10%  
 Dunlap's Patent..... 25%  
 Magnetic Tack, Nos. 1, 2, 3 \$1.25.  
 \$1.50&\$1.75..... 40&10%  
 H. & B., Tack..... 50&10%  
 Maydole's..... 33% $\frac{1}{2}$ &5&10&10%  
 Peck, Stow & Wilcox..... 40%  
 Fayette R. Plumb:  
 Artisan's Choice, A. E. Nail. 33% $\frac{1}{2}$ &10%  
 Engineers and B. S. Hand..... 60%  
 A. E. Nail..... 33% $\frac{1}{2}$ &5%  
 Other Brands..... 40&10%  
 Sargent's New List..... 40&40&10%  
 Ulrich's Handy.....  $\frac{1}{2}$  doz. \$3.00  
 Verree..... 50&10%  
 Warner & Noble's New List..... 25%

**HEAVY HAMMERS AND SLEDGES—**

Under 8 lb.....  $\frac{1}{2}$  lb 40c | 75&10&5%  
 8 to 5 lb.....  $\frac{1}{2}$  lb 30c | 8  
 Over 5 lb.....  $\frac{1}{2}$  lb 80c | 75&10&5%  
 Heavy Weights..... 75&10&10%  
 Wilkinson's Smiths..... 9% $\frac{1}{2}$ &10c  $\frac{1}{2}$  lb

**Hammock Ropes—**

Covert Mfg. Co.:  
 Jute..... 35%  
 Sisal..... 20%

**Hand Cultivators—**

Ulrich Mfg. Co.:  
 Osborne's.....  $\frac{1}{2}$  doz., \$15.00

**Handles—**

**IRON, WROUGHT OR CAST—**  
 Chest Handles, Sargent's..... 50&10%  
 Chest Handles, Stearns' No. 1, Door  
 or Thumb..... 80c. 70%  
 Nos..... 0 1 2 3 4  
 $\frac{1}{2}$  doz..... \$ .90 \$1.00 \$1.08 \$1.85 \$1.50  
 50&10%  
 Drawer Handles..... 60%  
 Ring Handles..... 70%  
 Roggin's Latches..... 35&35&10%  
 Shelf Box Handles..... 65%  
 Trunk Handles..... 60%  
 Tub Handles..... 9c&10%

## STORE DOOR HANDLES—

|                                  |           |
|----------------------------------|-----------|
| Bronzed, with Cylinder Lock..... | 50%       |
| Bronzed.....                     | 50@50.10% |
| Japanned, with Nuts.....         | 45@1%     |
| Japanned, with Plate.....        | 45@10%    |
| Japanned, without Plate.....     | 45@10%    |

## DOOR PULL—

|                                  |           |
|----------------------------------|-----------|
| Bar.....                         | 60@60.10% |
| Barn Door.....                   | 50@1%     |
| Chest and Lifting.....           | 60@60.10% |
| Drawer Pulls.....                | 50@10@10% |
| Plain B. M.....                  | 6@60.10%  |
| Push Plates, Sargent's List..... | 60@60.10% |
| Sash Pull Plates.....            | 70@10%    |
| Sash Pulls.....                  | 60@10.10% |
| Window Pulls.....                | 60@%      |

## WOOD—

|                                            |                                |
|--------------------------------------------|--------------------------------|
| Auger, assorted.....                       | gr. \$2.25@2.50                |
| Auger, large.....                          | gr. 8.00@3.25                  |
| Auger, Douglass' Pat., gr. set, No. 1..... | \$1.0 : No. 2, \$1.40. 60@10%  |
| Auger, Ives' Pat., No. 1.....              | 60@10%                         |
| No. 2 to 32.....                           | 40%                            |
| Auger, Swan's Pat., gr. set, No. 3.....    | \$1.00 : No. 4, \$1.25. 25@10% |
| Bradawl.....                               | gr. \$1.75@2.00                |
| Chisel, Worcester, Leather Cap'd.....      | 1.50                           |
| Disston's Crosscut.....                    | gr. \$1.25@1.40                |
| File, assorted.....                        | gr. \$2.25@2.50                |
| Firmer Chisel, Apple, assorted.....        | gr. \$2.75@3.00                |
| Firmer Chisel, Hickory, ass'd.....         | gr. \$2.00@2.25                |
| Firmer Chisel, Hickory, large.....         | gr. \$2.50@2.75                |
| Firmer Chisel, Socket, ass'd.....          | gr. \$2.00@2.25                |
| Hammer, Hatchet, Axe, Sledge, etc.....     | 50@2%                          |
| Hoe, Rake and Fork.....                    | 60@10@60.10.5%                 |
| Saw and Plane.....                         | 40@10@50%                      |
| Shovel and Spade, Wood D. Handl.....       | 60@60.10%                      |

## CROSS-CUT SAW HANDLES—

|               |           |
|---------------|-----------|
| Atkins.....   | 40%       |
| Champion..... | 45@45.10% |

## Hangers—

|                                             |                                          |
|---------------------------------------------|------------------------------------------|
| American Trackless.....                     | 33%@30%                                  |
| Barn Door, old pattern.....                 | 60@10%                                   |
| Barn Door, New England.....                 | 66%@70%                                  |
| Barry.....                                  | 50@10%                                   |
| Best Anti-Friction.....                     | 60@10%                                   |
| Challenge Barn Door.....                    | 50%                                      |
| Cronk's Roller Bearing.....                 | \$1.50 net per dozen.                    |
| No. 0.....                                  | 5.50                                     |
| No. 4.....                                  | 0.50                                     |
| No. 5.....                                  | 60@10.5%                                 |
| Cronk's Steel, cov'd, Loose Axle.....       | 60@5%                                    |
| Coburn.....                                 | 40%                                      |
| Davis Parlor Door.....                      | 50@50.5%                                 |
| Duplex (Wood Track).....                    | 60@10.5%                                 |
| Kidder's.....                               | 60@50.10%                                |
| Lane's Barn Door.....                       | 60%                                      |
| Barn Door, Standard.....                    | 50@10@50.10.5%                           |
| Covered.....                                | 60%                                      |
| Special.....                                | 50@10@60.5%                              |
| No. 50.....                                 | 30@10@40%                                |
| New Model, Tinned.....                      | 30@10@40%                                |
| Parlor.....                                 | 4.50@                                    |
| Standard.....                               | gr. set, net, \$3.50@3.80                |
| Ball Bearing.....                           | 4.50@                                    |
| New Model.....                              | 8.00@                                    |
| New Champion.....                           | 2.40@ 2.50                               |
| Manhattan.....                              | 60%                                      |
| McKinney's "None Better," No. 2.....        | \$18.00; No. 1 Special, \$13.00. 60@10%  |
| dozen pairs.....                            | 40@10%                                   |
| Richards' Single Track, Steel.....          | 40@10%                                   |
| Richards' Anti-Friction.....                | 50%                                      |
| Stearns.....                                | 30@20%                                   |
| Single Track, No. 5.....                    | 60%                                      |
| Gem.....                                    | 60%                                      |
| Royal.....                                  | 60%                                      |
| Challenge.....                              | 60%                                      |
| Warner, 1 and 2.....                        | 40@10%                                   |
| Stowell Mfg. Co.'s Barn Door.....           | 60@10%                                   |
| Badger.....                                 | 55@5%                                    |
| Climax.....                                 | 60%                                      |
| Interstate.....                             | 50%                                      |
| Magic.....                                  | 50@10%                                   |
| Matchless, Covered.....                     | 50@10%                                   |
| Nansen, Roller Bearing.....                 | 50@10%                                   |
| Parlor Door.....                            | 50@5%                                    |
| Wild West.....                              | 55@5%                                    |
| Zenith, for Wood Track.....                 | 33%                                      |
| Baggage Car Door.....                       | 55@5%                                    |
| Elevator.....                               | 50@10%                                   |
| Railroad.....                               | 55@5%                                    |
| Street Car Door.....                        | 50@10%                                   |
| Victor, No. 1, \$15.00; No. 2, \$20.00..... | No. 3, \$25.00; No. 4, \$35.00. 60@10.2% |
| Warner's Patent.....                        | 20@10.10%                                |
| Wilcox.....                                 | 40%                                      |

## Harness Snaps—

See Snaps.

## Hasps and Staples—

|                                       |          |
|---------------------------------------|----------|
| McKinney's "Perfect," \$1.10 doz..... | 40@10%   |
| Wrought.....                          | 80@10@5% |
| Wrought, Stanley.....                 | 80%      |

## Hatchets—

See Axes.

## Hay Hooks—

|                        |        |
|------------------------|--------|
| Humason & Beckley..... | 60@10% |
|------------------------|--------|

## Hay Racks—

|                                                                  |  |
|------------------------------------------------------------------|--|
| Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net..... |  |
|------------------------------------------------------------------|--|

## Hay and Straw Knives—

|                                       |       |
|---------------------------------------|-------|
| Auburn Hay, Com. and Spear Point..... | 50%   |
| Auburn Straw.....                     | 40%   |
| Lightning, from jobbers.....          | 60@5% |
| Wadsworth's.....                      | 40%   |

## Hinges—

## WROUGHT IRON HINGES—

|                                                                                     |            |
|-------------------------------------------------------------------------------------|------------|
| Corrugated Strap and T, 66%@10@.....                                                | 70@10%     |
| Rolled Blind Hinges, Nos. 32 and 34.....                                            | 50@10%     |
| Rolled Plate.....                                                                   | 70%        |
| Rolled Raised.....                                                                  | 3%@3%4c.   |
| Plate Hinges, "Providence," 6 to 12 in., 1/2 lb, 5c., 14 to 36 in., 1/2 lb, 4c..... | 3%4c@3%4c. |
| Screw Hook and Strap, 14 to 20 in., 1/2 lb.....                                     | 3%4c@3%4c. |
| 22 to 36 in., 1/2 lb.....                                                           | 3%4c@3%4c. |

## STRAP AND T HINGES—

|                           |                 |
|---------------------------|-----------------|
| Light Strap Hinges.....   | 60%@60%4@10.10% |
| Heavy Strap Hinges.....   | 70@70.10.10%    |
| Light T Hinges.....       | 50@10@10%       |
| Heavy T Hinges.....       | 60@10@10.10.10% |
| Extra Heavy T Hinges..... | 66%4@70.10%     |
| Long Chest Hinges.....    | 45@50.10%       |
| Hinge Hasps.....          | 4@50.10%        |
| Crate Hasps.....          | 45@50.10%       |
| Crate Hinges.....         | 6%4@70.10%      |

## SPRING HINGES—

|                                                 |              |
|-------------------------------------------------|--------------|
| Bommer's.....                                   | 33%4         |
| Bardsley's Patent Checking.....                 | 1%4          |
| Chicago.....                                    | 25%          |
| Champion.....                                   | 60%          |
| Keil's American.....                            | 30%          |
| Matchless, Double Acting Pivot.....             | 25%          |
| New Idea, No. 1.....                            | gr. \$7.50   |
| New Idea, No. 2.....                            | gr. \$15.00  |
| Rex.....                                        | gr. \$18.00  |
| Royal, Japanned.....                            | 66%4         |
| Rubber.....                                     | 66%4         |
| Sargent's List, 1894:                           |              |
| Bronze Metal.....                               | 70@10.10%    |
| Japanned Surface, Single.....                   | 70@10%       |
| Japanned Surface, Double.....                   | 60@10%       |
| Mortise.....                                    | 70@10%       |
| Model.....                                      | 70@70.10.10% |
| Tuscan Surface, Single.....                     | 70%          |
| Tuscan Surface, Double.....                     | 60@10%       |
| Vigilant.....                                   | 60%          |
| Stearns.....                                    | 75%          |
| Union Spring Hinge Co.'s List, March, 1894..... | 20%          |
| Union Mfg. Co.....                              | 25%          |
| Van Wagoner & Williams Hdw. Co.: Acorn.....     | gr. \$12.50  |
| Acme.....                                       | 30%          |
| Acme, Brass.....                                | 30%          |
| American.....                                   | 20%          |
| Clover Leaf.....                                | gr. \$12.50  |
| Columbia, No. 14.....                           | gr. 9.00     |
| Columbia, No. 18.....                           | gr. 25.00    |
| Crown.....                                      | 30%          |
| Gem.....                                        | 2%           |
| Knoxall.....                                    | gr. \$9.00   |
| Oxford.....                                     | 25%          |
| Wiles', No. 1, gr., \$16.00; No. 2.....         | \$13.00      |

## GATE HINGES—

|                                         |                       |
|-----------------------------------------|-----------------------|
| Automatic.....                          | gr. doz. \$12.50. 50% |
| Clark's, Nos. 1, 2, 3.....              | 50@10@60.10%          |
| N. E., gr. doz. \$7.50.....             | 60%                   |
| N. E., Reversible, gr. doz. \$5.60..... | 60%                   |
| N. Y. State, gr. doz. \$4.90.....       | 60%                   |
| Shepard's, Nos. 1, 2, 3.....            | 60@10%                |
| Western, gr. doz. \$4.30.....           | 60%                   |

## BLIND HINGES—

|                                                                                                              |           |
|--------------------------------------------------------------------------------------------------------------|-----------|
| Clark's:                                                                                                     |           |
| Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2.....                                                               | 70@10%    |
| 3.....                                                                                                       | 70@10%    |
| Mortise Gravity.....                                                                                         | 50%       |
| Nos. 1, 3, 5.....                                                                                            | 70@10%    |
| Nos. 40 and 50.....                                                                                          | 70%       |
| Huffer.....                                                                                                  | 5%@60%    |
| Parker.....                                                                                                  | 70@10%    |
| Sargent's, Nos. 1, 3, 5, 11, 18.....                                                                         | 70@10%    |
| Shepard's or Wrightsville Hdw. Co.: Acme, Lull & Porter.....                                                 | 70@5%     |
| Buffalo Gravity Locking, Nos. 1, 3 and 5.....                                                                | 70@10%    |
| Champion Gravity Locking, No. 75.....                                                                        | 70@10.10% |
| 1868, Old Pattern, Nos. 1, 3 and 5.....                                                                      | 70@5%     |
| Tip Pattern, Nos. 1, 3 and 5.....                                                                            | 70@5%     |
| Double Locking, Nos. 20 and 25.....                                                                          | 70%       |
| Empire, Nos. 101 and 103.....                                                                                | 70%       |
| Niagara Gravity Locking, Nos. 1, 3 and 5.....                                                                | 70@10%    |
| Noiseless, Nos. 50, 60, 65 and 65.....                                                                       | 80@10%    |
| O. S., Lull & Porter.....                                                                                    | 80@10%    |
| Pioneer, Nos. 090, 45 and 54.....                                                                            | 70%       |
| Steamboat Gravity Locking, No. 10.....                                                                       | 70@10.5%  |
| Stenger's Positive Locking.....                                                                              | 70%       |
| W. H. Co.'s No. 2 Mortise Gravity.....                                                                       | 60%       |
| Stanley's Steel Gravity Blind Hinges, No. 1, 64 1/2, no Screws, 75c., with Screws, \$1.20 gr. doz. sets..... | 20@10%    |
| Stanley's Rolled.....                                                                                        | 20@10%    |
| Stanley's Rolled Center.....                                                                                 | 30%       |

## Hitching Cords—

|                     |     |
|---------------------|-----|
| Covert Mfg. Co..... | 45% |
|---------------------|-----|

## Hoes—

|                                                |    |
|------------------------------------------------|----|
| Steel Goods Association List, Aug 1, 1899..... |    |
| Asphalt Hoes.....                              | 6% |

|                                     |               |
|-------------------------------------|---------------|
| Cotton Hoes.....                    | 70@10.10.5.5% |
| Cotton Chopper Hoes.....            | 75@10.7%4     |
| Garden Hoes.....                    | 75@%          |
| Harper's No. 7 Mortar Hoes.....     | 65%           |
| Jersey Hoes.....                    | 75@5%         |
| Kerzinger, Cut-Ezy.....             | 75@10.7%4     |
| Ladest Cotton Hoes.....             | 75@10.7%4     |
| Laid Steel Edge Hoes.....           | 25@5.5%       |
| Meadow and Rhode Island Hoes.....   | 75@           |
| Mortar and Street Hoes.....         | 75@7%4.2%     |
| Planter Hoes, Regular Pattern.....  | 70@30%        |
| Rough Finish Shank Cotton Hoes..... | 75@12%4       |
| Special Hoes.....                   | 75@10.3%      |
| Special Mortar Hoes.....            | 40@10.3%4     |
| Sunhem Meadow Hoes.....             | 75@5.5%       |
| Tobacco Hoes.....                   | 75@20%        |
| Toy Ladies' and Boys' Hoes.....     | 70@10.10%     |
| Truck Hoes.....                     | 50@10.2%      |
| Warren Hoes.....                    | 60%           |
| Weeding Hoes and Rakes.....         | 75%           |

## Hollow Augers—

See Augers and Bits.

## Hollow Ware—

## IRON—

|                             |          |
|-----------------------------|----------|
| Lalace & Grosjean Mfg. Co.: |          |
| A late-Nickel-Ware.....     | 40@10%   |
| Pearl, Agate.....           | 40@10%   |
| Peerless Enameled Ware..... | 70%      |
| Crystal Steel-Ware.....     | 50@10%   |
| Blue and White-Ware.....    | 40@1%    |
| White-Ware.....             | 33%4@10% |

## STOVE HOLLOW WARE—

|               |           |
|---------------|-----------|
| Ground.....   | 60@10.10% |
| Unground..... | 70@5%     |

## WHITE ENAMELED WARE—

|                                   |           |
|-----------------------------------|-----------|
| Boilers and Saucepans.....        | 45@50%    |
| Maslin Kettles.....               | 70@70.10% |
| Tinned Boilers and Saucepans..... | 45@50%    |

## SILVER-PLATED—

|                                  |          |
|----------------------------------|----------|
| 4 mo. or 5c cash in 30 days..... |          |
| Hartford Silver-Plate Co.....    | 40@5%    |
| Holmes & Edwards Silver Co.....  | 40@15.5% |
| Murden Britannia Co.....         | 40@5%    |
| Reed & Barton.....               | 40@5%    |
| Rogers & Brother.....            | 4@5%     |
| Simpson, Hall, Miller & Co.....  | 40@5%    |
| William Rogers Mfg. Co.....      | 40@10%   |

## Hooks—

## AGRICULTURAL—

|                            |           |
|----------------------------|-----------|
| Potato, all kinds.....     | 70%       |
| Manure.....                | 70%       |
| Iowa F. T. Co.'s Clam..... | 60@10.2%4 |

## BUSH—

|                           |         |
|---------------------------|---------|
| Jennings & Griffin's..... | 33%4@5% |
|---------------------------|---------|

## CORN—

|                         |                  |
|-------------------------|------------------|
| Kretzinger Cut-Ezy..... | gr. doz. \$3 net |
|-------------------------|------------------|

## CAST IRON—

|                                   |           |
|-----------------------------------|-----------|
| Bird Cage, Sargent's list.....    | 60@10.10% |
| Bird Cage, Reading.....           | 60@60.10% |
| Bird Cage, Williamson.....        | 50%       |
| Ceiling, Sargent's list.....      | 50@10%    |
| Chandelier.....                   | 70%       |
| Clothes Line, Sargent's list..... | 50@10%    |
| Coat and Hat, Sargent's list..... | 50@10%    |
| Coat and Hat, Reading.....        | 60@10%    |
| Coat and Hat, Stowell's.....      | 70%       |
| Harness, Sargent's list.....      | 50@50.10% |
| Lamp.....                         | 5%        |
| Picture.....                      | 75%       |
| Screw Hat.....                    | 70%       |
| Stowell's:                        |           |
| Clothes Line.....                 | 70%       |
| Harness.....                      | 70%       |
| Hotel & School House.....         | 70%       |
| Wardrobe.....                     | 55%       |

## WROUGHT IRON AND STEEL—

|                                                |                    |
|------------------------------------------------|--------------------|
| Cotton.....                                    | gr. doz. \$1.25    |
| Cotton Pat. (N. Y. Mallet & Handle Works)..... | 20%                |
| Hammock Hooks, E. C. Stearns.....              | gr. doz. 60c       |
| Picture, T. & S. Mfg. Co.....                  | 75%                |
| Tassel, T. & S. Mfg. Co.....                   | 50@10%             |
| Wrought Staples, Hooks, &c.....                | See Wrought Goods. |

## MEAT—

|                        |        |
|------------------------|--------|
| Enterprise.....        | 40%    |
| Humason & Beckley..... | 60@10% |

## WIRE—

|                                  |                |
|----------------------------------|----------------|
| Atlas Coat and Hat.....          | 45%            |
| Belt.....                        | 75@75.10%      |
| Crescent, Coat and Hat.....      | 50@10@10%      |
| Wire Coat and Hat, Acme.....     | 50@10@50       |
| Wire Coat and Hat, Gem.....      | 50@10@50       |
| Wire Celling, Gem.....           | 50@10@50.10.5% |
| Wire Coat and Hat, Standard..... | 45%            |

## MISCELLANEOUS—

|                                                 |           |
|-------------------------------------------------|-----------|
| Covert Mfg. Co.:                                |           |
| Safety Gate and Scuttle Hooks.....              | 35%       |
| G. ans No. 2, \$1.65; 3, \$1.80; 4, \$2.00..... |           |
| Hicks and Eys—Brass.....                        | 60@10%    |
| Hicks and Eys—Mal. Iron.....                    | 70@70.10% |
| Cot on, Box and Hay.....                        | 60@60.10% |

## Horse Clippers—

See Clippers.

## Horse Nails—

|                          |                          |
|--------------------------|--------------------------|
| Nos. 6 7 8 9 10          |                          |
| A. C. ....               | 25c 25c 25c 21c 21c      |
|                          | 40@10%                   |
| American, all sizes..... | 10%4c net                |
| Nos. 6 7 8 9 10          |                          |
| Ansable.....             | 28c 26c 25c 24c 23c      |
| Anchor.....              | 23c 21c 20c 19c 19c      |
| C. B. K.....             | 25c 23c 22c 21c 21c      |
| Capewell.....            | 19c 18c 17c 16c 16c      |
| Champlain.....           | 28c 26c 25c 24c 23c      |
|                          | 40@5.5%                  |
| Clinton Fin.....         | 19c 17c 16c 15c 14c      |
| Essex.....               | 23c 26c 25c 24c 23c      |
|                          | 40@10@50%                |
| Lyra, all sizes.....     | 9%4c net                 |
| Maud S.....              | 25c 23c 22c 21c 21c      |
| Neponset.....            | 25c 23c 22c 21c 21c      |
| Northwestern.....        | 25c 23c 22c 21c 20c      |
|                          | 25@25.5%                 |
| Putnam.....              | 23c 21c 20c 19c 18c      |
| Snowden.....             | 9%4c 9%4c 9%4c 9%4c 9%4c |
| Vulcan.....              | 23c 21c 20c 19c 18c      |

## Horse Shoes—

|                                               |           |
|-----------------------------------------------|-----------|
| Horse and Mule, per keg.....                  | \$3.75    |
| Barden's, all sizes.....                      | 3.70      |
| Bryden, Phoenix, Perkins, &c.....             | 3.75      |
| Diamond State, Shoenberger, Crescent, &c..... | \$3.75@5% |
| Factory Shipments.....                        |           |

## Horse Ties—

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton.....      | 45% |
| Hemp.....        | 45% |
| Jute.....        | 35% |
| Sisal.....       | 30% |

## Hose, Rubber—

|                                |        |
|--------------------------------|--------|
| Boston Belting Co.:            |        |
| "Boston".....                  | 50%    |
| Competition.....               | 70%    |
| Extra.....                     | 60%    |
| N. J. Car Spring & Rubber Co.: |        |
| Extra Para.....                | 40@10% |
| Reliable.....                  | 50@10% |
| Staple.....                    | 60@10% |
| Standard.....                  | 70@10% |

## Ice Awls, Chippers, &amp;c.—

|                         |                  |
|-------------------------|------------------|
| Copeland Ice Pick.....  | gr. \$9.00 net   |
| Crown.....              | net              |
| Gem Ice Shave.....      | net              |
| Parker's:               |                  |
| Ice Box Chisel.....     | gr. doz. \$12.00 |
| Ice Crusher, No. 3..... | gr. doz. 3.00    |
| Ice Crusher, No. 2..... | gr. doz. 6.00    |
| Ice Crusher, No. 1..... | gr. doz. 4.00    |
| Ice Tools.....          | gr. doz. 20.00   |
| Sargent's Ice Awls..... | 55%              |
| Snell's.....            | 60%              |
| Star.....               | net              |

## Ice Cream Freezers—

See Freezers, Ice Cream.

## Ice Shredders—



**Latches—**

Cronk's Barn Door ..... Net, \$2.25  
Lane's Barn Door ..... 40¢@10¢

**Lawn Mowers—**

Champion ..... 75¢@10¢  
Clipper Improved ..... 50¢@10¢@5¢  
Continental ..... 60¢@10¢  
Enterprise ..... 40¢@10¢  
Genuine Philadelphia Mowers:  
Style M., S., C., K., T. .... 70¢@10¢  
Style A. (all steel) ..... 60¢@10¢  
Style E., Low Wheel ..... 60¢@10¢  
Style E., High Wheel ..... 70¢@10¢  
Drexel, low list. .... 50¢  
Gold Coins, low list. .... 50¢  
Great American ..... 70¢@10¢  
Imperial ..... 60¢@10¢@10¢  
New Departure, High Wheel ..... 70¢@10¢  
New Departure, Low Wheel ..... 75¢  
New Easy ..... 60¢@10¢@10¢@10¢  
New York ..... 60¢@5¢  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net  
Pennsylvania ..... 60¢@10¢  
Racine:  
14 in. 16 in. 18 in. 20 in.  
\$15.00 \$17.00 \$19.00 \$21.00 each 60¢  
Rapid Transit ..... 70¢@10¢  
Standard ..... 60¢@5¢  
Sunbeam ..... 60¢@10¢

**Lawn Sprinklers—**

Enterprise ..... 25¢@50¢  
Gibbs Arc ..... \$ doz. \$10.00  
Gibbs' Hustler ..... \$ doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1. No. 2. No. 3.  
\$ doz. \$12.00 \$15.00 \$24.00 ..... 80¢

**Leaders—**

Covert Mfg. Co. Cattle ..... 45¢

**Lead Pipe, Etc.**

Lead Pipe, full lengths ..... 6c  
Lead Pipe, cut lengths ..... 6 1/2c  
Lead Pipe, Tin Lined ..... 12 1/2c  
Block Tin Pipe ..... 8 1/2c  
Sheet Lead, full rolls ..... 7c  
Sheet Lead, cut rolls ..... 8c  
Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros. \$ doz. 8 in. \$1.00; 10 in., \$1.40 ..... 20¢  
Dean's, Nos. 1, \$ doz. \$3.50; 2, \$3.35;  
3, \$1.65; Queen, \$2.50, net  
Hotchkiss, Straight Flush, \$ doz. \$9.60  
Jennings' Star ..... \$ doz. \$1.90 @2.00  
Little Giant ..... 50¢@50¢@5¢  
Porc. Lined, Iron ..... \$3.25 @3.50  
Porc. Lined, Wood ..... \$ doz. \$6.00  
80¢@10¢@40¢  
Wood, Common, \$ gross, No. 0, \$5.00;  
No. 1, \$6.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate ..... 50¢@50¢@10¢  
Name Plate ..... 70¢  
Number Door Plate ..... 60¢@60¢@10¢  
Sargent's ..... 60¢@10¢@70¢

**Levels—**

C. E. Jennings & Co.'s:  
Hexagon ..... 2¢@10¢  
Iron Bench, new design ..... 25¢@10¢

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's ..... 50¢  
Cotton Chalk, 20 feet ..... 60¢@10¢  
Cotton Trot ..... 33¢@5¢  
Mason's:  
Colored Cotton ..... 40¢@10¢  
Flax ..... 40¢@10¢  
No. 0 to 5 ..... 25¢  
Samson Cotton, No. 4, \$2.00; No. 4 1/2, \$2.50 ..... 10¢  
Silver Lake, Braided, No. 0, \$6.00;  
No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 \$ gross ..... 25¢@30¢  
Ventilator Cord, Samson Braided,  
White or Drab Cot. \$ doz. \$7.50 20¢  
Wire Clothes, 100 feet, No. 18, \$2.25;  
No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &c.  
Brinsford Lock Co. .... Net prices  
Champion Night Latches ..... 40¢  
Moore's Elevator Door ..... 40¢  
Norwalk Lock Co. .... 40¢  
Plate ..... 33¢@5¢  
R & E Mfg. Co. .... 45¢@10¢  
Reading Hardware Co. .... 40¢  
Sargent & Co ..... 40¢  
Yale ..... Net prices

**CABINET—**

Eagle Lock Co. .... 33¢@5¢  
Corbin ..... 33¢@5¢  
Yale ..... 33¢@5¢

**PADLOCKS—**

Acme Bicycle and Satchel, \$ doz., \$9.00 ..... 40¢  
Acme Sword Co ..... 40¢  
Brown's Brass ..... 25¢  
Brown's Chain ..... 25¢  
Champion ..... 40¢

Eagle ..... 40¢  
Scandinavian ..... 90¢@25¢  
McWilliams ..... 25¢  
Smith & Egge Bicycle ..... 60¢  
Wrought Iron ..... 75¢@10¢  
Yale Lock Co ..... Net prices

**TRUNK—**

Corbin's ..... 25¢  
Eagle ..... 25¢

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
Hickory ..... 50¢@50¢@10¢  
Lignumvite ..... 50¢@50¢@10¢

**Mattocks—**

Cronk's Garden ..... 25¢  
Regular Goods ..... 60¢@10¢

**Meat Cutters—**

American ..... 30¢  
Nos. 1 2 3 4 B 5  
Each \$5 \$7 \$10 \$25 \$50 \$80  
Dixon's ..... \$ doz. 33¢@4¢  
Nos. 1 2 3 4  
\$14 \$17 \$19 \$30

Enterprise ..... 25¢@25¢@7 1/2¢  
Nos. 5 10 12 20 22 32  
Each \$2 \$3 \$2.50 \$5 \$4 \$6  
Hales Pattern, \$ doz. .... 70¢@70¢@5¢  
Nos. 11 12 13  
\$27 \$33 \$45

Home No. 1, \$ doz. \$25 ..... 60¢  
Little Giant ..... 50¢@10¢  
Nos. 805 810 812 320 322  
\$35 \$48 \$44 \$72 \$68

Miles Challenge, \$ doz. .... 45¢@45¢@10¢  
Nos. 1 2 3  
\$22 \$30 \$40

Woodruff's, \$ doz. .... 33¢@5¢  
Nos. 100 150  
\$15 \$18

Beef Shavers (Enterprise) ..... 25¢@30¢  
Chadborn's Smoked Beef Cutter  
\$ doz. \$90.00

**Meat Juice Extractors—**

Enterprise ..... 25¢@30¢

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
Magnolia, Anti-Friction ..... 25¢  
No Name ..... 15c  
Mystic ..... 10c  
f. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent ..... \$ doz. \$1.00, 40¢  
P. S. & W. .... 35¢@10¢@40¢  
Reading ..... 50¢@10¢  
Sargent's ..... 60¢@60¢@10¢  
Warner's ..... 30¢

**Mop Wringers—**

Matchless (Canton, O.), \$ doz. .... \$12.00

**Motors—**

COFFEE MILL—  
Specialty Novelty Co ..... each \$5.00

**Nails—**

WIRE AND CUT NAILS—  
See Review of the Markets for  
Quotations  
Wire Nails and Brads, Papered, Ass'n  
list, July, 1899 ..... 85¢@5¢@10¢

**PICTURE—**

Brass Head, Combination list ..... 70¢  
Brass Head, Sargent's list ..... 70¢@70¢@5¢  
Niles' Patent ..... 40¢  
Porcelain Head, Comb'n list ..... 40¢  
Porcelain Head, Sargent's list ..... 50¢

**FURNITURE—**

Antique Bronze ..... 10¢  
China ..... 25¢  
Fire Gilt ..... 10¢  
Plain ..... 40¢

**Nail Pullers—**

Black Hawk, \$ doz. .... \$9.00  
Cyclops ..... 35¢  
Eclipse ..... \$ doz. 18.00, 25¢@10¢@10¢  
Giant, No. 1, \$ doz. \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00 ..... 30¢@5¢  
Lightning ..... \$ doz. \$18.00, 30¢  
National ..... \$ doz. 24.00, 40¢  
Pelican ..... \$ doz. \$9.00, 40¢@40¢@10¢  
Scranton, No. 2 ..... \$ doz. \$10.00  
Scranton, No. 3 ..... \$ doz. 9.00

**Nail Sets -**

Buck Bros ..... 27 1/2¢  
Cannon's Diam'd Point, \$ gro. \$12, 25¢  
Humason's ..... 50¢@10¢  
Hunters' Cup Point, Knurled ..... \$10.00  
Hunters' Cup Point, Plain ..... 9.00  
Octagon ..... 4.00@4.75  
Round, assorted ..... 3.00@3.25  
Square ..... 4.00@4.25  
Snell's:  
Octagon ..... \$1.75  
Corrugated ..... 6.50  
Knurled ..... 9.00

**Nippers—**

Acme ..... 50¢  
Smith's Cutting ..... 50¢  
Todd's Cutting ..... 50¢

**Nut Crackers—**

Acme, Japanned ..... \$30.00, 40¢  
Acme, Nickel Plated ..... 30.00, 30¢  
Turner & Seymour Mfg. Co. .... 50¢

**Nuts—**

Off list.  
Hot pressed, square, blank ..... \$5.20  
Hot pressed, hexagon, blank ..... 5.50  
Hot pressed, square, tapped ..... 5.00  
Hot pressed, hexagon, tapped ..... 5.30  
Cold punched, plain, square, blank 4.80  
Cold punched, hexagon, square, blank ..... 4.40  
Cold punched, plain, square, tapped ..... 4.10  
Cold punched, plain, hexagon, tapped ..... 4.20

**Oilers—**

Brass and Copper ..... 40¢@10¢@50¢  
Cushman & Denison's: \$ doz. \$ .50  
Gem ..... .60  
Leader ..... 1.50  
Perfect Oilers ..... 1.50  
Star Pocket Oilers ..... .75  
Draper's:  
Brass ..... 70¢@10¢  
Steel ..... 70¢@10¢  
Malleable, Hammers, New Style, 10¢@5¢@20¢  
Malleable, Hammers, Old Pattern, same list ..... 50¢@10¢  
"Paragon," Brass ..... 5¢@10¢@60¢  
"Paragon," Zinc ..... 70¢@70¢@10¢  
Tower & Lyon Bicycle ..... 25¢  
Wilnot & Hobbs Mfg. Co.'s Steel  
Anti Rust ..... 70¢@10¢@75¢  
Zinc and Tin ..... 60¢@10¢@65¢

**Oil Stones, etc.—**

OIL STONES—  
Pike's Washita, \$ lb ..... \$ .60  
Lily White, \$ lb ..... .60  
Rosey Red Washita, Green Paper Wrapper, \$ lb ..... .40  
No. 1 ..... .30  
No. 2 ..... .30  
Pike's Washita Round Edge Slips: 3 to 5x1 1/4 to 3 1/2 to 5 1/2 at back, 1/2 to 5-16 edge, \$ lb ..... .90  
Lily White Slips ..... .90  
Rosey Red Slips ..... .80  
Extra Slips, same sizes as above ..... .70  
No. 1 ..... .40  
No. 2 ..... .40  
Penknife Piece, 3 to 5x1 to 1 1/4x1/4 to 5/8, \$ lb ..... .70  
Discount, 33 1/3%  
Pike's Washita Mounted No. 1: \$ doz. \$12.00  
8x3 ..... 11.00  
7x3 ..... 10.00  
6x3 ..... 9.00  
5x3 ..... 7.00  
4x1 1/4 ..... 5.50  
8x1 ..... 5.50  
Discount, 33 1/3%  
Pike's Washita Axe Stones: About 2x3 1/4 to 1 1/2, \$ lb ..... \$ .24  
About 2x2 1/4, extra selected ..... .40  
Discount, 33 1/3%  
India Oil Stones ..... 25¢@83 1/3%

**Packing, Steam—**

RUBBER—  
Boston Belting Co.:  
"Boston" ..... 60¢  
"Excelsior" Plumbago, Pure, \$ lb \$1.00 ..... 50¢@10¢  
Extra ..... 60¢  
Standard, Fair Quality ..... 70¢

**MISCELLANEOUS—**

American Packing ..... 8¢@10¢  
Cotton Packing ..... 13¢@14¢  
Italian Packing ..... 11¢@12¢  
Jute ..... 5¢@5 1/2¢  
Russian Packing ..... 10¢@12¢

**Padlocks—**

See Locks.

**Parers—**

APPLE— \$ doz.  
Advance ..... \$ 4.50  
Baldwin ..... 5.00  
Bonanza ..... each 5.00  
Dandy ..... each 7.50  
Eureka, 1898 ..... each 16.00  
Family Bay State ..... 12.00  
Improved Bay State ..... \$27@30.00  
Little Star ..... 4.00  
New Lightning ..... 5.50  
Penn ..... 3.75  
Perfection ..... 4.00  
Reading, 72 ..... 4.00  
Reading, 78 ..... 7.00  
Scott's Pat. Rotary ..... \$15.00, 30¢  
Turntable, Old Style ..... 4.50  
Turntable, 1898 ..... 5.00  
White Mountain ..... 4.00

**POTATO—**

Saratoga ..... \$5.50  
White Mountain ..... 4.50

**Pencils—**

Dixon's: \$ gro.  
Carpenter's ..... \$3.67@8.75  
Carpenter's, Blue or Red  
Lead ..... 4.00@7.50

Lead ..... 2.18@4.88  
Lumber ..... 8.87  
Mascot, Hexagon ..... 3.75  
Mascot, Round ..... 3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 6, \$12.00;  
6 to 7, \$13.00 ..... 60¢@10¢@10¢@10¢

**Planes and Plane Irons—****WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)  
Bench, First Quality ..... 50¢@10¢@60¢  
Bench, Second Quality ..... 50¢@50¢@10¢  
C. E. Jennings & Co. .... 50¢@10¢  
Molding ..... 40¢@5¢

**IRON PLANES—**

Chaplin's Iron Planes ..... 50¢@10¢@60¢  
C. E. Jennings & Co., Iron ..... 50¢@10¢  
Sargent's ..... 60¢  
Standard Tool Co. .... 50¢@50¢@5¢  
Stanley Rule & Level Co.:  
Bailey's ..... 50¢@100¢  
Miscellaneous ..... 25¢@10¢  
Steer's Iron Planes ..... 50¢@1¢

**PLANE IRONS—**

Auburn "Thistle" ..... 30¢@10¢@40¢  
Ohio ..... 50¢@10¢  
Sandusky ..... 30¢  
Buck Bros ..... 30¢  
Butcher's ..... \$5.00@5.25 to 4¢  
C. E. Jennings & Co ..... 25¢@10¢  
Stanley Rule & Level Co. .... 50¢@10¢  
L. & I. J. White ..... 20¢@5¢@25¢

**Pliers and Nippers—**

Button's ..... 70¢  
Carew's Pat. Wire Cutters ..... 25¢  
Cronk's:  
Button Pattern ..... 70¢  
Fencing Pliers, \$ doz. \$12.00 ..... 25¢  
Flat and Round Nose ..... 40¢  
Gas Pliers, No. 100 ..... 40¢  
Stubbs Pat. Pliers ..... 50¢  
Wire Cutter and Bender ..... 60¢  
Hall's Nippers, \$ doz., No. 2, 5 in., \$13.50; No. 4, 7 in., \$21.00 ..... 40¢@10¢  
Hall's Pliers ..... 70¢  
Humason & Beckley Mfg. Co. 50¢@50¢@10¢  
Wm. Johnson's Gas Pliers ..... 60¢@5¢  
Morrill's Parallel, \$ doz. \$12.00 ..... 30¢@5¢  
Smith's Side Cutting ..... 25¢  
P. S. & W. Cast Steel ..... 50¢@50¢@5¢  
P. S. & W. Tinnars' Cutting Nippers ..... add 6¢ dis. 10¢

**Plow Bolts—**

See Bolts.

**Plumbs and Levels—**

Cook's ..... 40¢@10¢@10¢  
Davis:  
Inclinometers ..... 20¢  
Iron Levels ..... 25¢@10¢  
Diston's ..... 70¢  
Machinists' ..... 25¢  
Pocket Levels ..... 70¢@1¢@75¢  
Stanley's ..... 70¢@10¢@10¢@10¢  
Stanley's Duplex ..... 25¢@10¢@10¢  
Stratton's Pat ..... 25¢  
Wood's Extension Sight ..... 25¢

**Poachers—**

See Egg Poachers.

**Police Goods—**

Tower & Lyon's ..... 25¢

**Polish Metal—**

Prestoline Liquid, New List ..... 40¢  
Prestoline Paste ..... 33¢@10¢

**Polish, Stove—**

Dixon's Plumbago ..... \$ lb  
Joseph Dixon's ..... \$ gro. \$5.75, 10¢  
Gem ..... \$ gro. 4 50, 10¢

**Poppers, Corn—**

Round or square, \$ doz. \$ gro.  
1 qt. .... \$ .75 \$ 7.00  
1 1/2 qt. .... .85 9.50  
2 qt. .... 1.15 10.50  
Quincy Corn Popper, 1 qt., \$ doz. \$3.00; 2 qt., \$4.00 ..... 33¢@5¢

**Post Hole Diggers—**

Diston's Samson Digger ..... \$34.00, 25¢  
Kohler's: \$ doz.  
Little Giant, No. 12 ..... \$12.00  
Hercules, No. 25 ..... 10.00  
Invincible, No. 6 ..... 9.00  
Pioneer, No. 714 ..... 7.50  
Lock Lever, No. 20 ..... 12.00  
Universal, No. 49 ..... 12.00  
New Champion, No. 87 ..... 6.00  
Iron Handle, No. 38 ..... 7.00  
Ryan's ..... \$ doz. \$20.00, 25¢

**Post Hole Augers—**

Vaughan's, 4 to 9 in. .... 70¢  
Vaughan's, 10 to 12 in. .... 60¢

**Potato Hooks, etc.—**

Hoe Down Hooks ..... 75¢@10¢@2¢  
Hop Hooks ..... 60¢@10¢@1¢  
Potato Hooks ..... 70¢

**Powder—**

See Ammunition.

**Presses—**

See Fruit and Jelly Presses.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears..... 33½¢  
 Cronk's Heavy Pattern, # doz., \$2.50 net  
 Diston's Combined Pruning Hook  
 and Saw, # doz., \$18.00, 25¢@25¢10¢  
 Diston's Pruning Hook, # doz.,  
 \$12.00, 25¢@25¢10¢

Henry's:  
 Pruning Shears..... 50¢5¢  
 Orange..... 50¢30¢  
 Grape..... 50¢10¢  
 Tree Pruners..... 75¢  
 Kohler's Pruning Shears: # doz.  
 German, No. 46..... \$3.50  
 American, No. 33..... 2.50  
 E. S. Lee & Co.'s Pruning Tools..... 40¢  
 P. S. & W. Co.'s Shears..... 60¢  
 Waters' Tree Pruners..... 75¢10¢  
 Wheeler, M. & C. Co.'s Combination..... # doz., \$2.00, 25¢10¢

**Pulleys—**

Awning..... 60¢@60¢10¢  
 Axle..... 50¢10¢60¢  
 Brass Screw..... 45¢10¢  
 Ceiling..... 50¢10¢60¢  
 Clothes Line, Japanned..... 60¢  
 Common Sense..... 60¢  
 Dumb Waiter..... 60¢@60¢10¢  
 Empire Sash Pulley..... 60¢  
 Hay Fork, Swivel Eye, # doz.,  
 4-inch, \$3.75; 6-inch, \$5.00..... 55¢  
 Hay Fork, Hartz, 4¼-inch, # doz.,  
 \$6.00..... 50¢10¢  
 Hay Fork, 5-inch, Solid, \$5.70..... 50¢  
 Hot House..... 50¢10¢50¢10¢10¢  
 Stowell's Anti-Friction, 5-in. Wheel,  
 # doz., \$12.00..... 40¢  
 Side, Anti Friction..... 50¢  
 Shade Rack..... 45¢  
 Upright..... 50¢10¢50¢10¢10¢

**Pumps—**

Cistern, Best Grades..... 50¢10¢60¢  
 Pitcher Spout, Best Grades..... 70¢10¢  
 F. E. Myers & Bro.:  
 No. 1, Fig. 328, 8 in. Shallow  
 Well Pump..... \$18.00  
 No. 8, Fig. 328, 3¼ in. Shallow  
 Well Pump..... 15.00  
 No. 5, Fig. 307, 8 in. Deep Well  
 Pump..... 15.00  
 No. 6¼, Fig. 307, 3¼ in. Deep  
 Well Pump..... 17.00  
 No. 14, Fig. 521, 8 inch Deep or  
 Shallow Well Pump..... 15.00  
 No. 32, Fig. 523, 8 in. Deep Well  
 Pump..... 17.00  
 No. 56, Fig. 331, 8 in. Shallow  
 Well Pump..... 14.00  
 No. 59, Fig. 332, 3¼ in. Shallow  
 Well Pump..... 17.00  
 No. 70, Fig. 333, 2¼ in. Deep  
 Well Pump..... 15.00  
 No. 72, Fig. 333, 3 in. Deep Well  
 Pump..... 15.00  
 No. 73, Fig. 333, 3¼ in. Deep  
 Well Pump..... 16.00  
 No. 102, Fig. 448, 8 inch Lift  
 Pump..... 9.00  
 No. 108, Fig. 448, 3¼ in. Lift  
 Pump..... 11.00  
 No. 128, Fig. 510, 8 in. Lift  
 Pump..... 7.00  
 No. 131, Fig. 510, 3¼ in. Lift  
 Pump..... 8.50  
 No. 225, Fig. 389, Windmill  
 Pump..... 12.50  
 No. 235, Fig. 403, Windmill  
 Pump..... 16.00  
 No. 240, Fig. 406, Regulator  
 Pump..... 28.00  
 No. 265, Fig. 572, Cyclone Tank  
 Force Pump..... 16.00  
 No. 267, Fig. 483, Geyser Tank  
 Force Pump..... 16.00  
 No. 268, Fig. 518, Low Down  
 Tank Force Pump..... 16.00  
 No. 302, Fig. 477, Spray Pump,  
 complete..... 11.50  
 No. 320, Fig. 492, Bucket Spray  
 Pump..... 5.00  
 No. 330, Fig. 547, Knappeack  
 Spray Pump..... 10.00  
 Discount, 50% f. o. b. Ashland.

**PUMPS AND PUMP SPECIALTIES—**

Torrent Pump Co., Cleveland, O.:  
 Net  
 Purifying Pump, each..... \$3.00  
 Chain for same, # foot..... .11  
 Torrent C. P. Curbs, each..... 1.50  
 Same, fitted for 2-inch tubing..... 1.60  
 Poplar Tubing, # 100 feet..... 4.00  
 2-inch Tubing, # 100 feet..... 5.00  
 Galvanized Iron Tub'g, # 100 ft..... 6.00  
 Couplings for same, # pair..... .15  
 Galvanized Chain, # 100 pounds..... 5.50  
 Torrent Rubber Buckets..... 5.00  
 Victor Buckets, # 100..... 7.50  
 Cleveland Buckets, # 100..... 4.50  
 Torrent Water Drawer..... 50¢  
 Roberts Water Drawer..... 50¢  
 Wood Suction Pumps..... 50¢5¢  
 Galvanized Iron Pumps..... 50¢  
 Cyclone Force Pump..... 50¢  
 Oatman Handy Hoops..... 40¢10¢  
 Eave-Trough Hangers..... 40¢  
 Net  
 Sprayers, # dozen..... \$4.50  
 Acme Riveter, # dozen..... 4.50  
 Dreyer Spoke Repairer, # doz..... .60  
 Delivered f. o. b., Miles Avenue Station.

**Punches—**

Bemie & Call Co.'s:  
 Cast Steel Drive..... 50¢5¢  
 Check..... 55¢  
 Spring..... 50¢5¢  
 Springfield Socket..... 65¢  
 Morrill's Universal..... 35¢  
 Niagara Hollow..... 45¢  
 Niagara Solid..... 55¢  
 Saddlers' or Drive, good..... 60¢65¢  
 Snell's Tinnners'..... 50¢  
 Spring, good quality, # doz., \$1.70@1.80  
 Spring, Leach's Pat..... 15¢  
 Tinnners' Solid, P. S. & W. Co.,  
 # doz..... \$1.44, 55¢  
 Tinnners' Hollow, P. S. & W. Co.,  
 # doz..... 20¢2¢

**Rail—**

Barn Door, Light, In. 1½ ¾ ¾  
 # 100 feet..... \$1.40 1.85 2.60  
 Barn Door, "None Better" No. 1,  
 # foot..... 23¢  
 Barn Door, "None Better" No. 2,  
 # foot..... 34¢  
 B. D. for N. E. Hangers:  
 Angular, # foot, 6c..... 70¢  
 Double Flange, # foot, 8c..... 70¢  
 Carrier Steel Rail, # foot..... 45¢  
 Cronk's: # foot.....  
 O. N. T. Style, No. 13..... 3 c  
 Double Braced..... 3½¢  
 Lane's: # 100 ft.....  
 O. N. T., 1 in..... \$3.00  
 O. N. T., 1½ in..... 4.25  
 Standard, 1½ in..... 4.25  
 Stowell's Wrought Steel..... 35¢  
 Sliding Door, Bronzed Wrought  
 Iron, # foot..... 64¢  
 Sliding Door, Steel, Brass Plated,  
 # foot..... 54¢  
 Sliding Door, Wrought Brass, 1½ in.,  
 # ft. 38c..... 10¢@20¢  
 Victor Track Rail, 7c # ft. 60¢10¢2½¢

**Rakes, Etc.—**

Cronk's:  
 Wrought Steel Garden..... 60¢20¢  
 Queen City Lawn..... 40¢  
 Kohler's:  
 Lawn Queen, net # doz., \$3.25@3.15  
 Lawn Queen, Improved, net # doz.,  
 20-Tooth..... \$3.50@3.60  
 24-Tooth..... 3.60@3.75  
 Jumbo, net # doz., 7.00@8.00  
 Paragon, net # doz., 3.25@3.50  
 Steel Garden Rakes..... 70¢5¢2¢  
 Steel Garden Rakes Stamped Blank, 7½¢  
 Steel Road Rakes..... 65¢  
 Steel Tar or Asphalt Rakes..... 5¢  
 Turf Edger..... 60¢4¢  
 Prize Bow Braced Steel..... 70¢5¢2¢  
 Peerless Shank..... 70¢5¢2¢  
 Peerless Socket..... 70¢5¢2¢  
 Level Head Shank..... 70¢5¢2¢

**Rasps, Horse—**

Diston's..... 70¢  
 New Nicholson Horse Rasp..... 70¢  
 See also Files.

**Razors—**

Electric..... List net  
 J. R. Torrey Razor Co..... 20¢  
 Wostenholm and Butcher, \$10.00 to  
 2..... 10¢

**Registers—**

**HOT AIR—**  
 New List, Feb. 1, 1899:  
 Black Japanned..... 30¢  
 White Japanned..... 25¢  
 Bronze Finishes..... 30¢  
 Electro-Plated..... 30¢10¢  
 Nickel Plated..... 30¢10¢  
 White Porcelain..... 20¢  
 Solid Brass and Bronze Metal..... 20¢

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs..... 40¢5¢40¢10¢  
 Hose with Burrs..... 40¢5¢40¢10¢

**IRON—**

American Screw Co.:  
 List, Nov. 1, 1894.  
 Ordinary, in bulk..... 62½¢  
 Thousand, in bulk..... 62½¢  
 Thousand in papers..... 62½¢  
 Coopers', in bulk..... 62½¢  
 Block and Carriage, in papers..... 62½¢  
 Hame..... 62½¢  
 Belt with Burrs, Tinned or Cop-  
 pered..... 62½¢

**Rivet Sets—**

Regular List..... 70¢

**Rollers—**

Lane's, Stay..... 33½¢

**Rope—**

Cotton Rope, Best, # ft  
 ¼ inch and larger..... 15 @16¢  
 Medium, ¼ in. and larger 12 @14¢  
 Common, ¼ in. and larger 10½@12½¢

**Jute Rope:**

A grade..... 7½¢  
 C grade..... 7 c  
 Manila:  
 7 lb in. and larger..... 10 c  
 ¾ in..... 10½¢  
 1½ and 5-16 in..... 11 c  
 Hay Rope, Medium..... 10½¢  
 Sisal:  
 7-16 in. and larger..... 6½¢  
 ¾ in..... 7 c  
 1½ and 5-16 in..... 7½¢

**Rules—**

Athol, Steel..... 33½¢  
 Boxwood..... 75¢10¢10¢10¢  
 Ivory..... 35¢10¢35¢10¢10¢  
 Lufkin's:  
 Steel..... 55¢  
 Lumber..... 50¢10¢  
 Miscellaneous, Stanley's..... 55¢10¢  
 Starrett's Rules and Straight Edges  
 Steel..... 25¢10

**Sad Irons—**

Chinese Laundry..... # ft 4½¢  
 Chinese Sad..... 3½¢  
 Crown, Polished..... # doz. \$6.50  
 Crown, Nickel..... # doz. 7.00  
 Common 4 to 10..... # ft 8¼@8½¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa..... 30¢5¢  
 Self-heating..... # doz. \$10.00, 2½¢  
 Self-heating, Tailors' # doz. 22.50, 25¢  
 Sensible Nickel..... # doz. \$7.00  
 Sensible Polished..... # doz. 6.50  
 Sensible, Tailors'..... # ft 4½¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel..... 50¢60¢

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
 Emery Cloth..... 50¢10¢  
 Garnet Paper..... 30¢30¢5¢  
 Sand and Emery Paper..... 50¢10¢

**Sash Chain—**

Competition..... 50¢10¢  
 Giant..... 40¢  
 Monarch..... 40¢10¢  
 Red Metal..... 40¢10¢  
 Steel..... 40¢10¢

**Sash Cord—**

Cable Laid Italian Sash..... # ft 16¢18¢  
 Cable Laid Russia..... # ft 13¼¢14¢  
 Common India..... # ft 8½¢9¢  
 Common Russia Sash..... # ft 12½¢13¢  
 Patent India..... # ft 11c  
 Samson:  
 "Mass." White, Cotton..... 24c  
 "Samson" Braided White, Cotton..... # ft 30c  
 "Samson" Braided Drab, Cotton..... # ft 35c  
 "Samson" Braided Italian Hemp..... # ft 38c  
 "Samson" Braided Linen..... # ft 56c  
 Silver Lake:  
 A Quality, Drab, # ft 40c, 15¢@15¢7½¢  
 A Quality, White, # ft 35c, 15¢@15¢7½¢  
 B Quality, Drab, # ft 35c, 15¢@15¢7½¢  
 B Quality, White, # ft 30c, 15¢@15¢7½¢  
 United States:  
 B Quality..... # ft 18c  
 C Quality..... # ft 16¼¢  
 White Cotton, Hard Braided..... # ft 16c

**Sash Fasteners, Holders, &c.**

Sash Lifts..... 60¢10¢10¢  
 Sash Lifts Flush..... 50¢  
 Sash Lifts With Lock..... 60¢10¢10¢  
 Sash Rollers..... 70¢  
 Shutter Bars..... 60¢10¢0¢  
 Shutter Sheaves..... 60¢  
 Window Screen Sash Lifts..... 65¢6¢

**Sash Locks—**

Champion Meeting Rail..... 70¢  
 Champion Side..... 60¢  
 Davis, Bronze, Barnes Mfg. Co..... 50¢  
 Elting's Ventilating..... 4c  
 Fitch's:  
 Iron..... 70¢  
 Bronze and Brass..... 66½¢  
 Gale's Automatic, List Nov., 1897..... 65¢  
 Ives' Patent Steel..... 60¢  
 Bronze M. Knob..... 60¢  
 Wrought Bronze and Brass..... 55¢5¢  
 Cast Iron..... 55¢  
 Cast Bronze and Brass..... 62½¢  
 Payson's Perfect..... 7c  
 Reading..... 60¢10¢

**Sash Weights—**

Small lots..... # ton \$27.00  
 Ton lots at factory..... 25.00

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4..... each \$30.00, 20¢  
 Enterprise Mfg. Co..... 25¢@25¢7½¢  
 National Specialty Mfg. Co..... 25¢

**Saws—**

Atkins:  
 Band 7 to 14 in. Wide..... 60¢10¢  
 Band 2 to 6 in. Wide..... 60¢  
 Band ¼ to 2 in. Wide..... 60¢  
 Butcher, Pruning and Compass..... 40¢10¢  
 Circular..... 50¢10¢  
 Cross Cut..... 35¢5¢  
 Gang..... 50¢  
 Hand, Panel and Rip..... 40¢  
 Wood..... 40¢  
 Diston's:  
 Circular, Solid and Inserted Tooth..... 50¢  
 Band 3 in. to 14 in. Wide..... 60¢  
 Band ¼ in. to 2½ in..... 7½¢  
 Cross Cuts..... 45¢  
 Narrow Cross Cuts..... 55¢  
 Mulay, Mill and Drag..... 50¢  
 Framed Wood Saws..... 35¢  
 Wood Saw Blades..... 40¢  
 Wood Saw Rods..... 30¢  
 Hand Saws, Nos. 12, 20, 9, 16, D100,  
 D8, 120, 76, 77, 8..... 25¢  
 Hand Saws, Nos. 7, 107, 107½, 8, 1,  
 0, 00, Combination..... 30¢  
 Compass, Keyhole, Pruning, Dove-  
 tail, &c..... 25¢  
 Butcher Saws and Blades..... 35¢  
 Haines' Needle Point..... 40¢  
 C. E. Jennings & Co.'s:  
 Butcher..... 25¢10¢  
 Hand Panel, Rip and other Saws..... 25¢30¢

Peace:  
 Cross Cuts..... 45¢10¢  
 Hand Panel and Rip..... 25¢10¢  
 Richardson:  
 Circular and Mill..... 50¢50¢10¢  
 X Cuts..... 45¢10¢  
 Hand Saws..... 25¢10¢  
 Star, Butcher..... 25¢  
 Woodrough & McFarlin Cross Cuts..... 45¢10¢

**HACK SAWS AND FRAMES—**

Chatillon..... 30¢  
 Diston's:  
 Concave Blades..... 25¢  
 Keystone, Flexible Back and Ma-  
 chine Blades..... 30¢  
 Hack Saw Frames..... 30¢  
 Griffin's:  
 Complete..... 40¢45¢  
 Saw Blades..... 4 c  
 Star, Saws and Blades..... 25¢

**Saw Filer—**

Diston's D3 Clamp and Guide, \$30.00 # doz. 25¢

**Saw Frames—**

C. E. Jennings & Co..... 20¢  
 Richardson's Wood..... ret

**Saw Sets—**

Atkins:  
 Criterion Saw Sets..... # doz. \$6.00  
 Excelsior Saw Tools..... # doz. 6.00  
 Bemie & Call Co.'s:  
 Cross Cut..... 30¢5¢  
 Hammer, New Pat..... 45¢  
 Plate..... 20¢  
 Spring Hammer..... 30¢5¢  
 Diston's Monarch, Nos. 1 & 10 and  
 Star..... 25¢  
 Hart's Pat. Lever..... 20¢  
 Kohler's:  
 "Giant Royal"..... # doz. \$9.00  
 "Royal"..... # doz. 6.00  
 Leach's..... 33½¢  
 Morrill's:  
 No. 1, \$15.00; No. 10, \$15.50; No. 11,  
 \$16.00..... 45¢@20¢  
 Cross Cuts Nos. 3 and 4, \$28.00; No.  
 5, \$31.00..... 40¢20¢  
 Richardson's..... 25¢  
 Seymour Smith & Son, Hammer  
 # doz..... \$4.75  
 Stillmans..... # doz. 1.00  
 Taintors Positive..... \$18.00 # doz. 1.00

**Scales—**

Chatillon's:  
 Eureka..... 25¢  
 Favorite..... 40¢  
 Grocers' Trip Scales..... 50¢  
 Family, Turnbull's..... 30¢30¢10¢  
 Hatch:  
 Counter, No. 171, # doz. \$17.00@18.00  
 Tea, No. 161..... # doz. 5.75@ 6.00  
 Union Platform Plain..... 2.00@ 2.10  
 Striped..... 2.15@ 2.25

**Scale Beams—**

Chatillon's No. 1..... 30¢  
 Chatillon's No. 2..... 30¢

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
 Co.) \$6.00..... 40¢10¢  
 Box, 1 Handle..... # doz. \$2.00  
 Box, 2 Handle..... # doz. \$3.00@4.00  
 Foot..... 55¢5¢@60¢5¢  
 Ship Common..... # doz. \$2.40 net  
 Ship, R. I. Tool Co..... 10¢

**SEWALK—**

Kohler's, Steel No. 7..... # doz. \$1.00

**Screens—****DOOR—**

Phillips: # doz.  
 ¾ in., Style E, Fancy Screen..... \$12.00  
 Door.....  
 ¾ in., Style G, Common Screen..... 7.75  
 Door.....  
 ¾ in., Style K, Fancy Screen..... 9.90  
 Door.....  
 ¾ in., Style K4, Fancy Screen..... 10.50  
 Door.....

|                                           |  |                                      |  |                                          |  |                                          |  |
|-------------------------------------------|--|--------------------------------------|--|------------------------------------------|--|------------------------------------------|--|
| WINDOW—                                   |  | Tinners' Snips.....40%               |  | Sargent's:                               |  | Tacks, Brads, &c.                        |  |
| Porter Screen Mfg. Co.....60@60&5%        |  | Pruning. See Pruning Hooks & Shears. |  | Patent Guarded.....66%                   |  | List Jan. 15, 1899.                      |  |
| Phillips:                                 |  | Seymour's Standard List:             |  | Covered Spring.....50@55%                |  | American Cut Tacks.....90&10&10%         |  |
| Bonanza Screens.....50&10&21%             |  | Japanned.....70%                     |  | Covert Mfg. Co.:                         |  | Carpet Tacks:                            |  |
| Express.....60&10&21%                     |  | Nickel.....60%                       |  | Breast Strap Buckle Snaps.....           |  | American, Blued.....90&10&10&10%         |  |
| Flyer.....50&10&21%                       |  | Standard Cutlery Co.:                |  | Breast Strap Protector.....              |  | American, Tinned.....90&10&10&10%        |  |
| Perfection Screens.....50&10&21%          |  | Japanned.....70&10%                  |  | Double for Bits or Trace Carrier.....45% |  | Swedes Iron Tacks:                       |  |
| Northwest.....60%                         |  | Nickel.....60&10%                    |  | Trojan Snaps.....                        |  | S. S.....90&10&10%                       |  |
| Window Screen Frames.....60%              |  | Star Brand:                          |  | High Grade Snaps.....                    |  | Bill Posters' and Railroad Tacks:        |  |
| Stearns:                                  |  | Nickel Scissors.....60%              |  | Jockey Snaps.....40%                     |  | S. S.....90&90%                          |  |
| Frames and Corners.....25@25&10%          |  | Nickel Shears.....60%                |  | Derby Snaps.....3%                       |  | Common and Patent Brads.....70&10%       |  |
| Gem Window Screen Frames.....25&10%       |  | Japan Shears.....70%                 |  | Rope Snaps.....40%                       |  | Finishing Nails.....70&10%               |  |
| Monarch Adjustable Window Screens.....50% |  | Pruners.....70%                      |  | <b>Snaths—</b>                           |  | Gimp Tacks:                              |  |
|                                           |  | Tinners' Snips.....40&10%            |  | Seythe.....40@45%                        |  | S. S.....90&40%                          |  |
|                                           |  | Wies & Sons:                         |  | <b>Soldering Irons—</b>                  |  | Hungarian Nails, Steel.....80&20%        |  |
|                                           |  | Japanned.....70%                     |  | Covert Mfg. Co.....20%                   |  | Lace Tacks:                              |  |
|                                           |  | Nickel.....60%                       |  |                                          |  | S. S.....90&20%                          |  |
|                                           |  | Tailors' Shears.....40%              |  |                                          |  | Looking Glass Tacks.....70&10%           |  |
|                                           |  | Tinners' Snips.....40%               |  |                                          |  | Trimmers' Tacks:                         |  |
|                                           |  |                                      |  |                                          |  | S. S.....90&10&10%                       |  |
|                                           |  |                                      |  |                                          |  | Trunk and Clout Nails:                   |  |
|                                           |  |                                      |  |                                          |  | Steel, Black.....80%                     |  |
|                                           |  |                                      |  |                                          |  | Steel, Tinned.....80%                    |  |
|                                           |  |                                      |  |                                          |  | Upholsterers' Tacks:                     |  |
|                                           |  |                                      |  |                                          |  | S. S.....90&40%                          |  |
|                                           |  |                                      |  |                                          |  | <b>MISCELLANEOUS</b>                     |  |
|                                           |  |                                      |  |                                          |  | Double Point, in dozens.....90&10&10&10% |  |
|                                           |  |                                      |  |                                          |  | Double Point, in bulk.....80%            |  |
|                                           |  |                                      |  |                                          |  | Matting.....80%                          |  |
|                                           |  |                                      |  |                                          |  | Shade, in dozens.....90&10&10%           |  |
|                                           |  |                                      |  |                                          |  | Shade, in bulk.....80%                   |  |
|                                           |  |                                      |  |                                          |  | <b>Tack Pullers—</b>                     |  |
|                                           |  |                                      |  |                                          |  | Columbia, No. 1, ½ doz., net.....\$1.00  |  |
|                                           |  |                                      |  |                                          |  | Columbia, No. 2, ½ doz., net.....1.50    |  |
|                                           |  |                                      |  |                                          |  | Little Jack.....½ doz., 1.00             |  |
|                                           |  |                                      |  |                                          |  | <b>Tapes, Measuring—</b>                 |  |
|                                           |  |                                      |  |                                          |  | American Asses' Skin.....40&10&50%       |  |
|                                           |  |                                      |  |                                          |  | Leather Case.....25@25&10%               |  |
|                                           |  |                                      |  |                                          |  | Steel.....33@40%                         |  |
|                                           |  |                                      |  |                                          |  | Chestermans.....25@25&5%                 |  |
|                                           |  |                                      |  |                                          |  | Keuffel & Esser Co., New List, 1898:     |  |
|                                           |  |                                      |  |                                          |  | Steel and Metallic.....35%               |  |
|                                           |  |                                      |  |                                          |  | Lufkin's Steel and Metallic.....25@30%   |  |
|                                           |  |                                      |  |                                          |  | <b>Tap Borers—</b>                       |  |
|                                           |  |                                      |  |                                          |  | See Borers, Tap.                         |  |
|                                           |  |                                      |  |                                          |  | <b>Taps—</b>                             |  |
|                                           |  |                                      |  |                                          |  | American Screw Co.:                      |  |
|                                           |  |                                      |  |                                          |  | Machine Screw.....70%                    |  |
|                                           |  |                                      |  |                                          |  | Holroyd & Co.'s:                         |  |
|                                           |  |                                      |  |                                          |  | Blacksmiths.....60@45&5%                 |  |
|                                           |  |                                      |  |                                          |  | Machine Screw.....70&10@7%               |  |
|                                           |  |                                      |  |                                          |  | Machinists' Hand.....60@40&10&10%        |  |
|                                           |  |                                      |  |                                          |  | Pipe, ½ to 1½.....80@80&10%              |  |
|                                           |  |                                      |  |                                          |  | Pipe, 2 to 4.....70@70&10%               |  |
|                                           |  |                                      |  |                                          |  | <b>Thumb Latches—</b>                    |  |
|                                           |  |                                      |  |                                          |  | See Handles.                             |  |
|                                           |  |                                      |  |                                          |  | <b>Tinware—</b>                          |  |
|                                           |  |                                      |  |                                          |  | Stamped, Japanned and Piced,             |  |
|                                           |  |                                      |  |                                          |  | Net Prices.                              |  |
|                                           |  |                                      |  |                                          |  | <b>Tire Bolts—</b>                       |  |
|                                           |  |                                      |  |                                          |  | See Bolts.                               |  |
|                                           |  |                                      |  |                                          |  | <b>Tobacco Cutters—</b>                  |  |
|                                           |  |                                      |  |                                          |  | National Specialty Co.....40%            |  |
|                                           |  |                                      |  |                                          |  | Enterprise Mfg. Co.....25@30%            |  |
|                                           |  |                                      |  |                                          |  | <b>Toilet Clippers—</b>                  |  |
|                                           |  |                                      |  |                                          |  | See Clippers.                            |  |
|                                           |  |                                      |  |                                          |  | <b>Torches—</b>                          |  |
|                                           |  |                                      |  |                                          |  | National Cement and Rubber Mfg. Co.:     |  |
|                                           |  |                                      |  |                                          |  | No. 1 Medium Gasoline Torch.....\$4.12   |  |
|                                           |  |                                      |  |                                          |  | No. 2 Large Gasoline Torch.....6.98      |  |
|                                           |  |                                      |  |                                          |  | <b>Trammel Points—</b>                   |  |
|                                           |  |                                      |  |                                          |  | Backus and Union.....40%                 |  |
|                                           |  |                                      |  |                                          |  | C. E. Jennings & Co., "Eureka".....25%   |  |
|                                           |  |                                      |  |                                          |  | Cook's.....40&10%                        |  |
|                                           |  |                                      |  |                                          |  | Sargent's.....40&10%                     |  |
|                                           |  |                                      |  |                                          |  | Stanley's.....30&10%                     |  |
|                                           |  |                                      |  |                                          |  | Tower & Lyon.....331%                    |  |
|                                           |  |                                      |  |                                          |  | Prentiss'.....20@25%                     |  |
|                                           |  |                                      |  |                                          |  | <b>Tracks, &amp;c.—</b>                  |  |
|                                           |  |                                      |  |                                          |  | F. E. Myers & Bro.:                      |  |
|                                           |  |                                      |  |                                          |  | Comb. Car, Double Steel T.....\$3.50     |  |
|                                           |  |                                      |  |                                          |  | Comb. Car, Wood Track.....8.25           |  |
|                                           |  |                                      |  |                                          |  | Common 6 in. Wood Sheave Pulley,         |  |
|                                           |  |                                      |  |                                          |  | Fig. 433.....½ doz. 1.75                 |  |
|                                           |  |                                      |  |                                          |  | D. H. Fork Steel Regular.....each, .85   |  |
|                                           |  |                                      |  |                                          |  | Double Grapple Fork.....each, 3.50       |  |
|                                           |  |                                      |  |                                          |  | Double Rail Steel Track, complete        |  |
|                                           |  |                                      |  |                                          |  | with clamps.....½ ft. 10                 |  |
|                                           |  |                                      |  |                                          |  | Faultless Steel Frame K. P. Pulley,      |  |
|                                           |  |                                      |  |                                          |  | Fig. 435.....½ doz. 2.15                 |  |
|                                           |  |                                      |  |                                          |  | Faultless Steel Frame 6 in. Plain        |  |
|                                           |  |                                      |  |                                          |  | Pulley, Fig. 438.....½ doz. 1.90         |  |
|                                           |  |                                      |  |                                          |  | Floor Hooks, ¾ in.....½ doz. .70         |  |
|                                           |  |                                      |  |                                          |  | Floor Pulley, Wood Sheave, Fig.          |  |
|                                           |  |                                      |  |                                          |  | 436.....½ doz. 2.25                      |  |
|                                           |  |                                      |  |                                          |  | Hanging Hooks for Double Steel           |  |
|                                           |  |                                      |  |                                          |  | Track.....½ doz. .65                     |  |
|                                           |  |                                      |  |                                          |  | Hanging Hooks for Single Steel           |  |
|                                           |  |                                      |  |                                          |  | Track.....½ doz. .65                     |  |
|                                           |  |                                      |  |                                          |  | Hanging Hooks for Wood Track,            |  |
|                                           |  |                                      |  |                                          |  | 10 in.....½ doz. .55                     |  |
|                                           |  |                                      |  |                                          |  | Hanging Hooks for Wood Track,            |  |
|                                           |  |                                      |  |                                          |  | 14 in.....½ doz. .65                     |  |
|                                           |  |                                      |  |                                          |  | Malleable Frame K. P. Pulleys,           |  |
|                                           |  |                                      |  |                                          |  | Fig. 676.....½ doz. 2.40                 |  |
|                                           |  |                                      |  |                                          |  | Malleable Rafter Brackets, ½ doz. .40    |  |
|                                           |  |                                      |  |                                          |  | Nellis Fork.....each, 1.60               |  |
|                                           |  |                                      |  |                                          |  | New Myers Iron Rod Car, 3.25             |  |
|                                           |  |                                      |  |                                          |  | Reed Wood Frame Pulley with              |  |
|                                           |  |                                      |  |                                          |  | Hook, Fig. 434.....½ doz. 2.00           |  |
|                                           |  |                                      |  |                                          |  | Rev. Car, Double Steel Track.....3.50    |  |
|                                           |  |                                      |  |                                          |  | Rev. Car, Wood Track.....3.25            |  |
|                                           |  |                                      |  |                                          |  | Rope Hitch.....½ doz. 1.75               |  |
|                                           |  |                                      |  |                                          |  | Single Rail Car, Single Steel T.....3.50 |  |
|                                           |  |                                      |  |                                          |  | Single Rail Steel Track with             |  |
|                                           |  |                                      |  |                                          |  |                                          |  |

Sprout's Shear Fork, each.....\$1.60  
Steel Frame Pulley with Iron  
Sheave, Fig. 565,  $\frac{3}{4}$  doz.....1.85  
Sure Grip Sling Car, Steel or Wood  
Track.....6.00  
Walker Fork, each.....1.25  
Wrought Rafter Brackets,  $\frac{3}{4}$  doz......40

**Transom Lifters—**

Ajax.....50&10&50&10&5  
Bronze Metal, with Safety Spring.....  
Crescent.....50&50&10  
Dickson's.....60  
Nickel Plated.....50&10  
Payson's Solid Grip, Nos. 303 and  
304,  $\frac{1}{2}$  100.....\$12.00  
Shaw's:  
Copper Finished.....80&10  
Lever.....70&70&10

**Traps—****FLY—**

Balloon..... $\frac{3}{4}$  doz. \$1.50,  $\frac{3}{4}$  gro. \$15.00  
Globe..... $\frac{3}{4}$  doz. 1.50,  $\frac{3}{4}$  gro. 15.00  
Harper..... $\frac{3}{4}$  doz. 1.75,  $\frac{3}{4}$  gro. 18.00

**GAME—**

Star, Blake's Pattern.....60&10&10  
Enterprise Mole.....15  
H. & N.....65  
Newhouse.....40  
Victor.....70&5

**MOUSE AND RAT—**

Erie Rat.....40&40&10  
Hotchkiss:  
Metallic Mouse.....50  
Improved Rat.....50  
New Rat.....50  
Mouse, Bonanza,  $\frac{3}{4}$  doz.....90&1.60  
Mouse, Catch-em-alive,  $\frac{3}{4}$  doz.....2.50, 15  
Mouse, Delusion.....40  
Mouse, Ideal,  $\frac{3}{4}$  gro.....\$9.00  
Mouse, Round Wire,  $\frac{3}{4}$  doz.....\$1.50, 1  
Mouse, Wood, Choker,  $\frac{3}{4}$  doz. holes 10c  
Marty French Rat and Mouse Traps  
(Genuine):  
No. 1, Rat, each \$1.13,  $\frac{3}{4}$  doz.....\$12.00  
No. 3, Rat,  $\frac{3}{4}$  doz., \$6.00; case  
of 50.....5.25  
No. 3 $\frac{1}{2}$ , Rat,  $\frac{3}{4}$  doz., \$4.75; case  
of 72.....4.25  
No. 4, Mouse,  $\frac{3}{4}$  doz., \$3.50; case  
of 72.....2.75  
No. 5, Mouse,  $\frac{3}{4}$  doz., \$2.75;  
case of 150.....2.25  
Schuyler Rat Killer, No. 1,  $\frac{3}{4}$  gro.....  
\$15.00; No. 2,  $\frac{3}{4}$  gro.....\$15.00  
Mouse, No. 8.....9.00  
Smith & Egge Mfg. Co.:  
Superior Rat Trap.....\$15.00  
Yankee Mouse Trap.....5.50  
Yankee Rat Trap.....11.00  
J. M. Mast Mfg. Co.:  
Snap Shot, 2-Hole.....\$3.00&1.00  
Snap Shot, 4-Hole.....5.40&6.00  
Blizzard, No. 12.....4.20  
Reddy, No. 30.....8.60  
Reddy, No. 40.....3.60  
Reddy Rat Traps, No. 2.....9.00  
Blizzard Rat Traps, No. 1.....10.00

**Trowels—**

Brade's Brick.....30  
Dialton's:  
Brick and Pointing.....80  
Plastering.....25  
"Standard Brand" and Garden.....40  
C. E. Jennings & Co.:  
Brick.....30  
Plastering.....25  
Pointing.....30  
Wm. Johnson's:  
Brick.....40  
Plastering.....40  
Pointing.....40  
W. & McP. Plastering.....25&25&10  
Peace's Plastering.....25&25&5  
Richardson.....25&25&10  
"Rose" Brick, Plastering and Mould-  
ers.....30&30&10  
Sargent's Garden, No. 1.....50  
Sargent's Garden, No. 15.....45

**Vegetable Slicers—**

Enterprise Mfg. Co.....25

**Vises—**

Solid Box.....40&40&10&5  
V. W. & W.....40  
Fisher-Norris.....15&10

**PARALLEL—**

Armstrong's:  
Combination.....50  
Plain and Hinge.....60  
Athol, Oval Slide.....60  
Adams, Diamond.....40  
Bonney's Champion.....40  
Fisher & Norris Double Screw.....15  
Holland's.....40  
Howard's.....40  
Little Giant Bench.....25&10  
Lowell Hand.....38 $\frac{1}{2}$

Maasey:  
Perfect.....15&20  
Clincher.....30&10  
Wood Working.....15&20  
Planer.....15&20  
Comb. Pipe.....40

**Millers Falls:**

Mechanics'.....net&10  
Oval Slide.....50&10  
Ball Clamp.....45  
Gravity.....net  
Hand.....15  
Moore's.....20

**Parker's:**

Regular.....20&25  
Combination Pipe.....50&60  
Oval Slide.....55&60  
Victor.....20&25  
Vulcan.....40&45  
Phenix.....20&20&10  
Prentiss.....20&25  
Sargent's.....70  
Simpson's Adjustable.....40  
Stephens.....25&33 $\frac{1}{2}$   
Trenton.....40&40  
V. W. & W. Parallel.....40  
Coach Makers.....40  
Oval Slide.....40  
Wright's Pipe.....40

**SAW FILERS—**

Bonney's No. 2, \$15.00.....40&10&50  
Cincinnati.....40  
Stearns Com. No. 0, 1, 2 and 3,  
50&50&10  
Stearns Rubber Jaw, Nos. 10 and 33,  
83 $\frac{1}{2}$ &40  
Wentworth's.....40

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel.....45  
Laue's Steel.....30

**Washer Cutters—**

Otis A. Smith's.....20&10&10

**Well Wheels—**

Japanned, 8 to 14 inches.....70

**Weed Extractors—**

"Pastime"..... $\frac{3}{4}$  doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co.....40  
Clayton's.....25&10

**Window Stop Adjusters—**

Ives' New List.....40  
Taplin's "Perfection".....50

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire.....30  
Bright Wire Goods, New List.....85&10

Cast Steel Wire.....50  
Copper Wire.....15  
Annealed and Tinned on Spools.....50  
Brass and Copper on Spools.....40  
Spooled Wire, ass'd for Retailing.....60  
Market Wire, Bright and Annealed:  
Nos. 6 to 9.....75  
Nos. 10 to 18.....75&5  
Nos. 19 to 28.....75&15  
Nos. 27 to 36.....75&10&2 $\frac{1}{2}$

**Coppered and Galvanized:**

Nos. 6 to 9.....70  
Nos. 10 to 18.....70&5  
Nos. 19 to 28.....70&10  
Nos. 27 to 36.....70&10&10

**Tinned:**

Nos. 6 to 14.....70&10&10  
Nos. 15 to 18.....70&10&5  
Nos. 19 to 28.....70&10  
Nos. 27 to 36.....70&5

Picture Wire, List of Oct. 2, 1900.....  
80&10&80&10&10

Steel Music Wire, Nos. 12 to 30, Im-  
ported..... $\frac{3}{4}$  lb. 60&70c  
Stub's Steel Wire.....\$6.00 to \$1 $\frac{1}{2}$

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting.....80&30&10  
Painted Screen Cloth, good quality,  
 $\frac{3}{4}$  100 sq. ft. \$1.50

**Wire Rope—**

New List July 1, 1899.  
Cast Steel.....30  
Iron.....35  
Iron, Galvanized.....30

**Wire Rope Clips—**

Crosby.....25

**Wire Stretchers—**

W. C. Heller's Grip..... $\frac{3}{4}$  doz. \$1.50

**Wrenches—**

Agricultural.....70&10  
Aiken's Pocket (Bright).....\$3.00&\$3.30  
Alligator.....70  
Baxter's.....60&10  
Bemis & Call's:  
Briggs Pattern.....30&10  
No. 2 Cylinder.....55  
No. 3 Pipe, Bright.....50  
Patent Combination Black.....40&5  
Patent Combination Bright.....40

**Bicycle:**

Club.....40  
Superior.....40  
Featherweight.....40  
Protection.....40

**Boardman's**

Coe's:  
Genuine.....40&10&5&5  
"Mechanics".....40&10&10&5&5  
Coe's Pattern, Wrought Bar.....60&50

Donohue's Engineer.....40  
Eagle Pipe.....50&10  
Gem.....33 $\frac{1}{2}$

Stillson Pipe.....50  
Taylor Pipe and Nut.....60&60&5  
Acme.....60&10  
Hercules.....70  
J. H. Williams & Co.....25

**Wringers, Clothes—**

In lots of less than one dozen.....Cash  
Am. Wringer Co.'s list, July, 1895.....2  
Colby Wringer Co.'s list, May 1, 1894.....2  
Lovell Mfg. Co.'s list, July 2, 1894.....2  
National Wringer & Mfg. Co.'s list,  
Jan. 1, 1895.....2  
Peelers Mfg. Co.'s list, Feb. 1, 1892.....2  
NOTE.—On lots of 1 dozen a discount  
of 10% is often given.

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels,  $\frac{3}{4}$  gal. 61c  
Linseed, City, Boiled, in barrels,  
 $\frac{3}{4}$  gal. 66c

Out of Town on Spot..... $\frac{3}{4}$  gal. 64c  
Calcutta, Raw, in barrels..... $\frac{3}{4}$  gal. 76c

Lard, Prime City..... $\frac{3}{4}$  gal. 55&57c  
Extra, No. 1.....48&50c

No. 1.....41&43c

No. 1.....41&43c

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No. 1.....41&43c

**Spirits Turpentine—**

In regular bbls.....41 $\frac{1}{2}$ c

In machine bbls.....42 c

**Dry Colors—**

Blue, Chinese.....35 @40 c

Blue, Prussian.....38 @38 c

Blue, Ultramarine.....6 @30 c

Sienna, Italian, burnt &  
powdered.....4 $\frac{1}{2}$ @10 c

Sienna, Italian, raw &  
powdered.....8 @7 c

Umber, Turkey, burnt.....2 $\frac{1}{2}$ @ 3 $\frac{1}{2}$ c

Umber, Turkey, raw.....2 $\frac{1}{2}$ @ 3 $\frac{1}{2}$ c

Green, Chrome, Ordinary.....5 @7 c

Green, Paris, in bulk.....15 @16 c

Indian Red, American.....2 $\frac{1}{2}$ @ 3 c

Indian Red, English.....4 $\frac{1}{2}$ @ 8 $\frac{1}{2}$ c

**Colors in Oil—**

Black Lampblack, best.....13 @15 c

Black Lampblack, common.....8 @10 c

Blue, Chinese.....35 @40 c

Blue, Prussian.....38 @35 c

Blue, Ultramarine.....14 @18 c

Sienna, burnt.....11 @13 c

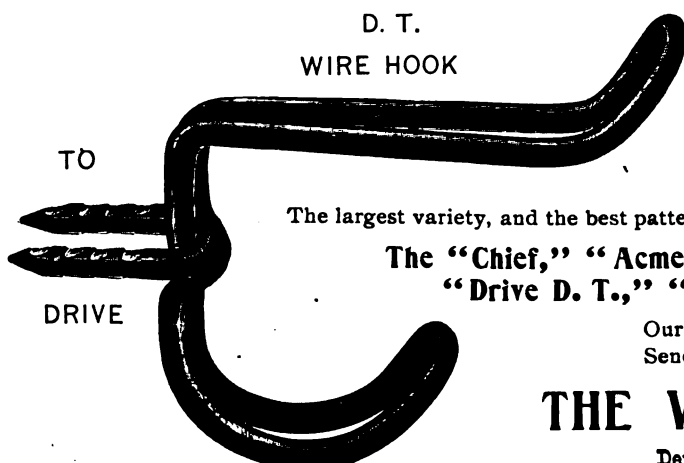
Sienna, raw.....11 @13 c

Umber, burnt.....11 @13 c

Umber, raw.....11 @13 c

Brown, Vandyke.....11 @18 c

D. T.  
WIRE HOOK



# Coat and Hat Hooks.

TO SCREW OR TO DRIVE.

The largest variety, and the best patterns made. Most of the leading popular Hooks are ours.

The "Chief," "Acme," "Star," "B. B.," "V. Brace,"  
"Drive D. T.," "Czar," "Eclipse," and others.

Our prices are right.  
Send for our Coat and Hat Hook Supplement.

THE WIRE GOODS COMPANY,  
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Allerton Clarke Co., New York.  
John H. Graham & Co., New York.  
Hobart B. Ives & Co., New Haven, Conn.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Bungs.**

John Sommer's Son, Newark, N. J.

**Butcher Knives, Tools and Steels.**

John Chatillon & Sons, New York.  
Silver Mfg. Co., Salem, Ohio.  
Smith & Hemenway Co., New York.

**Butts, Door.**

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Butts, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Calipers.**

Alfred Field & Co., New York.

**Can Openers.**

John H. Graham & Co., New York.  
Sargent & Co., New York.

**Car Sealers.**

Charles Morrill, New York.

**Carpenters' Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

Silver Mfg. Co., Salem, Ohio.

**Carriers, Hay.**

F. E. Myers & Bro., Ashland, Ohio.

**Casters, Bed and Plate.**

Allerton-Clarke Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Cement, Rubber and Leather.**

Major Cement Co., New York.  
Tower & Lyon, New York.

**Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Cow.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Sash.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Chain Blocks.**

Burr Mfg. Co., Cleveland, O.

**Chemicals.**

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

**Cherry Stoners.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Goodell & Co., Antrim, N. H.

**Chisels, Firmer.**

Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Underhill, Clinch & Co., New York.

**Chucks.**

Geo. Burnham Co., Worcester, Mass.  
Doehler Mfg. Co., Middletown, Conn.  
North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Standard Tool Co., Cleveland, Ohio.

**Cleavers.**

John Chatillon & Sons, New York.  
Goodell Company, Antrim, N. H.  
Underhill, Clinch & Co., New York.

**Clippers, Horse and Barbers'.**

Allerton-Clarke Co., New York.  
American Shearer Mfg. Co., Nashua, N. H.  
Coates Clipper Mfg. Co., Worcester, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.

**Closet Pulls.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Coal Screens.**

Gilbert & Bennett Mfg. Co., New York, Chicago.

**Coat, Hat and Ceiling Hooks.**

Atlas Mfg. Co., New Haven, Conn.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.  
Wire Goods Co., Worcester, Mass.

**Colors.**

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

**Coopers' Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Copper, Sheet.**

Bruce & Cook, New York.

**Copper Cut Nails.**

Salem Nail Co., New York.

**Cordage and Twines.**

Samson Cordage Works, Boston.

**Cork Pullers.**

Arcade Mfg. Co., Freeport, Ill.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Erie Specialty Co., Erie, Pa.

**Corkscrews.**

Alfred Field & Co., New York.  
Erie Specialty Co., Erie, Pa.  
Williamson W. N. Co., Newark, N. J.

**Counterfeit Detectors.**

Pelouze Scale & Mfg. Co., Chicago.

**Countersinks.**

C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Cover Lifters, Stove.**

Troy Nickel Works, Albany, N. Y.

**Crayons.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Curled Hair.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Curry Combs.**

W. & E. T. Fitch Co., New Haven, Conn.  
John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.  
New York Stamping Co., Brooklyn, N. Y.

**Cutlery, Table.**

American Cutlery Co., Chicago, Ill.  
Alfred Field & Co., New York.  
Goodell Co., Antrim, N. H.  
Jos. Rodgers & Sons, Sheffield, England.  
Sickels & Nutting Co., New York.

**Cutlery Specialties.**

Smith & Hemenway Co., New York.

**Cutters, Fodder.**

Silver Mfg. Co., Salem, Ohio.

**Cutters, Rod.**

Chandler & Farquhar, Boston.

**Cutting Pliers.**

Cronk Hanger Co., Elmira, N. Y.  
Charles Morrill, New York.

**Dampers, Stove.**

Arcade Mfg. Co., Freeport, Ill.

**Discount Books.**

Hardware Publishing Co., New York.

**Dog Collars and Muzzles.**

Alfred Field & Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Door Checks and Springs.**

Jos. Bardale, New York.  
Ogden Mfg. Co., Newark, N. J.  
Henry Pearl & Sons, New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Door Springs.**

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.  
Sargent & Co., New York.

**Drawing Instruments.**

Keuffel & Esser Co., New York.

**Drills, Bench.**

Geo. Burnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dumb Waiters.**

Kimball Bros., Council Bluffs, Iowa.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Electrotypers.**

A. Mugford, Hartford, Conn., and New York.

**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Emery-Wheel Tool Grinder.**

Buffalo Emery-Wheel Co., Buffalo, N. Y.

**Enameled Door and Number Plates.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Enameline.**

J. L. Prescott & Co., New York.

**Enamelers.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Engravers, Wood and Photo.**

A. Mugford, Hartford, Conn., and New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fences, Wire and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.  
Detroit Fence Co., Detroit, Mich.  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland Ohio.

**Files.**

Arcade File Works, Anderson, Ind.  
G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Nicholson File Co., Providence, R. I.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Hartley & Graham, New York.  
Remington Arms Co., New York.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flour Sifters.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fly Traps.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Chas. D. Brown, New York.  
Sargent & Co., New York, and New Haven, Conn.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Brilliant Gas Lamp Co., Chicago, Ill.  
Chicago Solar Light Co., Chicago, Ill.  
Martin & Morehead, Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Motors.**

Lowell Model Works, Lowell, Mass.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

Smith & Hemenway Co., New York

**Glue.**

Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Gun Implements.**

Hartley & Graham, New York.  
Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
P. J. Conroy, Philadelphia.  
Russell & Erwin Mfg. Co., New York.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joint and Wall.**

Van Dorn Iron Works Co., Cleveland, Ohio.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

Allerton-Clarke Co., New York.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.  
Charles Morrill, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Iowa Farming Tool Co., Fort Madison, Ia.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York

**Heaters, Oil.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Hoisting Machinery.**

Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.

**Hones, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Hooks.**

Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**

Ansable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.

**Horse Rasps.**

Arcade File Works, New York and Chicago  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose Menders.**

John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

Boston Belting Co., Boston, Mass.  
F. E. Myers & Bro., Ashland, Ohio.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
Wm. T. Wood & Co., Arlington, Mass.

**India Oil Stones.**

Norton Emery Wheel Co., Worcester, Mass.  
Pike Mfg. Co., New York and Pike Station, N. H.

**Iron.**

Bruce & Cook, New York.

**Iron Fences.**

Detroit Fence Co., Detroit, Mich.  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Bicycle Step Ladder Co., Chicago.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

Detroit Fence Co., Detroit, Mich.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Fountains.**

F. E. Kohler & Co., Canton, Ohio.

**Lawn Mowers.**

Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

F. E. Kohler & Co., Canton, Ohio.  
Underhill, Clinch & Co., New York.

**Lawn Sprinklers.**

F. E. Kohler & Co., Canton, Ohio.

**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Allerton-Clarke Co., New York.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Sickels & Nutting Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

**Office Railings.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Photo-Engraving.**

A. Mugford, Hartford, Conn., and New York.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Pliers, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Outlery.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

- Polish, Stove.**  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.
- Post Hole Diggers.**  
John H. Graham & Co., New York.  
F. E. Kohler & Co., Canton, Ohio.
- Porcelain Enameled Letters, Etc.**  
A. V. Taylor & Co., Cincinnati, Ohio.
- Poultry Netting.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.
- Powder.**  
E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.
- Power Hammers.**  
The Scranton & Co., New Haven, Conn.
- Price Books.**  
Hardware Publishing Co., New York.
- Pruning Shears.**  
Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.
- Pulleys, Hoisting.**  
Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.
- Pumps.**  
John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.  
Torrent Pump Co., Cleveland, Ohio.
- Punches, Spring.**  
Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Railings, Brass and Iron.**  
Clinton Wire Cloth Co., Clinton, Mass.
- Railroad Brasses.**  
Magnolia Metal Co., New York.
- Rail, Barn Door.**  
Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Railway and Mill Supplies.**  
R. Woodman Mfg. & Supply Co., Boston.
- Raisin Seeders.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Rakes.**  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
F. E. Kohler & Co., Canton, Ohio.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.
- Razors.**  
Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.
- Razor Hones.**  
Pike Mfg. Co., Pike Station, N. H., and New York.
- Razor Stropps.**  
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- Registers, Warm Air.**  
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Canton Steel Roofing Co., Canton, O.  
Novelty Mfg. Co., Jackson, Mich.
- Revolution Counter.**  
Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
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Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.
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Eyelet Tool Co., Boston, Mass.
- Roller Skates.**  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.
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Salem Nail Co., New York.
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Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.
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- Sash Cord.**  
Samson Cordage Works, Boston.  
Tower & Lyon, New York.
- Sash Fixtures.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Locks.**  
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Payson Mfg. Co., Chicago, Ill.  
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Sargent & Co., New York.
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- Saws, Butchers'.**  
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Cincinnati Screw & Tap Co., Cincinnati, Ohio.
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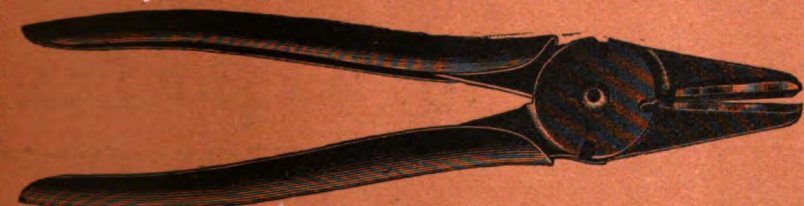
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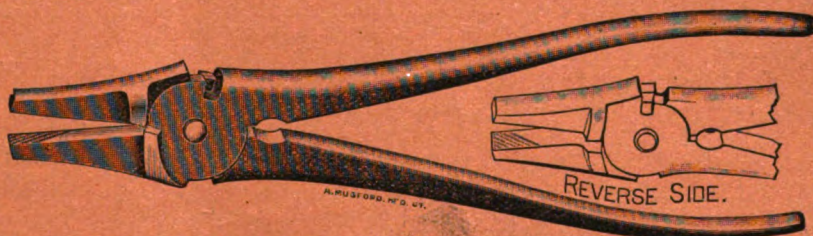
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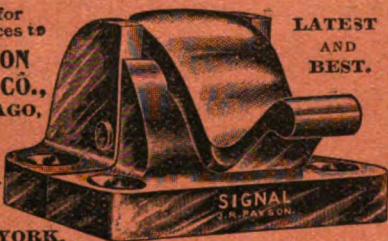
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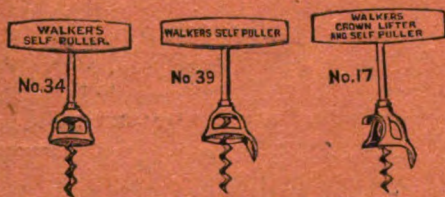
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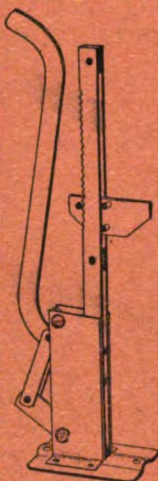
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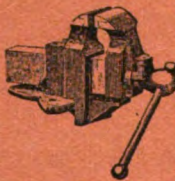
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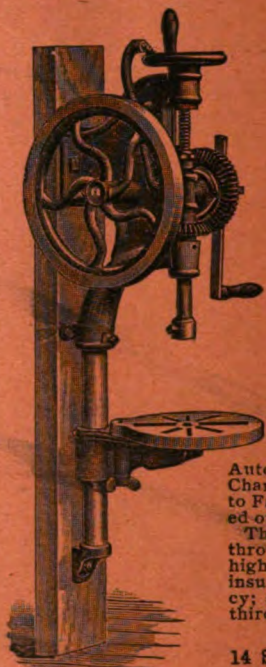
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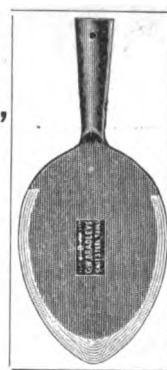
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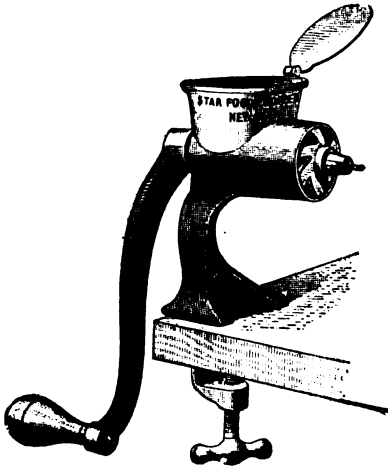
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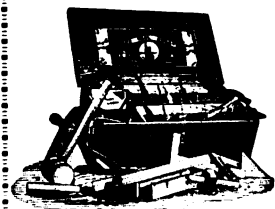
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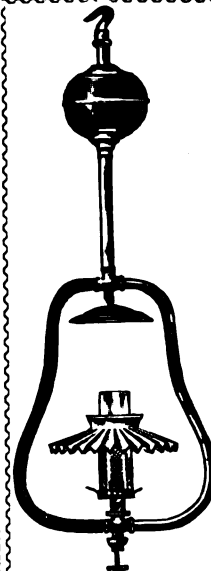
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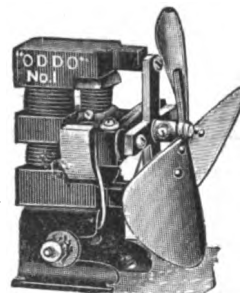
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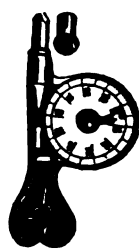
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Garnet Paper  
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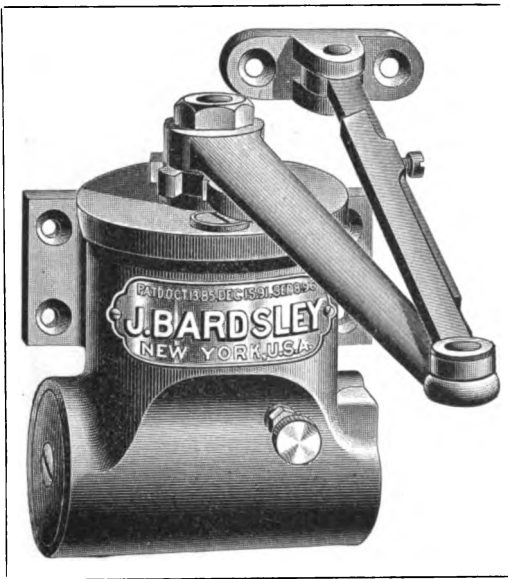
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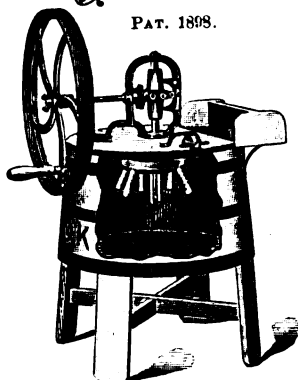
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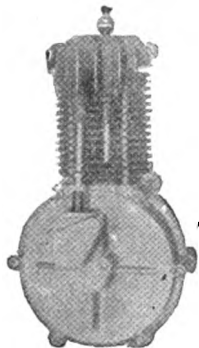
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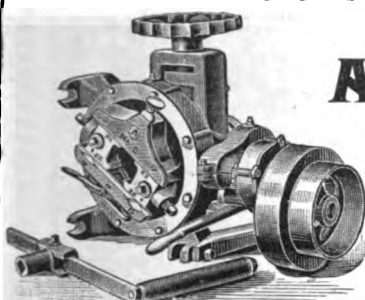
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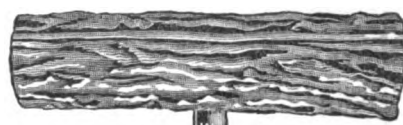
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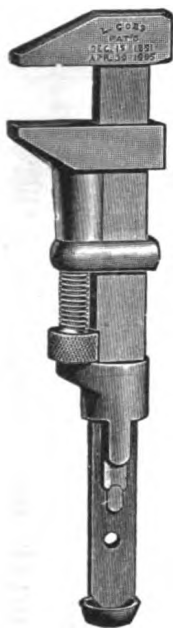
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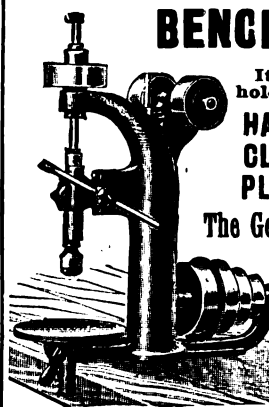


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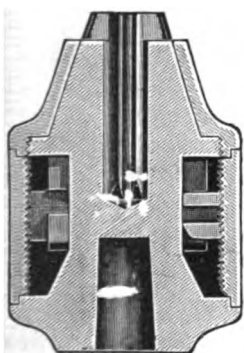
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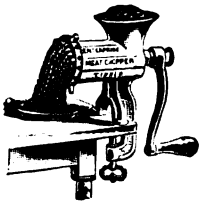
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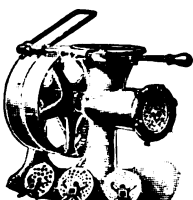


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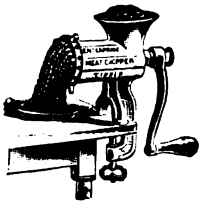
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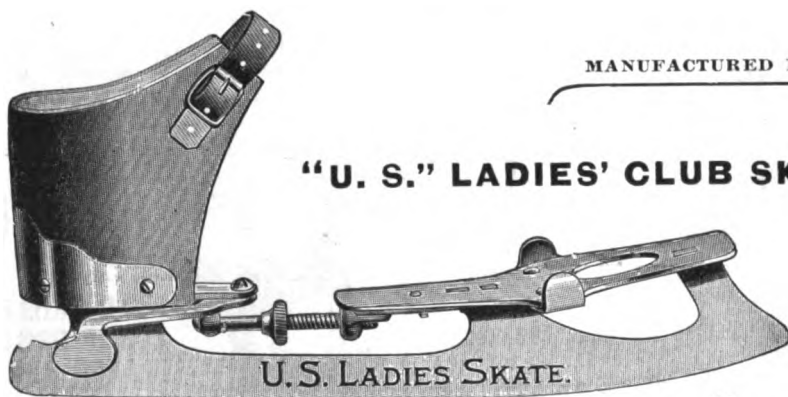
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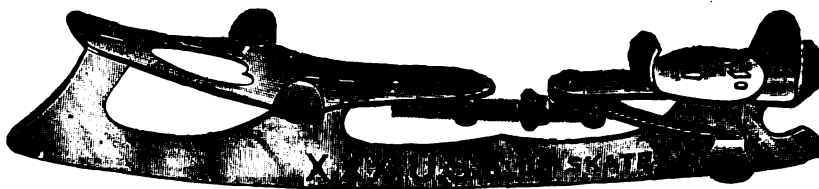
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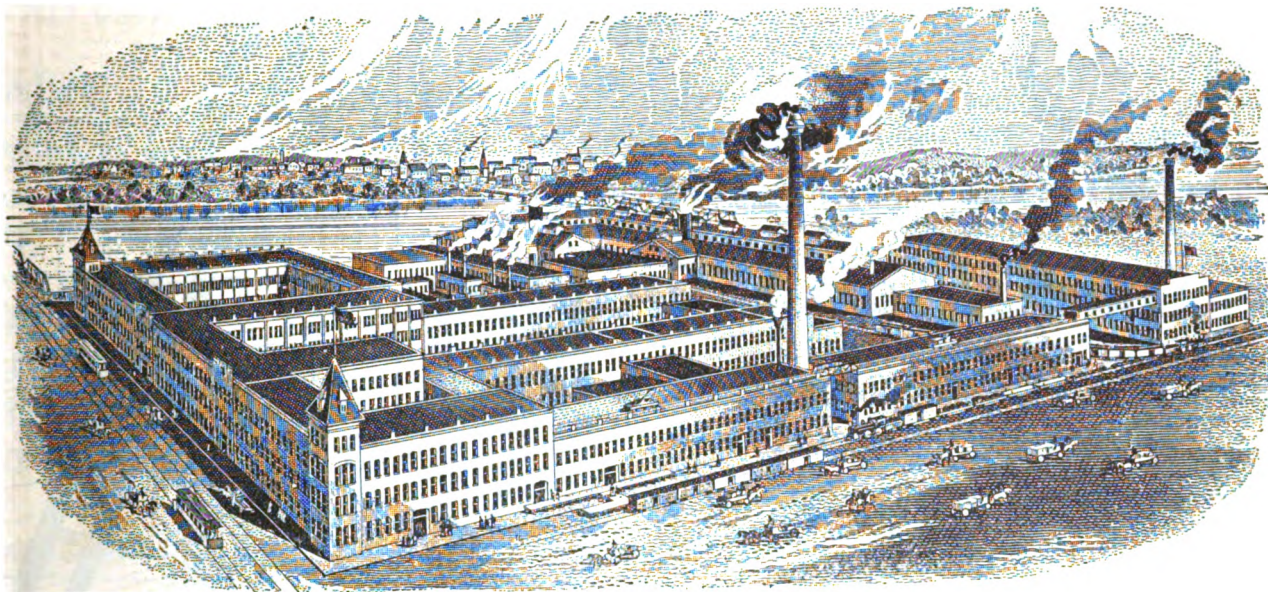
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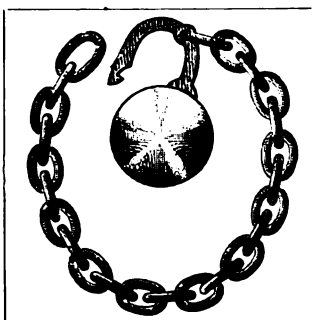
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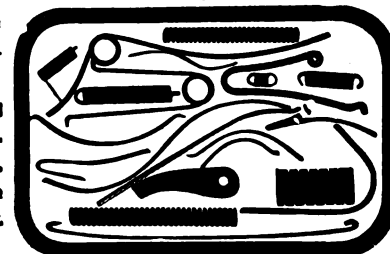
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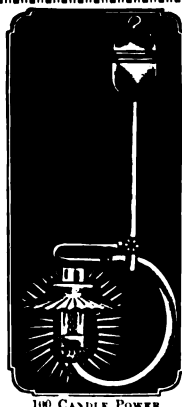
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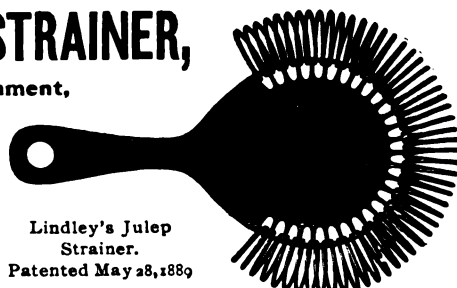
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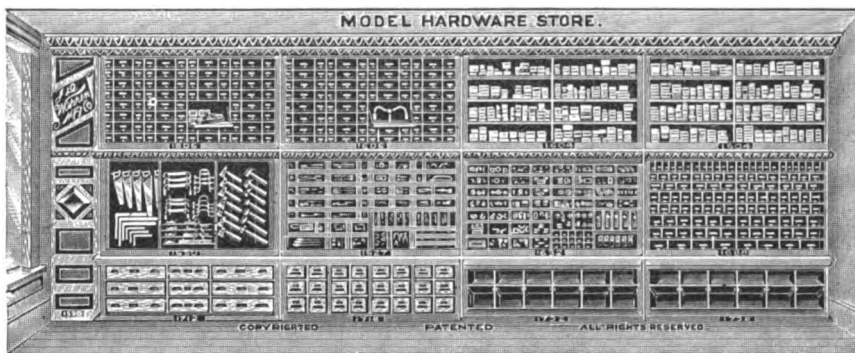
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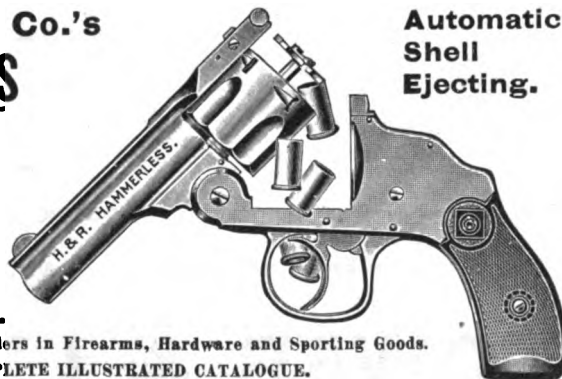


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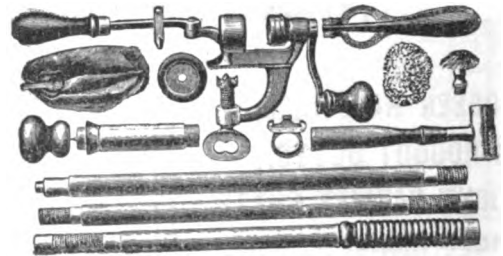
**ICE SKATES.**

**ROLLER SKATES.**

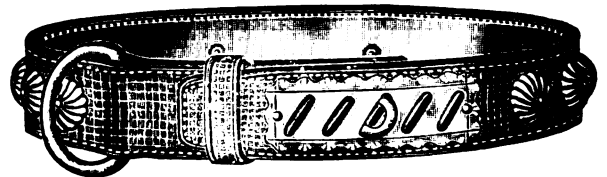
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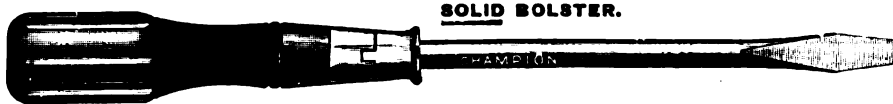


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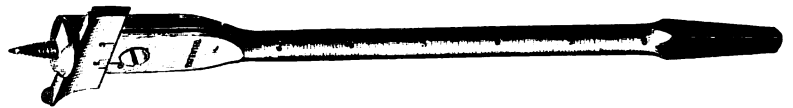
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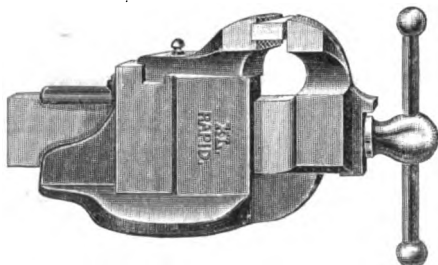
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**CAUTION.**—See that the word  
"CHAMPION"  
is on each Screwdriver.

**IMPROVED CLARK'S PATTERN  
EXPANSIVE BIT.**



**SNEDIKER'S X. L.**



**RAPID  
SCREW  
VISES...**

Simple,  
Durable,  
Heavy,  
Strong.

Flat or Swivel Base.  
Solid or Swivel Jaw.  
Rough or Smooth Face Jaw.

**QUICK ...  
ACTING.**

**THE CYCLOPS  
NAIL PULLER.**

**THE HANDLE**

Saves Time in Operation.  
Saves the HANDS from Injury.  
GIVES Control of BOTH JAWS.

**The Best. The Simplest.  
The Quickest in Action.**

No other Nail Puller combines these  
points of superiority.

1st.—Absolute Simplicity.  
2d.—Absolute Control of Both Jaws instead of One.  
3d.—Absolutely No Chance to Hurt the Hands.

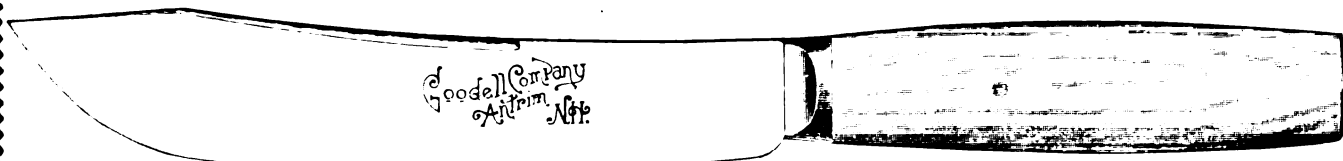


**TOWER & LYON, 95 Chambers St.**  
NEW YORK.

**BUTCHERS WANT  
GOOD KNIVES ...**



**GOODELL** MEANS  
—GOOD QUALITY



**BUTCHER • STICKING • SKINNING • BONING • HUNTING**

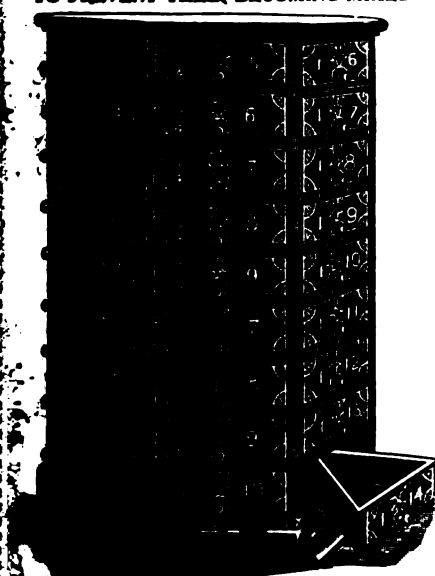
*None But Best Grade Stock. Only Skilled Workmen. Thorough Inspection. Handsomely Finished. Neatly Packed.*

Most complete line of Knives in the world for every purpose, with steels of finest quality to keep them sharp.  
Send for Catalogue A. Be sure to look for name "GOODELL."

**NEW YORK OFFICE:**  
10 Warren Street,

**GOODELL COMPANY, Antrim, N. H.**

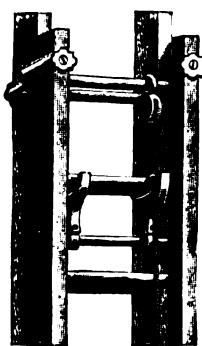
**How to arrange Bolts and Screws**  
TO PREVENT THEIR BECOMING MIXED



**USE OUR CASES.**

Sold by all the leading jobbers in Hardware.  
Ask us for catalogue and price list.

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DAYTON, O.**



**Perfection Extension Ladder**

PATENTED JULY, 1896.

One Endless rope operates it.  
Rope can be changed to either side.  
No rope or fixtures in the way.  
Catch irons operate by gravity.  
No springs to get out of order.  
Spruce wood sides and Hickory rungs.

SEND FOR CIRCULAR.

Made by **BERGER BROS. CO.,**

231 and 237 ARCH ST., PHILADELPHIA.

Mfrs. Tinnerns' and Roofers' Supplies.

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1836.

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BEST CUTLERY IN THE WORLD.  
HORSE AND TOILET CLIPPERS,  
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GRASS HOOKS, SCYTHES AND STRAW KNIVES.  
GRASS HOOKS, SICKLES, ETC.  
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Means time saved, trouble saved, temper saved  
and, consequently, money saved.

Assures accuracy, thereby saving you the neces-  
sity of apologizing to yourself or to some one  
else for errors.

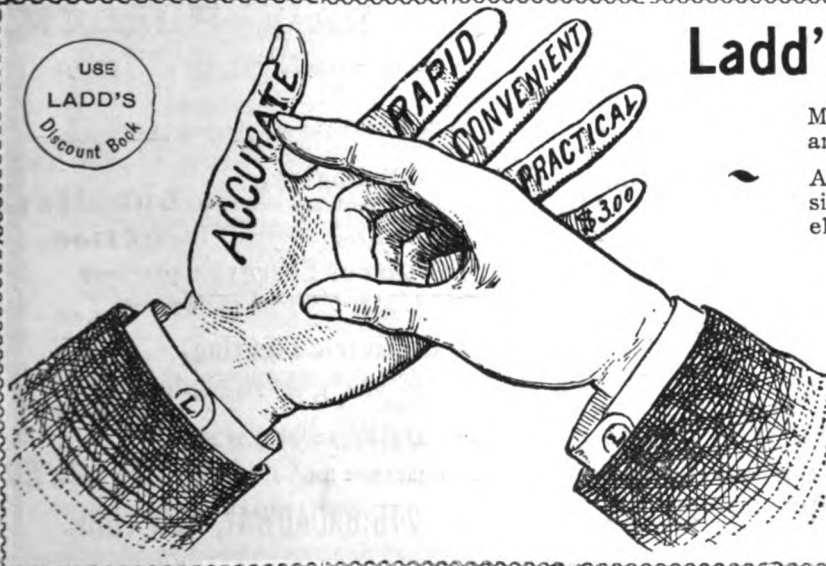
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# ALASKA

## Stove Hardware.

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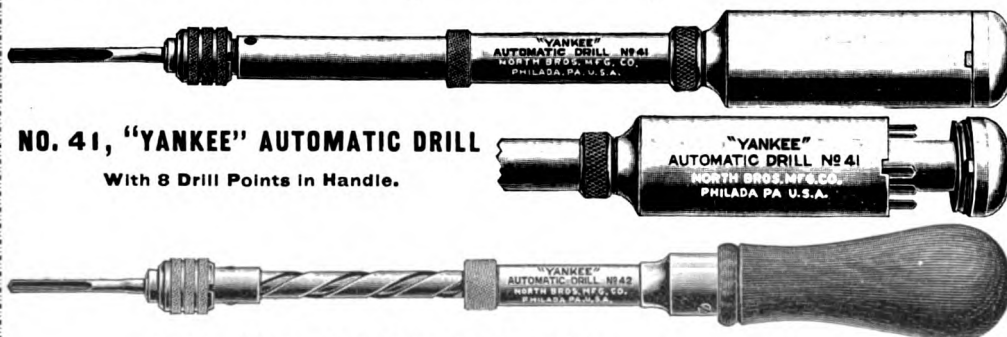
Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.

These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

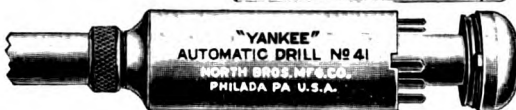
## Other Tools Are Very Good Tools, But--- "YANKEE" TOOLS

**ARE BETTER.**



**NO. 41, "YANKEE" AUTOMATIC DRILL**

With 8 Drill Points in Handle.



**NO. 42, "YANKEE" AUTOMATIC DRILL (Drill Points in Wood Box.)**

Our "Yankee" Tool Book tells all about them. Mailed free on application.

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# Lawn Mowers.



**IF** you are in the market for Strictly High Grade Lawn Mowers, we make them for both Horse and Hand Power. (Send for our 1900 Catalogue). We are also offering a Special Line of Mowers for Golf Grounds.

**Coldwell  
Lawn Mower Co.,**

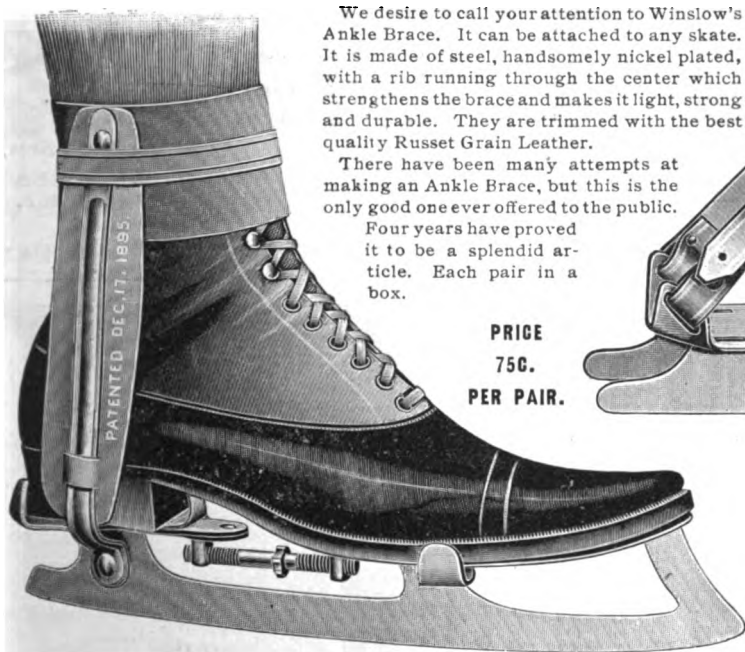
**NEWBURGH, N. Y.**

## WINSLOW'S ANKLE BRACE 1900.

Patented December 17, 1895.

The only perfect Ankle Support made.

Can be attached to any skate.



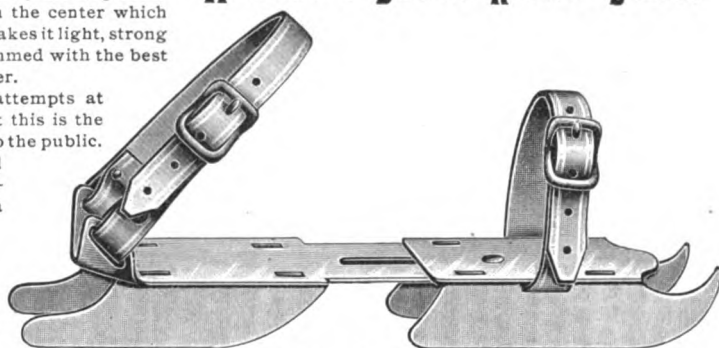
We desire to call your attention to Winslow's Ankle Brace. It can be attached to any skate. It is made of steel, handsomely nickel plated, with a rib running through the center which strengthens the brace and makes it light, strong and durable. They are trimmed with the best quality Russet Grain Leather.

There have been many attempts at making an Ankle Brace, but this is the only good one ever offered to the public.

Four years have proved it to be a splendid article. Each pair in a box.

PRICE  
75C.  
PER PAIR.

## Winslow's Double Runner Skate.



This skate is especially adapted for children learning to skate, is strapped and ready for use. The runners are so wide apart that a child can stand on them with perfect ease. They are adjustable and can be made from a 6 inch to a 9 inch skate by simply adjusting the thumb screw.

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THE ABOVE SPECIALTIES ARE MANUFACTURED BY

**The Samuel Winslow Skate Manufacturing Company, Worcester, Mass.**

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**ALSO MAKERS OF ALL KINDS OF ICE AND ROLLER SKATES.**

CATALOGUE FREE

WELL TANK & SPRAY PUMPS

GET OUR REDUCED PRICES

F. E. MYERS & BRO.

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HAY CARRIERS. FORKS, PULLEYS & C.

YEARS

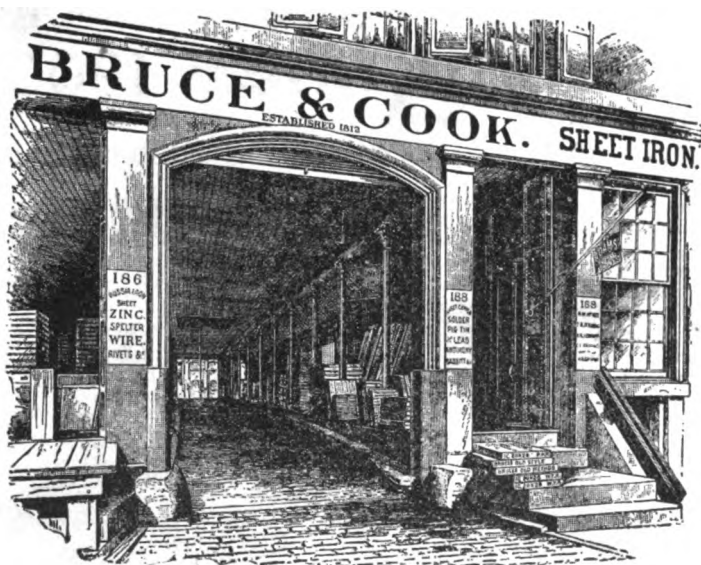
GLASS VALVE

# BRUCE & COOK,

## TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Snoces.  
Dampers.  
Have Trough Leaded.  
Have Trough Galvan'd.  
Have Trough Mitres.  
Have Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

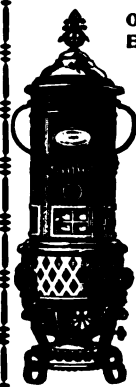
Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned  
Pall Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rools.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppars.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terns Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinner's Machines.  
Tinner's Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire--Annealed.  
Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
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Zinc Sheets.

## Have You Tried a Banner Oil Heater

### For That Cold Room of Yours?



Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

\$5

The Plume & Atwood Mfg. Co.  
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Factories, . . . . . Waterbury and Thomaston, Conn

## ICE TOOLS

OF FINEST QUALITY.

WM. T. WOOD & CO., Arlington, Mass.  
Send for 1900 Summer Price List.

Eyelet Tool Co. 

Manufacturers of  
Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.  
SETS AND PUNCH TUBES  
of all kinds made to order.  
Send for Catalogue.  
42 Lincoln St. BOSTON.

ESTABLISHED 1840.

Luther Boardman

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MANUFACTURERS  
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OF NICKEL SILVER  
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SPOONS, FORKS,  
BUTTER KNIVES ETC.

ALSO  
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QUALITY GUARANTEED.

THESE GOODS HAVE  
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FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPARALLELED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
UNEQUALLED IN DURABILITY.  
ASK YOUR DEALER FOR THEM  
AND TAKE NO OTHER



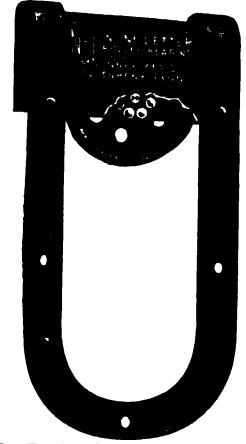
# "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

. . . . Hinges & Butts.

Our Goods are all right. - - - Our Prices are all right.

**McKINNEY MFG. CO., Allegheny, Pa.**

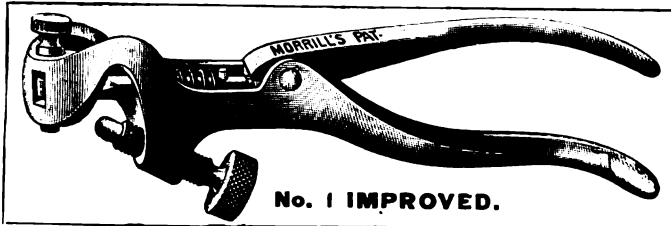


## MORRILL'S Perfect Saw Sets, Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

The Hussey Handle Bar Detachable Reversible Adjustable EXTENSION.

45 Different Positions Obtainable Without Removing From Bicycle.

Positively the *Best Expander* ever used. It is self releasing. Electrotypes now ready for catalogues. Write for printed matter and full particulars to  
**The Snell Cycle Fittings Co., TOLEDO, OHIO.**

**WE ARE THE INVENTORS OF THE CAULKING MALLET**  
NOW USED IN ALL THE SHIP YARDS OF THE WORLD.  
We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.  
**N. Y. MALLET & HANDLE WORKS,**  
Established 1845  
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## Baldwin Refrigerators.

New Styles and Designs for 1901.

- Tile, Zinc, Steel or Spruce Lined.
- Ash, Oak and Softwood Cases.
- Dry Air and Positive Circulation.
- Latest Cleanable Features.
- Strong and Handsome Hardware.
- The Best Lock in the World.
- Air-tight Waste Trap.
- Ball-bearing Casters.
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- Workmanship and Finish Beyond Criticism.

We have the best and most thoroughly equipped exclusive refrigerator factory in the East. We have learned how to make the best refrigerator and we always do it. We have had 25 years' practical experience and are no experiment.

**NEW CATALOGUE READY.**

**Baldwin Refrigerator Co., Burlington, Vermont.**

**"EACH YEAR RECEIVED BETTER RESULTS."**  
Standard Tool Co., Cleveland, Ohio. [Tools]: During the four years we have had an advertisement in HARDWARE we have each year received better results.

# PADLOCKS. . .

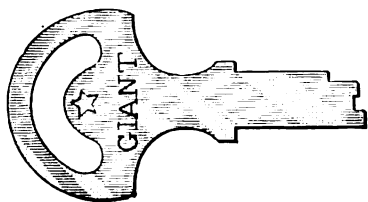


Smooth or  
Government  
Finish.

Furnished the U. S.  
Post Office De-  
partment for mail  
bags for nearly  
twenty years.

**ALL  
PADLOCKS**

made with four  
tumblers each.



WRITE FOR  
CATALOGUE.

**The Smith & Egge Mfg. Co.,**  
**BRIDGEPORT, CONN.**

# Christmas Decorations

Will soon be in order and numer-  
ous small articles such as Christmas  
houses, gardens, etc., will require  
brightening up to be in keeping  
with the cheerful appearance of  
things incident to the season. We  
furnish paints and varnishes to the  
dealer in small packages suitable for  
this trade. Are you prepared to  
furnish either to your customers?

**Harrison Bros. & Co., Inc.,**  
**White Lead, Colors, Paints, Varnishes & Chemicals,**  
Thirty-fifth and Grays Ferry Road,  
**PHILADELPHIA.**  
117 Fulton St., **NEW YORK.** 27 Lake St., **CHICAGO.**

# THIS CAN ▲ ▲ ▲

HAS A

## Clock Spring Steel Bottom

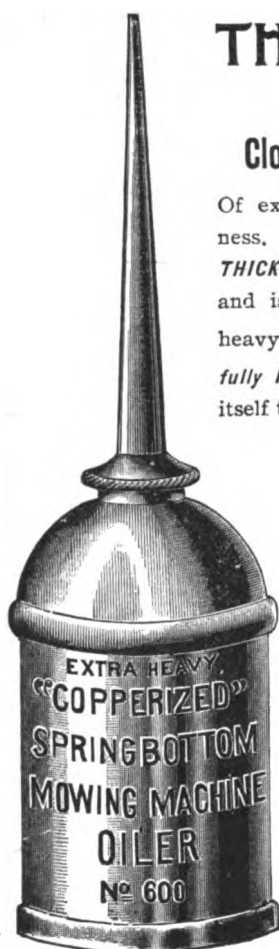
Of extreme durability and springi-  
ness. The *CYLINDER* is of *DOUBLE  
THICKNESS* around the lower edge,  
and is drawn seamless from extra  
heavy "Swedoh" Steel, *Beauti-  
fully Finished* It readily commends  
itself to all *AGRICULTURAL* and *HARD-  
WARE DEALERS* on account of  
its *Elegance, Durability* and  
*Cheapness.*

Special price on large orders  
from the Jobbing Trade.

**ORDER NOW FOR  
SPRING DELIVERY.**

**The Wilmot & Hobbs  
Mfg. Co.,**

**BRIDGEPORT,  
CONN. . .**



# A BUILDING'S CROWNING GLORY IS ITS ROOF

# P & B RUBEROID ROOFING

Is a "crowning glory" to any building. And it isn't a  
fleeting glory either! It is always *there!* Unlike its tar-  
and-paper or asphaltum imitators, it won't rot out or dry  
out. Its backbone is the best, strongest felt, specially pre-  
pared to resist weather, water, heat, steam, acids, gases,  
alkalies, etc., and *we can prove* that it will outlast any roof-  
ing made. Extremes of temperature will not affect it. It  
is clean and easily applied, tasteless and odorless. We'd  
like to send you samples.



EVERY  
ROLL  
BEARS

THIS  
TRADE  
MARK.

**THE STANDARD PAINT COMPANY,**  
85-87 John St., NEW YORK.

# HARDWARE

Standard Tool Co., Cleveland, Ohio, and 94 Reade Street, New York, distributes as a special size postal card a handsomely printed card advertising on one side their special lines of goods very graphically laid out showing a number of their leading styles of goods in a manner that will recommend their adoption not only by the trade, but also by such productive plants in which these appliances would be found to possess an additional field of usefulness.

George Wright, 121 Fulton Street, New York, has in contemplation the publishing of an illustrated catalogue, which will bear the title of "America's Greatest Manufacturers." The model upon which this work will be founded will be the similar volume published in England recently, entitled "Britain's Greatest Manufacturers." It is his intention after publishing the work to distribute it gratis among the leading concerns who will be interested in the contents in all the principal cities of the world. It is intended that the book, being designed for home as well as foreign markets, will include the metal and engineering trades, and be filled with illustrations of manufacturing plants, their various products, etc., which will guarantee its preservation and frequent reference.

Joseph H. Williamson, who for nearly eighteen years has been the business manager of the Manufacturers' Advertising Bureau, New York City, makes the announcement that he has severed his relationship with that company, to connect himself with the old established Viennot Advertising Agency, 524 Walnut Street, Philadelphia, as its business manager, in the place of James A. Thompson, resigned. Mr. Williamson, expressing his appreciation of the uniform courtesy extended to him by his many friends in the trade paper and general advertising field in the past, states that he will be glad to welcome them at any time at his new address, either at the office in Philadelphia, or at the New York office of the Viennot Agency, 127 Duane Street, Graham Building.

The Voorhees Rubber Mfg. Co., of Jersey City, N. J., have just completed and are now occupying a large addition to their original plant, consisting of a new building 50x150 feet, of brick construction, four stories in height, and possessing all that is possible under the improved modern mill construction. The building is equipped with the latest improved machinery, including new engines, hydraulic presses, etc., that will give them much greater manufacturing capacity, and enable them more promptly than ever to turn out their orders. It is estimated that this addition to the facilities enjoyed by the company will more than double its previous capacity.

The Meilink Mfg. Co., Toledo, Ohio, are now occupying their new plant on Jackson Avenue, Shepard and Eleventh Streets, covering 25,000 square feet of floor space, and arranged in five departments enumerated as follows: Tool, machine, blacksmith, plating, enamel and lacquer department. The plant is equipped completely in the most modern way for handling fine machine work and all kinds of metal-plating, lacquer and enamel finishes. It is especially equipped to contract the manufacture of any article made of metal to be delivered ready for the market. Correspondence on this branch of the business particularly is requested by the company.

The regular monthly meeting of the New England Hardware Dealers' Association was held on Wednesday, November 14, at the United States Hotel, Boston. The social features of the monthly meetings were well sustained on this occasion, and after the usual dinner, Robert Luce, of Somerville, was introduced by President Burditt, who delivered an address to the Association upon the topic of, "Taxation Problems." The address was listened to with considerable interest, close attention being given to the information conveyed, and at its conclusion, on motion of A. S. Morss, a vote of thanks was given Mr. Luce for his entertaining address. It is the intention that the next regular December meeting will be devoted to their Annual Ladies' Night, which is one of the most agreeable functions of the organization. A committee, having the arrangements in charge, consists of E. J. Neale, A. H. Decatur, H. W. Colton, E. M. Richardson, with the President and Secretary ex-officio members.

Brauer Bros., St. Louis, Mo., whose advertisement of a manufacturing to that one specialty. They are large manufacturers as well of leather sporting goods specialties and novelties, including in this particular line of wares pistol holsters, cartridge and money belts, gun cases, footballs, striking bags, etc.

Goodell Co., Antrim, N. H., have prepared a very handsome support will be found on page 6, do not confine their some and attractive Card Hanger, having reference to the Cahoon Seed Sower, which is one of their popular specialties. It is handsomely embossed in gold and colors, and would, no doubt, be welcomed by all who received it. The Cahoon Seed Sower captured first honors, silver medal and diploma, at the National Export Exposition in Philadelphia, which was as high an honor as could be paid to any similar exhibit. The manufacturers refer to this with pride, as the award, showing that the high quality of material and workmanship and adaptability to purpose, which are the distinguishing features of this seed sower, were appreciated by those most competent to judge.

Ogden Mfg. Co., Newark, N. J., have recently distributed to the trade a very handsome hanger, intended to promote the sale of the Ogden Automatically Regulated Door Check and Spring. The entire design, door spring and lettering, is embossed in black and gold, making a very attractive card, and will, no doubt, be found advantageous in calling attention to this extremely useful specialty.

E. E. Perry, formerly representing Iver Johnson's Arms and Cycle Works, and very popular with his trade in the territory traveled by him, has connected himself with the Hopkins & Allen Arms Co., Norwich, Conn., and will hereafter represent them on the road. Mr. Perry, as the industrious representative of this important house, will, beyond doubt, give a good report of himself, and receive the customary reward of successful endeavor in extensive orders.

B. B. Tobie, Hill, N. H., dealing in general merchandise, desires to add to his stock a profitable line of Hardware suitable for village and farming trade, but prefers not to have any article in his stock that retails in excess of \$2. Never having handled Hardware, he wishes the most desirable line of goods to popularize this addition to his general stock.



# HARDWARE

VOL. XXII

NOVEMBER 25, 1900.

NO. 4.

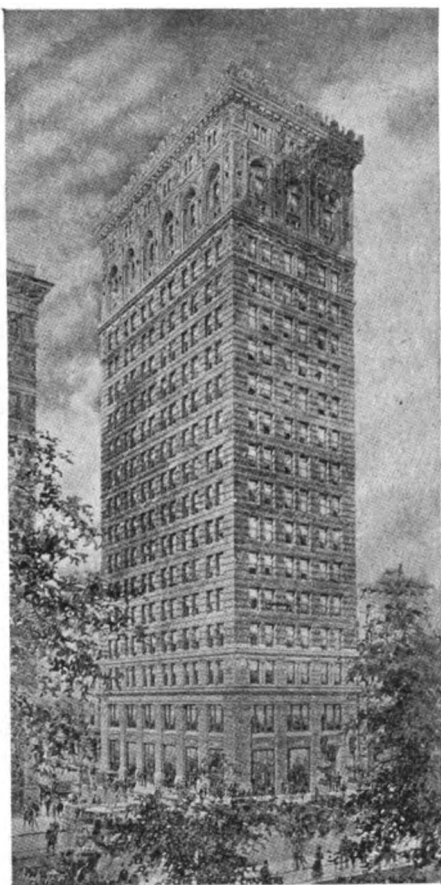
HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the  
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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.



The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

## Editorial Trade Review.

The convention held at Richmond last week in such a successful manner has engaged the attention of the leaders in the business during the fortnight just past. It proved to be of the most enjoyable character, and was participated in by a larger number of delegates and guests among the manufacturers than any previous gathering of merchants embraced in the membership of this growing body of trade leaders. The increasing influence of this dignified body in their relations with the manufacturers, their harmony in the propagation of industrial methods as to the distribution of the vast product through regular channels, the discussion of practical ways and means by which the interests of all engaged in industrial

efforts shall be protected, fostered and encouraged have proved so worthy of achievement that in few departments of our country's important industrial production is so much conservatism shown as in the relations existing between the maker and the distributor of Hardware.

We no longer hear entertained discussions as to the utility of the jobber and his commercial continuance. He has received the deserved recognition of the manufacturer in every field of Hardware's increasing greatness, and is regarded as the strong right arm of the manufacturer, his sword and shield in the warfare of industrial activity, and his future relative position in the commercial world is steadfast, safe and sure.

We regret the early hour we are compelled to go to press precludes a more complete report of the proceedings of the convention.

Business is reported from the trade centres as being in good condition as to volume of traffic and conditions of collections. A much more active movement is felt in the regular channels of trade than the continued mild weather would seem to make possible; but recognized wants that must affect demand at a little later date are being anticipated by the dealer, and a satisfactory state of the market follows naturally.

Quotations are much more conservative in tone than prevailed a month ago; several lines of products, notably in Heavy Hardware, continue to advance slightly with the increasing number of orders that are being entertained and booked ahead. The makers are more inclined to stiffen prices and give no evidence of weakness, as the order books show indications of trade confidence. Stocks are light, however, in almost every line, the approaching inventory period making buyers cautious as to quantities, the desire being to keep within the range of present requirements as nearly as possible. It is to be hoped the present favorable conditions of the buying market will not be disrupted by a sustained effort to again advance prices for a Spring market. A disposition is shown in some quarters of a belief since Election that, with four years ahead of us of prosperous conditions, some of the experiments of 1899 might again be hazarded. Any such programme could only result in an increasing competition; the large amounts of capital lying idle or enjoying but limited interest would readily be drawn into enterprises that would jeopardize existing security.

The export business which would suffer under advancing conditions is at present of such an optimistic character that we feel all the parts of the known commercial centres in foreign countries are ours as soon as we are prepared to supply the demand already open to our competition. We have seen our productive facilities expand in such a promising manner during the past two years that we need the foreign markets to provide for a growing output which the more reflective buyer for home consumption can give up to a conservative consideration, backed by an intelligent confidence.

Hopkins & Allen Arms Co., Norwich, Conn., who recently purchased the plant, business and good will of the Forehand Arms Co., Worcester, Mass., announce that their new factory, now in course of erection in Norwich, they have every reason to believe, will be in operation by January, 1901. It is the company's intention to manufacture a most complete line of double and single guns, rifles and revolvers, a catalogue of which is already in preparation, and will, upon request, be sent to any dealer desiring the same.

### Manning, Maxwell & Moore's New Catalogue.

Manning, Maxwell & Moore, 85-89 Liberty Street, New York, have recently published one of the most important catalogues of Metal and Wood-Working Machine Tools and Attachments which has come to our notice. They have been noted for years for the compilation of the most complete catalogue, having reference to the lines of goods which they handle, of any railway and machinist's tool supply house of the United States. They have a specially organized catalogue department, and great care and attention is given to the descriptive part of every catalogue they issue. The descriptions are thorough and complete, and leave but little to be asked for by the dealer or consumer desiring the articles illustrated. The catalogue under consideration is printed on excellent paper, consists of upward of 700 pages of Imperial quarto size, and is bound in a substantial and convenient manner for the use of the trade. It is devoted to the illustration and description of their metal and wood-working machine tools and their attachments only. The firm state that owing to the largely increased scope of their business, they have deemed it advisable to separate the metal and wood-working machine tools and their appliances from the general supplies. In the previous catalogues these two large divisions of their business have been combined. This makes it necessary for an additional catalogue to be prepared covering the large and important lines that were omitted in this. This is being done, and they expect in a few months to add a catalogue, completely illustrated, of Railway, Steamship, Machinists', Mine and Contractors' Tool Supplies. In the catalogue before us, they have followed the same general method previously adopted, of designating the articles by figure numbers. This was one of the best features in all their previous catalogues, as it enables the trade desiring anything therein illustrated and described, in transmitting their orders or inquiries, to simplify matters by referring only to the figure numbers. This catalogue is also supplied with a code, by the use of which telegraphic or cable communications can be greatly condensed, and the expense of such transmission largely economized. It would take several pages of our paper to describe in detail the contents of the large and interesting catalogue before us, but it is designed in all particulars to enable specifications, plans and estimates to be prepared for the complete equipment of shops using metal and wood-working machinery. Scarcely an article that can be included within this division of special supplies but what will be found illustrated and described in this volume.

In addition to the commodious store occupied by this well-known firm in New York City, they have three large warehouses, and all of them are filled with machinery especially prepared for prompt delivery, which in these days of rapid requirements and rush orders is a very important desideratum. In Chicago, a very complete establishment in charge of A. J. Babcock, as manager, is also maintained at 22-26 South Canal Street. This is kept stocked with a full assortment of the latest improved machine tools for quick delivery. They also have an office at 1005 Park Building, Pittsburgh, Pa., in charge of Robert A. Bole, manager, and a corps of able assistants; while at 1620 Williamson Building, Cleveland, Ohio, still another office is maintained, under the management of F. B. Ward. Prompt attention will be given to all inquiries in connection with the furnishing of such goods as are represented in this extensive volume. The facilities for furnishing everything in the line of complete shop equipment are possessed by the firm whose catalogue we are reviewing, in the fullest degree possible. Having been identified with this line of business for a great number of years, they are fully conversant with all the requirements that could possibly be demanded in connection with its thorough and complete equipment.

### The Largest Exports in the History of our Commerce.

October exports have broken all monthly records in the history of the commerce of the United States, and the ten months of 1900, ending with October, also break the record of exports for the corresponding period of preceding years and give assurance that the calendar year 1900 will show the largest exports in the history of our foreign commerce. The total exports during the month of October, as shown by the records of the Treasury Bureau of Statistics, were \$163,093,597, or practically double the exports of October, 1894, when they were \$83,653,121. The total for the ten months ending with October, 1900, is \$1,194,775,205, or practically double that of the ten months ending with October, 1894. Exports exceeded imports during the ten months ending with October by practically \$500,000,000 or, to be exact, \$499,667,936; while in the corresponding ten months of 1894 imports exceeded exports by \$96,663,369. The year 1900 will, for the first time in the history of our commerce, show an export of more than \$100,000,000 value in every month of the year, while for the first time a single month—October, 1900—passes the \$150,000,000 line, being, as already stated, \$163,093,597, against the highest preceding record of \$134,157,225, which was made in March, 1900.

Agriculture, mining and manufactures have jointly contributed to this enormous increase in our export business. The details of the tenth month of the year, October, have not yet been completed, but those for the nine months ending with September show that agricultural exports are \$50,000,000 greater in 1900 than in 1899; manufactures, \$60,000,000 greater; products of the mine \$7,000,000 in excess of the corresponding months of the preceding year, and products of the forest \$5,000,000 greater than in the nine months of 1899. It is especially in raw cotton and manufactured iron and steel, however, that the greatest growth is shown. Exports of cotton in the single month of October amounted to over \$80,000,000, against \$28,000,000 in October, 1899; \$30,000,000 in October, 1898, and \$32,000,000 in October, 1897. Manufactures of iron and steel show for the nine months, ending with September (October details not yet being available), \$97,313,060, against \$76,569,205 in the corresponding months of 1899, \$59,990,665 in the corresponding months of 1898, and \$45,693,384 in the corresponding months of 1897, having thus more than doubled in three years' time.

The following table shows the exports in each month of the year 1900, comparing the same with those of the corresponding months of 1894:

| Exports from<br>United States. | 1894.<br>Dollars. | 1900.<br>Dollars. |
|--------------------------------|-------------------|-------------------|
| January.....                   | 85,940,226        | 117,597,158       |
| February.....                  | 65,175,331        | 119,426,985       |
| March.....                     | 70,640,839        | 134,157,225       |
| April.....                     | 64,124,812        | 118,772,580       |
| May.....                       | 61,043,583        | 113,427,949       |
| June.....                      | 57,504,487        | 108,651,957       |
| July.....                      | 52,614,176        | 100,441,793       |
| August.....                    | 60,776,147        | 103,576,654       |
| September.....                 | 58,798,675        | 115,629,417       |
| October.....                   | 83,653,121        | 163,093,597       |

The heaviest railroad bridge in the world is now being built by the Carnegie Company for its own private use across the Monongahela River, between the Braddock and Homestead work, six miles above Pittsburgh. The company has already two big bridges of its own over the same river, and the third is made necessary by its constantly increasing business. The bridge will be used for the conveyance of iron ore, coke, limestone and hot metal from the four blast furnaces of the company. The main span of the bridge will be 500 feet long and the bridge 2,300 feet long. It will have a sidewalk and two railroad tracks. One of the tracks will be for hot metal cars and the other for iron ore trains. The floor of the bridge will be of firebrick, to prevent damage to river craft in case of accident to the cars containing the molten lead. The bridge will contain some of the heaviest pieces of steel ever put into a bridge.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

**QUESTION:** Some time ago a man who has had a grudge against me for many years, had me arrested on a charge which he brought against me. There was absolutely no foundation for such charge, and, I believe, he had me arrested just to bring disgrace upon me. I was, of course, discharged by the Magistrate before whom I was brought, and the man severely reprimanded for arresting a person upon such an insufficient ground. Have I a right to sue this man for damages?

**REPLY:** We are of the opinion, from the facts as you state them, that you have a cause of action for malicious prosecution against the man who instituted this proceeding against you. In order to sustain this action, it is necessary to allege and prove, first, that the defendant instituted the criminal prosecution or civil action, which is complained of as unjustifiable; second, that this was done through malice; third, without probable cause, and fourth, that such prosecution has terminated in favor of the now plaintiff, if from its nature it was capable of such a termination. The gist of the proof is to establish want of probable cause to justify the previous prosecution, and this probable cause has been defined as a reasonable suspicion supported by circumstances sufficient to warrant a cautious man in the belief that the person accused is guilty of the offense charged.

**QUESTION:** I am about to leave for Cuba, to be gone for two or three years, and perhaps for a longer time. I have considerable property in New York, and I wish to leave some one to manage it. The person I desire to leave in control is my brother-in-law and a man in whom I have the utmost confidence, and desire to give him absolute authority to conduct my affairs as he thinks best. A notary public has offered to draw up a power of attorney for me, and has stated that this instrument is necessary. Kindly inform me what is the best means of accomplishing what I desire?

**REPLY:** The usual method is, as the notary has stated to you, to have a power of attorney drawn, giving the person whom you desire to control your property full power to do whatever you wish him to do. Unless this notary is a lawyer, we would advise you not to allow him to draw the power of attorney. Although the instrument is a simple one, many have come to our notice drawn by notaries public which have been utterly inefficient for the purpose for which they were intended. A notary would probably charge you about a dollar for his services; a lawyer would probably charge you from three to five; but we believe if it is worth while to have the instrument drawn at all you would desire to have it drawn properly, and we would recommend that you adopt the course suggested.

**QUESTION:** For some time past I have been in very poor health, and should like to know how I had best protect the interests of my two children, both of whom are under the age of fourteen years. I am a widower and have some real estate in New York, where I have lived for many years. I have also an insurance policy on my life, made payable to my estate. Under these circumstances would you advise me to make a will or not? I desire to have my two children receive all my property, and to be cared for in a proper manner.

**REPLY:** Under the circumstances we consider that there are very strong reasons for your making a will. It is generally wiser and safer for a man to make a will rather than leave his property to be distributed under the statutes of the State where he lives, or where his real property is situated; but there are special reasons for so doing in the case before us. Before your children can receive any property, it is necessary to have a guardian appointed for them. This you may do by your will, selecting a proper and suitable person to act for them. Should you leave no will, the court

would appoint a guardian. We would, therefore, advise you to make a will leaving all your property as you desire, to your two children. Under this will you should name a person in whom you have confidence as the guardian of the persons and estate of your children. It would also be well to name the same person as the executor of your will, and we would recommend your giving your executor power to sell all your real estate, as without this power a partition suit would be necessary before a distribution of your real estate would be effected. You should consult a lawyer personally and go over the matter carefully with him.

**QUESTION:** Some time ago I purchased a quantity of articles from an agent who informed me that the goods were patented. I sold a quantity of goods, and soon after received notice from another house that the goods in question were not patented, but were an infringement upon certain patents which they held. I admitted that I had sold a quantity of goods and they said that unless I paid them \$100 they would sue me. If I decide to pay the \$100, how should I protect myself from being sued by this concern?

**REPLY:** There have been many instances, such as you describe, and where it can be proved beyond question that you have been selling goods which infringe a valid patent, perhaps the wisest and safest course is to settle the matter. If you decide to settle the case, you should insist upon a general release from the concern in question, by which they release you from any and all claims which they may have against you. This general release should be signed and acknowledged by a proper member of the firm or corporation in question, and would be a perfect defense to any action brought against you by this concern for selling these goods or for any act done before the execution of the general release.

## C. P. Huntington's Secret of Success.

"The great secret of success is laying by a nest egg and adding to your little store—never spending more than you make."

"A young man should command what he is worth, always keeping his eyes open to better himself."

"Many young men make a mistake in going to college and losing the most important part of their lives in filling themselves with knowledge of other men's deeds, of no practical use to the commercial world."

"I do not think the life of one who has accumulated a hundred millions, more or less, although interesting, is inspiring."

"No one can follow in the footsteps of another. He must work out his own destiny."

"If you observe the rules of honesty, integrity and economy and fear God, you have just as good a chance as any man that may be cited."

"Never allow any social obligation to interfere with a business engagement."

"I never cared a cent what any human being said or thought about my actions, so long as I was satisfied."

"Lots of sorrow has been caused by men meddling at a game regarding which they knew nothing with fellows who did."

"False pride is an enormous obstacle."

"Never worry about to-morrow. To-day is the all important issue."

"I believe in a young man marrying early in life, if he can marry a sensible girl, who is willing to do her own housework."

"Don't watch the clock. The man who does probably would never be missed by his employer."

"So you wish to take my daughter away from me," remarked her doting father.

"Well—ah—that wasn't just exactly my thought," stammered the nervous young suitor; "my folks could perhaps spare me with fewer pangs."—*Ex.*



## ITEMS OF INTEREST FROM EVERYWHERE.

In the rubber forests of Para one laborer disposes of 100 trees in seven months, securing from 400 to 800 kilogrammes of rubber, of which he gets half from his employer.

The stamp canceling machine in use in the post offices can handle from 40,000 to 50,000 letters an hour. New machines are being tested with a capacity three times as great.

Out of 17,000,000 pieces of registered mail handled annually in the United States the loss has been one-thousandth of 1 per cent., and in the transmissions of ordinary letters it is only seven-thousandths of 1 per cent.

An English tradesman, while at a seaside resort, noticed how eagerly visitors from town picked up shells. At a small expense he bought a wagon load of mussel shells, stamped an advertisement on each and scattered the lot along the shore.

After keeping a cylinder of gold and one of lead together for four years at about 65 degrees Fahrenheit—that is, a comparatively cold temperature—Sir W. Roberts-Austen found that the gold had slowly, but surely, made its way into or mixed with the lead.

For sail boats a new attachment allows the mast to be moved to either side of the boat as the wind shifts, a horizontal arm being pivoted at the forward end of the hull, in the outer end of which the mast is set, with a lever which allows the bar to be shifted to adjust the mast.

To enable firemen to carry a person down a ladder with both hands free a new apparatus has a heavy steel rod bent into U shape with a seat formed at the bottom of the U, hooks being provided at the top to fit over the fireman's shoulders and straps to hold the person in the saddle.

Thickly planted trees are the best protection against avalanches. The snow which has fallen in the woods cannot well shift its pace, and when the masses of snow from the slopes above dash against the timber they are unable to break through so strong a barrier, and after overturning some of the first trees their progress is arrested.

In England a lamp-post has been introduced which combines a fire hydrant, tap and fire alarm box. The hydrant can be used for fire alarm purposes, filling water carts, and for street flushing, while the small tap can be used by an individual for domestic water supply. There is a water meter and siphon at the bottom, by which the water is shut off from the hydrant, thus preventing it from freezing.

The largest part of the world's supply of platinum comes from the Ural Mountains, perhaps as much as 95 per cent. of the platinum used in the arts being found in the Russian and Siberian mines or placer deposits of that range. The metal is found in grains and nuggets in the sands of river and creek deposits and in the moraines of glaciers, and is either quite pure or in the form of an alloy with iridium or some of the allied metals of the platinum group.

The German emperor has commanded the celebration of the 700th anniversary of the first mining operations in Germany. These were begun in the Hartz Mountains, the principal minerals being silver and copper. The Emperor himself will attend the celebrations, which will take place at Hettstedt, in

Saxony, where the first mine is said to have been opened, and will also visit Eisleben, a large copper mining centre, where Martin Luther, whose father was a miner there, was born.

One of the leading authorities in bicycling matters has estimated the total output of complete wheels for the present year at 825,000. Of these 150,000 will have been made by assemblers and small makers, and 375,000 by the sixty-three strong firms independent of the trust. The exports of finished wheels are estimated by the same authority at 125,000. The rubber tire output this year, according to a rubber expert, will not exceed 1,250,000, and of these hardly more than 200,000 in all probability will be exported.

The total value at the place of production of the mineral and metal output of the United States in 1899 was \$1,211,361,861, as against \$861,751,017 in 1898. These amounts are quite unexampled in the history of the mineral industry. Of this vast sum ores and minerals contributed \$580,836,062 in 1899 and \$440,997,150 in 1898; metals, \$496,057,320 in 1899 and \$312,650,587 in 1898; secondary products, \$63,995,969 in 1899 and \$40,095,010 in 1898; while the value of metals smelted or refined from foreign material was \$70,471,540 in 1899, and \$59,008,000 in 1898.

A movement has been started in France which has for its purpose the preservation, or rather the cultivation, of the kangaroo, which has been rapidly proceeding toward extermination. Dr. Brisson, a French surgeon, says that there is likely soon to be an exceptional demand for the animals, in consequence of the success attending the use of kangaroo tendon in the hospitals. It has been employed in scores of instances to tie up fractured bones of a man's leg, in order that he may use his knees while the bones are knitting together.

The production of iron in the United States for the year 1899, according to the annual report of the United States Geological Survey, which has just been compiled by John Birkinbine, amounted to 24,683,173 long tons, which was 5,249,997 tons, or 27 per cent., in excess of the previous maximum, produced in 1898. The records for 1898 and 1899 represent the largest output of iron ore mined in any country in one year, the nearest approach being a total of 13,062,040 tons mined in 1880 in England. Twenty-four States contributed to this total, Michigan leading with 9,146,157 tons, and Minnesota taking second place with 8,161,289 tons. Alabama had third place with 1,009,327 tons.

A new switch tower is being built in the yards of the New York Central Railroad in this city that in several respects is the most advanced in its mechanical and other arrangements of any in the country. One feature is especially novel. In the lower story ordinary white window glass is used, but the upper story, where the men are mainly employed, has green window glass. The green window glass is a great protection to the eyes of the employes from the sun. As to the superiority of this green glass over the metal awning always used heretofore it is said to be as great an improvement as a steam railway is over a horse. This switch house will contain 176 levers, which operate the switches by compressed air. These pneumatic switches will do away entirely with general switchmen about the yard, the levers controlling every switch in the yard.

### The "Queen" Ice Cream Freezer.

The Sam'l C. Tatum Co., of Cincinnati, Ohio, in their new catalogue of Ice Cream Freezers and Hardware Specialties just issued, have included in the contents a very attractive picture of a four-year-old boy turning the crank of a



THE "QUEEN" ICE CREAM FREEZER.

"Queen" freezer. The illustration, which is taken from an actual photograph, from a studio in Columbus, Ohio, shows the Freezer, as will be noticed, set up on a large rock in a local back yard, and fully bears out the claim of the manufacturers as to the ease with which the Freezer is operated; no straps or other such contrivances being necessary to hold the Freezer during the operation. The manufacturers report having had a most successful demand for their Freezers during the year, and having already booked many orders for 1901.

### "Holland Beauty" Coffee Mill.

The Bronson-Walton Co., Cleveland, Ohio, John H. Graham & Co., 113 Chambers Street, New York, agents, are



"HOLLAND BEAUTY" COFFEE MILL.

placing upon the market the "Holland Beauty" Coffee Mill, an illustration of which we present herewith. It is constructed entirely of metal, with the exception of the board, by the aid of which it is fastened against the wall when in use. It is constructed in a durable manner from first-class material, and possesses a mechanism readily kept in order and susceptible of close adjustment for grinding the coffee in various grades from fine to coarse. The canister part of the mill is calculated to hold one pound of coffee, and the manufacturers argue that being kept in the coffee mill in this metal can, prevents any loss of aroma or other of the coffee's good qualities, and is in readiness to be ground without the usual details attending preparation. They claim this saving of the aroma as the mill's most noted characteristic.

### Machinists' or Jewelers' Special Tool Chests.

C. E. Jennings & Co., 101 Reade Street, New York, manufacturers of mechanics' tools, are large manufacturers of tool chests especially designed for various trades and lines of business requiring strength, security and general completeness in the arrangement. We give an illustration herewith of a chest especially made for a high grade outfit for machinists' or jewelers' use. It is catalogued as No. 40 special. Made of selected antique quartered oak or black walnut, handsomely finished. Each Chest is provided with a Yale pattern lock and two keys, nickel-plated drawer pulls, and a patent device for automatically locking all the drawers at once. They have nickel-plated outside corner irons, and each has a panelled lid with a secret compartment for private papers. The following are the list prices:

No. 40. Special. Quartered Oak, with 4 Drawers, price each, \$12.00.

No. 4W. Special. Black Walnut, with 4 Drawers, price each, \$12.00.

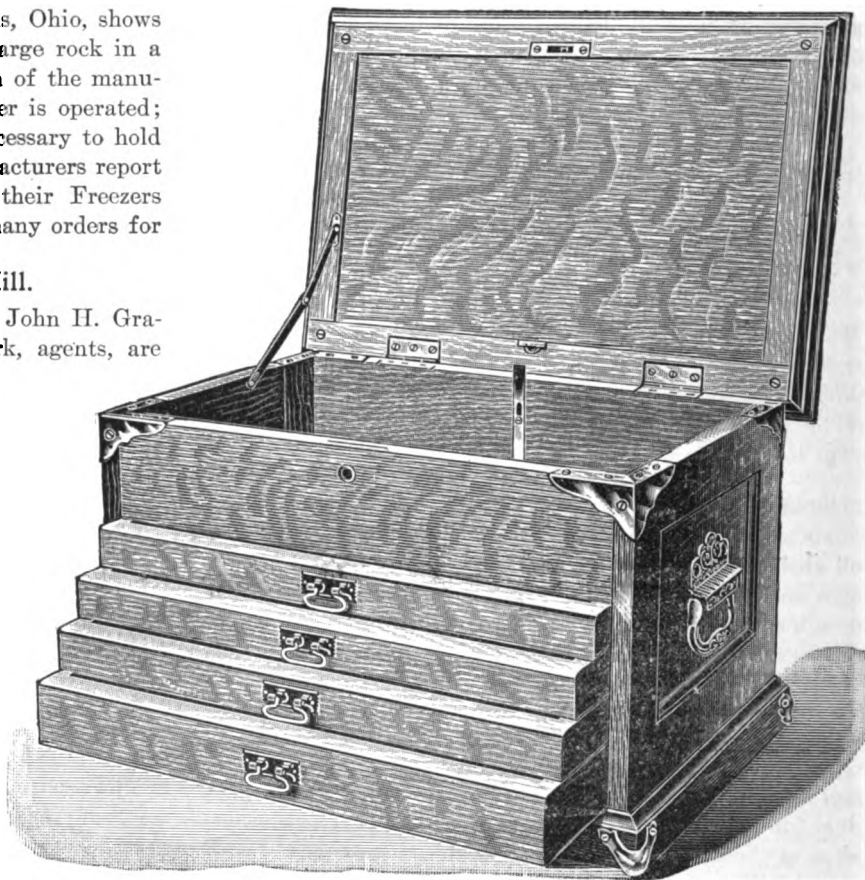
The outside dimensions of these Chests are as follows:

18½ inches long by 12¾ inches wide by 11½ inches high.

The following are the inside dimensions:

Receptacle under lid, 16 inches long by 9¾ inches wide by 3¾ inches deep.

First drawer, 15 inches long by 8¾ inches wide by ¾ inch deep.



MACHINISTS' OR JEWELERS' SPECIAL TOOL CHEST.

Second drawer, 15 inches long by 8¾ inches wide by ¾ inch deep.

Third drawer, 15 inches long by 8¾ inches wide by ¾ inch deep.

Fourth drawer, 15 inches long by 8¾ inches wide by 1¾ inches deep.

Space under the bottom drawer, 1 inch wide.



"What was your father whipping you for last night?" asked one small boy of another.

"Oh!" replied the other, "we had an argument about my Sunday School lesson, and he was proving to me that the whale actually did swallow Jonah."—*Ex.*

### Catalogue House Competition.

An interesting article on catalogue house competition appears in a recent issue of *Trade*, of Detroit, Mich. A table is printed showing the prices of fourteen articles, including tools, ammunition and guns, which are quoted a retailer by a leading Hardware jobber of Detroit, and the price for the same goods quoted the consumer in a recent catalogue issued by a Chicago catalogue house. The catalogue prices average only about 21-2 per cent. higher than the jobber's price to the retail dealer. Commenting upon that showing *Trade* says:

"It requires no great stretch of the imagination to see that either the jobber or the retailer must go, and go much sooner than most people recognize, if the present condition of affairs is to continue. The catalogue house is a splendid example of up-to-date cash-sale, quantity-purchasing business and has simply cut out one of the profits between production and consumption.

"It is here to stay, and the sooner jobbers and retailers realize this, the easier it will be for them to adjust their business to meet this nineteenth century competition, which, like a snowball, the bigger it grows the faster it grows. It is already evident that no retailer can do business on these margins, even if he gets cash in advance with every sale. What, then, is the secret of the catalogue concerns' ability to undersell even the jobber in some instances? Is it some new panacea for mercantile ills which these shrewd concerns have discovered, and which they monopolize? Assuredly not, but is simply the result of keen discriminating, quantity-buying for cash, which gives the buyer, if he is 'on to his job,' the short price every time, and the cutting out of one profit in the distribution of merchandise.

"The remedy for this condition is, in our judgment, extremely simple. There are in the United States probably 22,000 retail dealers in Hardware. Let us suppose that each of these dealers handles, roughly speaking, in the vicinity of \$40 worth of these principal staples each year. This, of course, is far from correct, for the quantity varies greatly in different localities, and the total shown by these figures would considerably exceed the total output of some factories, but for illustration and in the absence of more definite statistics, it must suffice. The retail Hardware trade in the United States is probably still marketing from 75 to 90 per cent. of the principal Hardware staples, while the catalogue house disposes of from 10 to 25 per cent.

"Twenty-five years ago the figures were probably, dealer 90 to 98 per cent., mail order houses 2 to 10 per cent. Another decade hence the figures will surely be much nearer half and half than those existing to-day. Every dollar of this money in catalogue house business is at the expense of the retailer.

"The remedy, based upon the above estimates of the relative value of the retail trade, as compared to that of the catalogue house and department store, which, while purely imaginative, is sufficiently correct to show that the power to remedy this great and growing menace to the business of the retailer, still rests with him. That power, which he cannot exercise individually, but which must be exerted through the medium of association with his fellow merchants, is the ability to say to the manufacturer: 'You cannot and must not sell the catalogue houses and department stores, which are steadily undermining my business, and at the same time sell me!' Nearly every State has its State organization of Hardware dealers, of grocers and of those in other lines. The Hardwaremen possess a national organization. If one-fourth of the dealers in this line in the various States were members of a State Association of their own tradesmen, and if these State Associations were merged and welded into a compact whole by affiliation, the remedy could be applied at once; and, indeed, the day when this can be done effectively is rapidly approaching, for the need of efficient organization

is growing apace, and slowly, but surely, the strength of the Interstate Retail Hardware Dealers' Association is developing."

### Claims and Returned Goods.

The claim department of a large house runs against some queer streaks of human nature. The head of this department who decides on the disposition of each case, must be a man of good judgment and equable temper. He must, of course, cheerfully correct errors and allow just claims, and he must at the same time be firm in rejecting unjust claims.

We have a great many customers who rarely have a claim to make, in fact they go on buying from month to month and year to year without a particle of trouble on either side, and we begin to congratulate ourselves on the careful attention of our clerks and think we have eradicated carelessness and errors in all our departments. But just then we strike a streak of claims which shows that either we were mistaken about our employes or that somebody else has been careless.

What are the causes of these claims? We will try to answer:

Careless ordering is one. A man knows what he wants but does not write it so that others can understand. The other day a man ordered tin roofing nails. He wanted nails for putting on tin roofing. He should have simply said: Wire roofing or cut roofing nails—as it was he got *tinned* roofing nails and they had to be returned. Another party ordered several bars of steel 3—2" x 3—2". This was a puzzle. We thought it meant 3 1-2 inch by 3 1-2 inch; but as this is an unusual size we wrote for further light. Well he wanted 1 1-2 inch square and thought we were stupid not to understand that three halves by three halves was the same thing. Another cause is not having an understanding as to prices. We always bill goods at the best price ruling at the time, and persons who expect lower prices should name it in their order. Then we can accept or refuse the order before shipping expenses are incurred.

There are a few people who seem to order simply for the fun of returning the goods. There are some who keep seasonable goods until it grows late in season and sale seems doubtful and then return them. There are some who buy goods at a price and get them according to order, but imagining that a neighbor has a better price take it off in remitting. There are some who always find a shortage in goods received. Some who always find something wrong with goods which requires an allowance.

We employ the best men we can find for our work and give careful personal supervision of all business intrusted to us, so as to avoid all errors—but of course some will creep in. In such cases we cheerfully correct them and make matters right. We must, however, in justice to ourselves, refuse to allow claims that are unjust, and refuse to accept goods returned without good cause and without the buyer having first written us regarding them.

We trust none of our good friends will take offense at our plain speaking. We are simply giving you a bit of our experience. Don't think that we are trying to avoid the consequences of mistakes we *do* make. Far from it. But we want to be just—just to ourselves as well as to our customers and only ask you to remember "both sides" if you ever have occasion to make a claim or report a shortage.

LOGAN-GREGG HARDWARE Co., in *Hardware Hints*.

A certain farmer living east of Osage City, and not noted for his resemblance to Apollo, has a son of seven years who possesses more wit than wisdom and reverence. One day recently a stranger came to the farm, and seeing the lad asked: "Sonny, where is your father?" "In the pig pen," was the reply. "In the pig pen? Thanks." And as the man moved in the direction indicated the boy shouted: "I say! you will know him 'cause he has a hat on."—*Kansas Star*.



### Just For Clerks.

Do not start a store until you are situated so you can own it and have a little surplus besides, says *Storekeeper*. There are plenty of stores in the city, and also in the country, which are started by ambitious and energetic young men who could make good salaries as clerks; and these are often started with limited capital, and with the backing of some wholesale house. The young man works all the time, eats and sleeps in the store, has no nights off. His life is a constant grind; each month finds him a little more in debt, and, finally, the wholesale house takes his all—its own goods, the young man's money and what goods he has bought from some one else. It all goes! There is no friendship in a chattel mortgage! Then he is ashamed to go home, and so he stays in the city and works for less than he could get at his own home with all its pleasant surroundings.

To change the subject now, study to become a good salesman. Your knowledge of goods is of no use unless you can sell them.

Be a "good fellow"; be careful at all times (even if your head does ache) but do not let people—especially young people—get too familiar with you, or they will make the store a loafing place. Never trust them for goods without consulting your employer.

Do not forget that you are not accommodating a customer by waiting on him. It is the customer who is accommodating you. It is of no use to advertise for trade if the customer is not well treated on his first visit; if he wants what is not in stock, use every effort to obtain it, and, no matter how small the order is, do not keep the customer waiting for it, but send it to him. People are continually changing from one store to another, and, if they do not get the proper attention from you, they will go where they can get it.

No clerk should take the responsibility of "talking back" to a customer. If he ever owns a store, he will think twice before losing a sale or a customer. If your employer's business is sufficient to pay a good salary to a clerk, it is to your interest to increase it, rather than diminish it by surly manners or inattention to customers. Your employer may notice these things more than you think.

### Managing the Good But Slow Customer.

To the business man with outstanding accounts the question of how to deal with the class of customer described in the title of this article is a constant and perplexing puzzle. For all other classes of debtors he has his methods of treatment. The customer whose payments are prompt and on time of course affords no trouble whatsoever. For the bad accounts, while the chances of getting what is due to him are slight, at best the merchant at least has a course of action well defined. He has merely to put the account into the hands of his attorney or of a collection agency, as the case may be. The "good, but slow customer," however, is not to be thus summarily dealt with. His case is one demanding the exercise of the utmost amount of ingenuity and tact. He must not be approached in an abrupt or offensive way or he is liable to flare up and withdraw his trade. The self-consciousness that he is perfectly good will render him exceedingly susceptible to taking offense. To let him alone altogether, however, is equally unsatisfactory, inasmuch as he never will volunteer to pay unless his memory is somehow jogged along. The merchant, therefore, in his treatment of such a customer, finds himself in a very difficult position.

Some merchants, appreciating these difficulties, prefer not to have such customers on their books at all. Others, deeming that they cannot afford to display such independence, try various methods of coping with this difficulty. Some business men instruct their collectors, when calling on such a customer as above described, to appeal to his sympathies by informing him that the firm is in need of all the money it can raise. This step, however, is not advisable when it is

taken into consideration that such a statement, however groundlessly made, is liable to spread abroad and place the firm under suspicion, or at least in a bad light. Other merchants again try to persuade the slow, but good customer, to give them a note, while still others declare that the very suggestion of such a course would lose for them their customer and their account, and advise, where possible, that the debt, or part of, be taken out in trade, and in that manner the debtor may be successfully reminded that his account is not "squared."

Still another class of merchants favor the demanding of payment on instalments, deeming that the mere demand will cause the customer to awaken to the fact of his indebtedness and forward a check in full immediately. A business man of considerable experience in this direction has a thoroughly systematic method of dealing with the good but slow customer, and his advice is certainly worthy of note. Therefore I append what he says:

He advises, in the first place, that a draft be made upon the customer. If the draft comes back marked unpaid there are generally a few words marked on the back explaining the reason for non-payment. These excuses take such forms as "not due" or "amount incorrect," or any plausible reason for not honoring the draft that may suggest itself to the mind of the man drawn upon at the time the draft is presented. In the event of such an excuse being given, a letter is then sent to the tardy customer, expressing, in mild terms the greatest surprise that the draft was not honored, refuting the reasons given for failure to honor and expressing the intention to again make draft a few days hence, and not failing to end up with a desire for "further valued patronage."

A second draft is then made and should this also come back, not honored, a quite severe letter is dispatched expressing the writer's great surprise that the account, long past due, has not been paid, gently but firmly intimating that most drastic measures must be taken, if payment is not made at once, or giving the debtor a short extension, and insisting upon the honoring of the draft that will then be made. At the same time an appeal is made to the sense of justice of the customer, and he is assured that the taking of stringent methods will be a matter of great regret to the merchant. A hope is expressed that the customer will appreciate the position in which the creditor finds himself, and that the relation of merchant and customer in the future may be of the most pleasant and cordial nature.

In the majority of instances a really good customer will not let the matter go further, but will "pay up," even though he should grumblingly request to know "whether they think he is going to run away," or if "Mr. Blank thinks he's going to fail." If, however, the next draft is not met, the account is placed in the hands of an attorney for collection, and a letter sent to the customer informing him of the action that has been taken. This invariably brings the money, providing the customer has it, and has no just reason for withholding payment. If this correspondence throughout has been managed properly, care being taken to be neither too aggressive nor too weak, even the fact that legal steps have been taken does not always mean the losing of the customer; but if the latter should happen, our merchant comforts himself with the reflection, "It matters not how good a customer may be, if he don't pay his accounts I don't want him on my books."

MYRON CONNOLLY.

John—Look here, that dollar you lent me yesterday was counterfeit.

James—Well, you said you wanted it bad.—*Ex.*

"Blowhard has a big opinion of himself."

"How big?"

"Well, he's beginning to imagine he's annoyed by camera fiends."—*Ex.*

## RECENT TRADE PUBLICATIONS.

**ACORN BRASS WORKS**, 19-23 South Jefferson Street, Chicago, Ill. Envelope size catalogue, 28 pages, printed on excellent paper and finely illustrated with half tones throughout, covering their line of "Acorn" Gasoline gas lamps which they manufacture in a large variety of styles and sizes, together with the necessary supplies appertaining to the same.

**PFLEGER MFG. CO.**, 330-338 North Wood Street, Chicago, Ill., **Allerton-Clarke Co.**, 79 Reade Street, New York, agents. Pamphlet catalogue of 24 pages, of wood and metallic Weather Strips made in large variety, and in all the various styles pertaining to this line of goods. Included in the contents are heavy and light floor scrubbers, wood and metallic window cleaners, oil-cloth binding, etc.

**E. S. HULBERT & Co.**, Bernardston, Mass. Illustrated catalogue for 1901 of the large assortment of cutlery manufactured by this well-known concern of over fifty years' standing. Oblong pamphlet catalogue, 24 pages, embracing an extensive assortment of cutlery for butchers, abattoirs, packers, marketmen, hotel and restaurant chefs, grocerymen and house-furnishing houses, covering almost everything needed in these special and distinct lines, amply illustrated and well described. It is a very convenient little book.

**NEW YORK MALLET AND HANDLE WORKS**, 452-456 East Houston Street, New York. Pamphlet catalogue of 20 pages, covering their line of caulkers', carpenters' and stone-cutters' mallets, together with tin and coppersmiths' and boiler-makers' mallets, hawsing beetles, hawsing and caulking irons, sledge, chisel and hammer handles; also cotton and bale hooks and cork-screws. This old concern are the largest makers of caulking mallets, hawsing irons, etc., whose products reach the trade. Having been in the business in the neighborhood of fifty years qualifies them to be considered headquarters from an expert standpoint of this special line of goods. Included in the contents of this catalogue, in addition to the articles mentioned, will be found such goods as gavel mallets, oyster blocks, standing fids, hickory hand fids, serving mallets and serving boards, cobble-stone and Belgian rammers, etc., etc.

**SARGENT & Co.**, 149-151 Leonard Street, New York. We have received from this well-known company samples of the literature they distribute gratuitously to their customers, exploiting their many specialties which they advertise so thoroughly. Hardware stores throughout the country handling their goods need never be at a loss for sufficient advertising stationery to distribute in order to exploit their products. In connection with the several booklets, they issue a pamphlet giving sample advertisements suitable for the columns of papers throughout the country, electrotypes for which will be furnished when required by the dealer. In this assortment is an interesting booklet catalogue exploiting the "Eclipse" Door Check and Spring, intended for wide distribution through the medium of the dealer handling these goods. The entire outfit reflects great credit upon the perfect system adopted by this house, and could be advantageously followed by others.

**SIMMONS HARDWARE CO.**, St. Louis, Mo. Catalogue 385 on Doll Carriages, children's chairs, boys' wagons, velocipedes, sleds, skates, etc., for the season of 1900-1901. Pamphlet catalogue of 76 pages in which these goods are shown and described in large variety, evidently intended to facilitate ordering by mail a class of goods that are seasonable, and on

which the dealer at the present time should keep well informed. We have also received from the **Simmons Hardware Co.** their catalogue of Fall sporting goods, which is their No. 383, being a book of over 450 pages, printed on paper that permits of a large edition being distributed, intended to foster and encourage mail orders. The contents include everything in the way of hunting goods, golf goods, foot-ball goods, striking bags and canvas goods. The contents are varied and complete, taking in everything embraced within these lines, with prices attached to all of them, and subject to a discount sheet distributed only to the trade. It is a very valuable and desirable compendium of seasonable information.

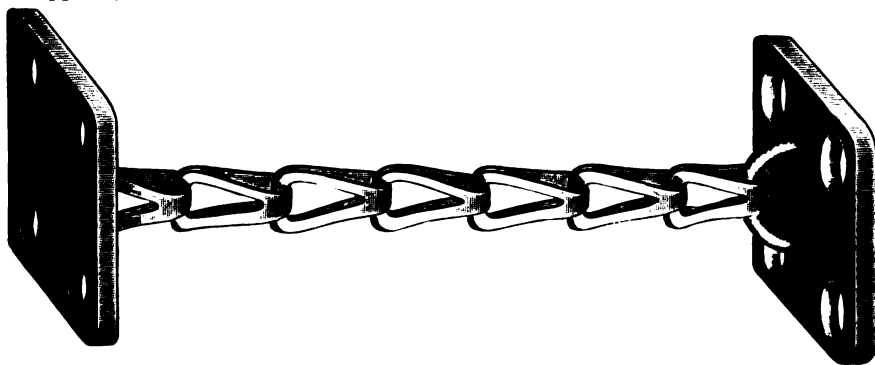
**P. & F. CORBIN**, New Britain, Conn. Catalogue of "The Corbin Lock Set in a Unit," their latest improved special line, which is illustrated and explained in the most superb manner imaginable, in a quarto catalogue of 86 pages, with an extremely artistic embossed cover in gold and colors, that will interest the dealer who receives it, from cover to cover. The superior quality of the illustrations which are used in the contents of this volume have rarely been equaled in exploiting the products of any factory, and give evidence of the great care and attention which the catalogue department of this well-known concern has bestowed upon it. It certainly reflects high credit upon the artistic taste of this well-known company. This is their first catalogue of "Corbin Lock Sets," and in it will be found all the sizes and patterns of locks and designs in ornamentation which they have made to date. The assortment affords a wide range for choice. It is the intention of the company, announced in this catalogue, to add as rapidly as possible some of the best of their stock designs to this line of lock sets, and also other new designs as produced for special requirements. It is an extremely handsome production, that a Hardwareman can take pride in possessing.

**GOODELL Co.**, Antrim, N. H., and 10 Warren Street, New York. "Catalogue A," embracing a full line of their productions, oblong in shape, 70 pages, printed on good paper and finely illustrated with wood cuts throughout. It covers in a very complete and thorough manner their line of table cutlery and butcher knives, carvers, hunting, sticking, skinning, shoe, cigar, putty, bread, cheese, steak and other knives. Dimensions are given in every case, and where two or more styles of handles are manufactured from the same pattern, the numbers of each are given under the illustration. Their handsome line of table cutlery marketed under the name of the "400" is illustrated in full. This line is a radical departure from old lines, and in many respects superior to anything which has preceded it, being entirely different in construction, more tasty in appearance, and vastly stronger and more durable, the blade being fastened into the handle with metal, which neither swells nor shrinks in cooling. The forks are of latest design, four-tined, first tinned and then nickel-plated, guaranteeing a period of service, which but few grades of table cutlery can promise. Rubber-handled knives are also shown in full variety; likewise solid bone and celluloid, solid steel, silver-plated knives and forks to match, being one of the approved specialties of the Goodell Co., are handsomely illustrated and described. Their line of carvers and steels are of the most complete character, and altogether the catalogue is gotten up with care and cannot do otherwise than impress the dealer with the desirability of handling this line.

## NEW GOODS AND SPECIALTIES.

### "Giant" Metal Transom Chains.

The Smith & Egge Mfg. Co., Bridgeport, Conn., are the manufacturers of the "Giant" Metal Sash Chain so long and popularly known to the trade, and which forms one of the salient features of a number of their specialties to which it is applied, one of which, that of Transom chains, we illus-



"GIANT" METAL TRANSOM CHAINS.

trate herewith. They are manufactured in four sizes: 10, 12, 15 and 18 inch, and present a very strong and desirable attachment to any transom that requires proper security. The Smith & Egge Co. are really the originators of this class of chain, and claim to have made and sold the first foot of a similar sash chain ever sold in the market. In fact, they are the originators of automatic machinery for making flat metal chain of this description, having been in business twenty-seven years, and without exception, are known as reliable manufacturers of meritorious specialties demanded by the trade generally, and deservedly popular.

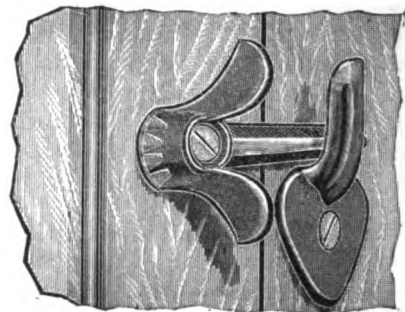
### "Yankee" Ratchet Screw Driver.

North Bros. Mfg. Co., of Philadelphia, Pa., well-known manufacturers of popular specialties for the Hardware trade, are placing upon the market the "Yankee" Ratchet Screw Driver, which we illustrate herewith, and is marketed as their No. 11, which is introduced to the trade as an improvement on the company's No. 10 ratchet screw driver, which has already achieved considerable popularity. The adjustment of this screw driver being across, instead of in line with the length of blade, obviates, as the manufacturers claim, any possibility of changing the position of the shifter while in use. The ratchet mechanism has also been modified

inches in length, and come packed one-half dozen in a strong paper box.

### Fearn Casement Fast.

The Columbus Sash Ribbon Co., 657 West Broad Street, Columbus, Ohio, are the manufacturers of the Fearn Casement Fast, which they are placing upon the market through

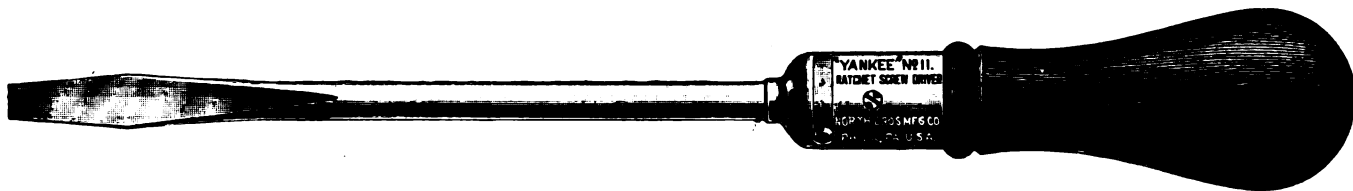


FEARN CASEMENT FAST.

the Hardware trade. It is constructed for the purpose of acting as a convenient fastener on hinged cellar and attic sash, there being no other article before the trade at the present time manufactured expressly to fill this requirement. It draws the sash or door to place, even should it be sprung a quarter inch out of true; or should the door be shrunk or sagged, it would easily latch. It is applicable to the right or left hand, and can be placed either on the top or bottom, needing only two screws in applying it. They are put up conveniently packed, one set complete with screws in an envelope, one dozen sets in a neat pasteboard box, and in cases holding one gross sets, the shipping weight being 25 pounds per gross.

### Adjustable Stencil Cabinet.

S. W. Reese & Co., 160 Fulton Street, New York, are the manufacturers of Reese's Adjustable Stencil Cabinet, which is intended for the trade, by the use of which to enable them to handle this line of work. As will be noticed by reference to the cut, this cabinet contains trays in which the various sizes of stencil letters and figures are arranged in alphabetical order, with compartments for the different letters. Cabinets are made to contain from three to six trays, as may be required, so that the dealer may add this line of business inex-



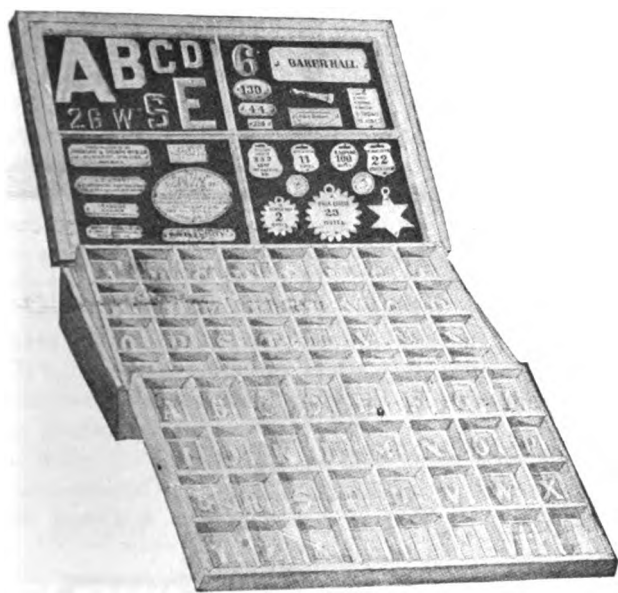
"YANKEE" RATCHET SCREW DRIVER.

to some extent in order to require less room to adjust, consequently saving slightly in the size and weight of the tool, and enables it to work with less friction than the No. 10. The adjustment for right or left hand is made by pushing shifter to left or right hand end of slot. When the blade is desired to be held rigid, as in an ordinary screw driver, the shifter is placed midway. The manufacturers state that "the material and workmanship of the screw driver embody in the highest degree those characteristics which make such a tool not only desirable, but a necessity to the progressive and up-to-date mechanic." The drivers are made strong and durable, handsomely finished and thoroughly tested before leaving factory. They are made in eight sizes, from 2 to 12

pensively, or be prepared to supply the demand for almost anything required. A six-tray cabinet contains a tray for half, three-quarters, one and one and a half inch letters; one tray with the four sizes of figures as above, one tray with samples. Five hundred letters of one size, properly assorted, are contained in a tray. In order to encourage the Hardware dealer to handle this additional specialty, the manufacturers give this cabinet and samples free of charge to any dealer purchasing not less than two trays of Adjustable Stencils, containing an assortment of 500 each of three-quarters and one-inch letters, which are the two most salable sizes. A liberal discount is given to the trade from list prices, and it would seem as though this would be a very attractive little line to be added



to the usual Hardware stock, as the demand for stencils is rapidly increasing in accordance with the improved conditions of the times. The manufacturers will be pleased to furnish dealers desiring to carry this line with their Catalogue No. 9, in the 64 pages of which they give over 300 illustrations of goods in the stencil and stamp line, which they manufacture



REESE'S ADJUSTABLE STENCIL CABINET.

or carry in stock. They publish also a Catalogue No. 5, in which 64 pages are devoted exclusively to Solid Rubber Type, and Catalogue No. 10, illustrating 32 pages of Sign and Price Markers. Favorable arrangements may be made by which a large variety of samples of these goods can be furnished at a very moderate expense to the retail dealer. Reese's Adjustable Stencil Letters and Figures have been on the market over 25 years, and are now a standard article with those in the Hardware trade who have been handling them.

#### Steel Edge Nickel Silver Knife.

E. H. H. Smith, 38 Murray Street, New York, is the manufacturer of the Steel Edge Nickel Silver Knife, an illustration of which we give herewith. The knife, while apparently of solid nickel silver, both blade and handle, obviates the usual difficulty possessed by plated knives by having inserted in the lower edge and centre of the cutting part of the blade a thin, sharp strip of steel of a quality especially prepared for the purpose designed. This strip projects but slightly from the lower edge of the knife in order to form a cutting edge of steel. By this method of construction, all of the advantages of a nickel silver knife are obtained with this additional merit, that it can be made to hold an edge, making it one adapted especially for hotels and restaurants, as well as for family use. It is made in several styles, both plain and fancy, with a solid or hollow handle, as required. The illustration, which presents a cross-section view, showing the construction of the knife, illustrates a medium knife



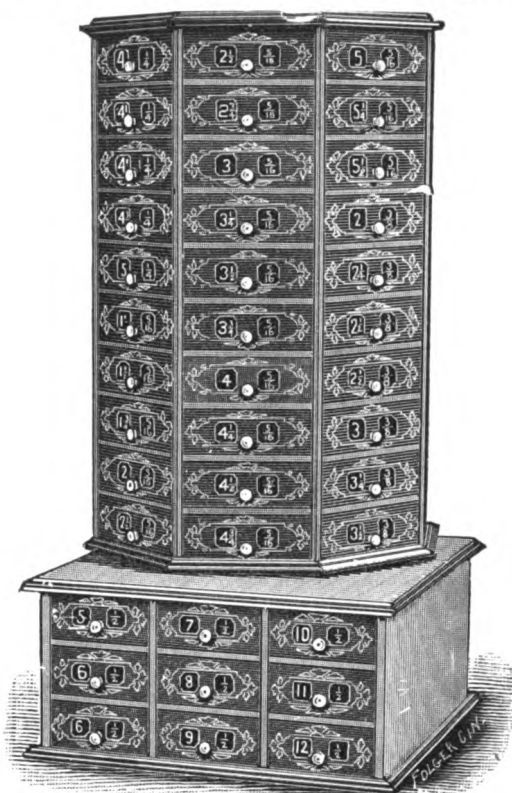
Smith's Pat. Nickel Silver Steel Edge Knife (showing Construction).

with hollow handle, the pattern being known as the "York Rose." Mr. Smith is also the manufacturer of high-grade plated ware of the same pattern, that has become quite popular with the trade.

#### Improved Bolt and Screw Cases.

The American Bolt and Screw Case Co., of Dayton, Ohio, have been for a number of years identified with the manufacture of bolt and screw cases of the most approved construction. They have been before the Hardware trade in this connection for a long time, and their goods have been well introduced among the leading houses in the business.

But they have made a number of improvements during the few years past that make it desirable they should be known to those wishing to add to their store fixtures articles of such general utility; among these may be mentioned the fact that they are now using iron standards screwed firmly to an iron hub in the bottom, which makes the case, even when filled with goods and carrying considerable weight, perfectly true and solid in movement and easily manipulated. The tops and bottoms are double, with the grain of the wood crossed, glued and screwed together, and then braced with iron rods, binding the whole firmly in this combined form, and making it strong enough to bear three times the weight that can be put into it, and yet revolve, as referred to above, in a perfectly easy manner. In the construction of these bolt and screw cases, the best seasoned Tennessee poplar is used, being finished when completed in imitation of cherry. The fronts of the drawers are made of the best Norway pine, and, as will be noticed in the illustration herewith, the sizes which they contain are nicely printed upon them, making them in appearance certainly a most desirable appendage to Hard-



REVOLVING SCREW CASE.

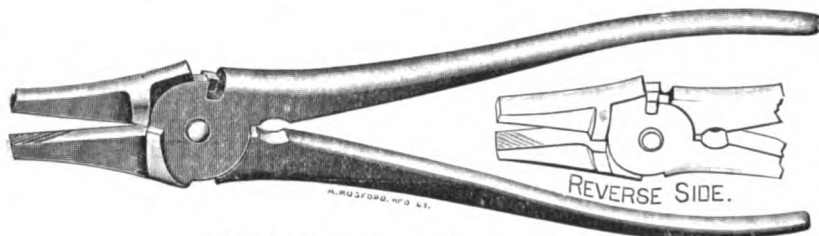
ware stores. There are but few fixtures the economy of which is so apparent as in the introduction of these bolt and screw cases. Their convenience in holding in the confined space so many sizes of the articles referred to, and so systematically arranged that there is no possible mixing of screws and bolts, enables the up-to-date dealer to keep his stock in good shape, and makes it a pleasure, instead of a task, to handle these profitable goods. The drawers are all provided with stops at the extreme angle, to prevent their entire removal from the case. Each drawer is of a size that will hold the contents of a package of bolts and screws of the size and number indicated on the front of the drawer. These cases are made in several sizes, in accordance with the requirements of a large or a small stock, and upon application to the manufacturers catalogue and price list will be sent, giving full details in regard to sizes of bolts and numbers of screws which each case is intended to cover. These cases are sold by the leading jobbing Hardware dealers throughout the United States, Canada and Mexico.

#### Farmer's Choice Plier.

In addition to the numerous labor-saving devices which help to form the product of the Cronk Hanger Co., Elmira, N. Y., they have recently added the Farmer's Choice Plier, which

we illustrate herewith, and which will undoubtedly find a ready sale through the Hardware and implement trade, where an article of such utility meets with a steady demand. As shown in the cut, this plier is provided with their staple puller on one side, and a Cronk cutting plier on opposite side; also one Button pattern wire cutter and a wire-splicing clamp. As it is forged from tool steel, this handy little plier is warranted in all respects equal to their other popular goods of

when the principle and construction of the Brilliant gas lamp are such that it simply cannot do otherwise than produce perfect light and prove satisfactory in every way. There is really no way that it can get out of order or stop up, there being nothing complicated about it. Nothing but what anyone, even a child, can handle. By offering the Brilliant gas lamp to your trade, we guarantee no complaints will follow. This can be said of but few gasoline lamps, for the compli-



"FARMER'S CHOICE" PLIER.

similar character. It is made in one size, No. 10, 11 inches long. List price, \$14.

Combination Handle for "Potts" Irons.

The Enterprise Mfg. Co., of Philadelphia, Pa., U. S. A., are now offering to the trade a patented combination handle for their cold handle sad irons. It consists of their "Best Handle" with the addition of a wire side rest, which entirely obviates the use of the old style sad iron stand, at the same



FIG. 1.—SHOWING HANDLE IN POSITION.

time preventing the iron, when not in use, from becoming scratched or defaced. In Fig. 1 is shown the position of wire rest while the iron is in use, while Fig. 2 indicates the improvement given by the wire rest when iron is not in use, or when put away. All sets of "Enterprise" cold handle sad irons will be furnished, when so ordered, with the combination handle at a slight advance in price. The manufacturers desire to call attention to the fact that this handle will fit any make of Mrs. Potts' irons; also that the stretcher is made

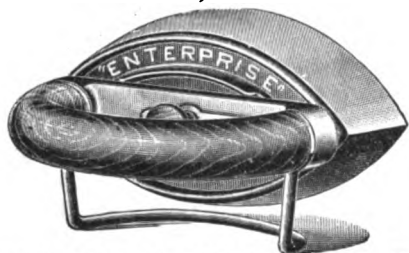


FIG. 2.—SHOWING HANDLE AS A STAND.

of forged iron, which will not break, or in other words, it is a non-breakable handle.

The Brilliant Gas Lamp.

Many merchants are investigating the possibilities of the modern gasoline gas lamps with a view to adding a line of these goods to their stock. One of these products is the Brilliant Gas Lamp, manufactured by the Brilliant Gas Lamp Co., 42 State Street, Chicago. This company says: "There is little doubt but what our system of lighting will be universally adopted, as we consider the only drawback is the doubt raised in the minds of the people by the unsatisfactory results of complicated under-generator burners. It is rare to find one that accomplishes what is expected. Just why any one should take chances on a burner that cannot do otherwise than cause trouble after short usage, is a mystery to us,

cated nature of the burners makes trouble sure to come, and when it does, no remedy is at hand and the result is that it must be returned to its maker for correction, which frequently means the substitution of a new burner which will repeat the experience for you in a very short time. This is all very unsatisfactory and your customers are too valuable to you to take a chance on generating trouble and discord with doubtful gasoline burners. Our Brilliant gas lamps use a burner which has no needle holes or tiny tubes to clog up. It cannot cause trouble for it has the generator tube, which is above the burner. It is simple and easier to understand than the old-fashioned wick oil burner, with which every housewife is familiar. So that in putting the Brilliant gas lamp in a home you not only furnish your customers with a much better light, but a lamp easier to care for and much more simple to handle than the kerosene lamp."

"Come, now," persisted the lawyer, "are you not able to say that the defendant was in the room at the time and objected to the whole proceeding?"

"Yes, sir," savagely replied the witness. "I am able to say it, I reckon, but I'd be telling the blamedest lie you ever heard of if I did."—*Chicago Tribune*.

Mrs. O'Reagan—Did yez ever hov yer palm read, Mrs. O'Reilly?

Mrs. O'Reilly—Phwat a question, Mrs. O'Reagan! Haven't Oi had ten children an' had to spank all of thim?—*Ex.*

**PATENTS**

Preliminary Consultation Free.

**HENRY J. MILLER,**

55 Equitable Building,

BOSTON.

## THE NATIONAL HARDWARE ASSOCIATION.

The Sixth Annual Convention of the National Hardware Association of the United States has come and gone, and its 200 delegates return to their daily routine of business life, refreshed by contact with so many happy and congenial fellow-workers in an industry that calls for continued and persistent effort, love of work for work's sake, and each participant ambitious of success, the achievement of which everyone connected with the business acknowledges is accomplished only by honesty of purpose, pride of position, a community of interest, and a self-denying devotion to accomplish honorable results.

It is conceded to have been the most successful convention as to members and interest in the proceedings ever held by the National Hardware Association. The interest taken in its daily deliberations by the delegates present, many of whom enjoyed the inspiration afforded by having their wives and daughters in the hotel with them, was never excelled

feet from the marble floor by ornate iron pillars, and giving an immense open space that on pleasant days is a veritable well of sunshine. Ascending the graceful flight of marble steps, beneath magnificent arches, the finest stairway of any hotel in America and properly termed the Grand Staircase, the guest finds himself in the court dedicated to the great Virginian, in honor of whom the hotel was named, Thomas Jefferson. In the centre is placed the finest statue to the author of the Declaration of Independence ever attempted. The hotel is replete with luxurious surprises in its most perfect detail, and directly above, on the roof, is the completely equipped Convention Hall, made brilliant by hundreds of electric lights, with ample stage and seating capacity for over 1,000 persons.

In the majestic hall the assembled delegates met on Wednesday, November 21st, and we take pleasure in giving our readers as much of the proceedings of the Convention



"THE JEFFERSON," HEADQUARTERS OF CONVENTION.

in any previous gathering. The delegates themselves presented in their personnel and ability to cope with questions brought before the convention for discussion and adjudication all the attributes of a representative body of merchants from whom nothing but good results could have been anticipated.

It was a wise decision that brought the convention for its deliberations to the historic city of Richmond, and made "The Jefferson" the headquarters of the vast body of delegates and those who accompanied them, the manufacturers and their representatives forming at the present time no inconsiderable part of the throng which filled the parlors, corridors and convention hall of this magnificent hotel, which, as is truly said in a handsome brochure extolling its advantages and beauty: "Is a structure that is a fitting tribute to American architectural genius that has shed such a lustre on the closing days of the nineteenth century. Strikingly original in design, with not a single square foot of defect to mar the harmony of what is indeed a pretty picture, it is at the same time perfect in every detail. There being a difference in the grade between the two street levels, 'The Jefferson' enjoys a variety of design, and picturesque distribution of floor space, such as no other hotel in the world can boast of." One of its most striking features is the great rotunda, with its pretty gallery and glass roof, supported fifty

as we are permitted to publish, and which our early date of going to press will provide the opportunity for.

The following programme had been carefully prepared, under the direction of Secretary-Treasurer T. James Fernley, whose popular personality forms one of the engaging features of the proceedings of this deliberating body:

### THE OFFICIAL PROGRAMME.

#### OFFICERS.

President: John Bindley, Bindley Hardware Co., Pittsburgh, Pa.

First Vice-President: Richard W. Shapleigh, A. F. Shapleigh Hardware Co., St. Louis, Mo.

Second Vice-President: Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco, Cal.

Secretary-Treasurer: T. James Fernley, Philadelphia, Pa.

Executive Committee: Samuel A. Bigelow, Bigelow & Dowse Co., Boston, Mass.; R. A. Kirk, Farwell, Ozmun, Kirk & Co., St. Paul, Minn.; John C. Koch, Pritzlaff Hardware Co., Milwaukee; W. R. Belknap, W. B. Belknap & Co., Louisville; P. E. Strauss, Fitz, Dana & Co., Boston; J. D. Moore, Moore & Handley Hardware Co., Birmingham, Ala.

Entertainment Committee: W. S. Donnan, Chairman; W. S. Robertson, Richmond, Va.; Chas. H. Watkins, Richmond, Va.; John Donnan, Richmond, Va.; O. B. Barker, Lynch-



burg, Va.; A. J. Bihler, Pittsburg, Pa.; Hobart Weed, Buffalo, N. Y.

Reception Committee: Arthur B. Clarke, Chairman; Jonathan Bryan, John T. Anderson, Geo. A. Smith, T. K. Parrish, E. D. Starke, Robt. G. Reynolds, Lilburn T. Myers, W. G. Ferguson, John H. Lyons, A. T. Miller, G. B. Hobson, S. Milner Price, H. R. Wayt, Dudley McDonald, W. M. Archer, Levin Joynes. All manufacturers and their representatives are requested to serve on this committee.

#### ORDER OF BUSINESS.

Wednesday, November 21, 10 A. M.: It is requested that delegates assemble promptly, at the hour named. Manufacturers and members of the press are cordially invited to attend this session. Meeting called to order by President. Prayer by Rev. W. W. Moore, D. D. Chorus, "America." Address of welcome by Hon. Hoge Tyler, Governor of Virginia. Address extending hospitality of city by Hon. R. M. Taylor, Mayor. Address on behalf of commercial interest of Richmond by Archer Anderson, Esq., President Tredgegar Co. Roll call. Reading minutes of the 1899 convention. President's annual address. Report of Secretary-Treasurer.

Introduction of fraternal delegates from the Canadian Wholesale Hardware Association, Mr. Peleg Howland, President; Mr. William Starke, Vice-President; Mr. J. Hardy, Secretary-Treasurer.

#### COLLOCUTION.

"Is the Jobber essential as a distributor, or should Manufacturers perform this service?" F. R. Dickerson, of the American Tin Plate Company; Charles B. Adamson, of Baeder, Adamson & Co.; Hon. J. G. Niedringhaus, President of the National Enameling and Stamping Company; Robert Garland, of the Garland Chain Company; F. S. Kretzinger, of the Steel Goods Association; Henry C. Disston, of H. Disston & Sons, Inc.; J. C. Birge, of the Shovel Association.

Wednesday Noon: Session of Metal Dealers. Immediately after the morning session members of the Association who deal in Tin Plate and Metals will meet for a conference. Also at 1.30 P. M. a preliminary conference of the secretaries of various local and sectional associations will be held.

Wednesday Afternoon: Delegates will assemble at 2.30 P. M. sharp. Report of Executive Committee. Report of Membership Committee. Report of Grievance Committee. Report of Fraternal Relations Committee. Report of Press Committee. Report of Transportation Committee. Report of Entertainment Committee. Report of Metal Committee. Report of Heavy Hardware Committee. Communications. New Business.

Wednesday Evening, Convention Hall, 9 to 12 o'clock: Smoker. Polk Miller Combination—Delineation of Negro Character. Mock Trial—Application for the appointment of a Committee in Lunacy having been made by the Customers, Creditors and Competitors of a certain concern, who have been conducting business in a very peculiar manner, the same will be considered by a Full Bench and a Competent Jury. Eminent legal talent has been secured by both sides. The application will be strongly resisted. A writ *de lunatico inquirendo* has been fully filed in this case. The Jury will be composed of ladies and gentlemen. Complimentary to members of the Association and visiting friends.

Thursday Morning, 9.45 o'clock, sharp: Miscellaneous Business. Discussion—"What is the proper basis for computing true cost?" "How can we best co-operate with manufacturers?" Miscellaneous Business.

Thursday Afternoon, 2.30 o'clock, sharp: Delegates, ladies and visitors will be guests of Richmond Jobbers and Manufacturers on a visit to various points of interest in and around the city.

Thursday Evening, 8 o'clock: This session is open to delegates, ladies and visitors. Collocution. Market conditions! Are not present values on a reasonably sound basis? W.

T. Graham, of the American Tin Plate Company; F. L. Clark, of the American Steel Hoop Company; H. R. Towne, of Yale & Towne Manufacturing Company; Wm. H. Mat-thai, Secretary of the National Enameling and Stamping Company, and others.

Friday Morning, 9.30 o'clock: Delegates will please assemble promptly. Election of Officers. Arranging seat of next convention. Discussion—How can we aid those in charge of Sales Departments? Miscellaneous Business.

Friday Afternoon, 2.30 o'clock: Introduction and installation of officers. Discussion.

Friday Evening: Annual banquet, Hotel Jefferson.

Key to delegates in attendance, giving the names of the jobbers and their representatives:

#### Alabama.

1. J. D. Moore, Birmingham.
2. J. D. Moore, Jr., Moore & Handley Hardware Co., Birmingham.
3. C. E. Thomas, May & Thomas Hardware Co., Birmingham.
4. Barney-Cavanagh Hardware Co., Mobile.
5. Cunningham Hardware Co., Mobile.
6. Teague, Barnett & Co., Montgomery.

#### Arkansas.

7. Jas. Mandlebaum, Fones Bros. Hardware Co., Little Rock.

#### California.

8. Wakefield Baker, Baker & Hamilton, San Francisco.
9. Brace Hayden, Dunham, Carrigan & Hayden, San Francisco.
10. Thos. P. Smith, Secretary Pacific Coast Hardware Association, San Francisco.
11. Chas. F. Tay, Geo. H. Tay Co., San Francisco.
12. Miller, Sloss & Scott, San Francisco.
13. Holbrook, Merrill & Stetson, San Francisco.
14. Geo. W. Gibbs Co., San Francisco.
15. W. W. Montague & Co., San Francisco.
16. Harper & Reynolds, Los Angeles.
17. Union Hardware and Metal Co., Los Angeles.
18. Schaw, Ingram, Batcher & Co., Sacramento.

#### Colorado.

19. Geo. A. Bushnell, Geo. Tritch Hardware Co., Denver.

#### Connecticut.

20. Col. R. S. Woodroff, C. S. Mersick & Co., New Haven.

#### District of Columbia.

21. Geo. J. May, F. S. May & Co., Washington.

#### Florida.

22. Frank S. Gray, S. W. Hubbard & Co., Jacksonville.
23. Mr. Craft, Knight & Wall Co., Tampa.

#### Georgia.

24. W. M. Chumley, Beck & Gregg Hardware Co., Atlanta.
25. Geo. E. King, King Hardware Co., Atlanta.
26. A. B. Palmer, Palmer Hardware Co., Savannah.
27. J. D. Weed, J. D. Weed & Co., Savannah.
28. Chas. A. Conklin Mfg. Co., Atlanta.
29. Edward Lovell's Sons, Savannah.
30. R. T. Semmes & Co., Savannah.

#### Illinois.

31. Geo. W. Trout, Chicago.
32. W. C. Heinbecker, Geo. W. Trout & Co., Chicago.
33. Frank Jack, Isaac Walker Hardware Co., Peoria.
34. F. E. Smith, Clark, Quien & Morse, Peoria.
35. Rudolph Tenk, Tenk Hardware Co., Quincy.
36. C. Sidney Shepard & Co., Chicago.
37. Edwin Hunt's Sons, Chicago.
38. Morehouse & Wells Co., Decatur.

#### Indiana.

39. R. P. Van Camp, Indianapolis.
40. Cortland Van Camp, Van Camp Hardware & Iron Co., Indianapolis.
41. Indianapolis Hardware Co., Indianapolis.
42. Boetticher, Kellogg & Co., Evansville.

#### Iowa.

43. A. D. Baker, Baker Hardware Co., Sioux City.
44. J. S. Hayes, Huber & Kalbach Co., Oskaloosa.
45. F. H. Hill, The Empkie-Shugart Co., Council Bluffs.
46. P. A. Knapp, Knapp & Spencer Hardware Co., Sioux City.
47. Col. J. R. Nutting, Davenport.
48. Grant Nutting, Sickels, Preston & Nutting, Davenport.
49. H. L. Spencer, Knapp & Spencer, Sioux City.
50. Schreiber, Conchar & Westphal Co., Dubuque.
51. A. Tredway & Sons Hardware Co., Dubuque.
52. C. E. Otto, Drake Hardware Co., Burlington.
53. Chas. F. Schmidt, Burlington.
54. J. D. Seeberger, Des Moines.

## Kansas.

- 55. Jas. G. Bauer, W. A. L. Thompson Hardware Co., Topeka.
- 56. W. H. Harwi, A. J. Harwi Hardware Co., Atchison.
- 57. J. W. Crancer & Co., Leavenworth.

## Kentucky.

- 58. W. R. Belknap, Louisville.
- 59. Jno. W. Price, W. B. Belknap Co., Louisville.
- 60. H. Terstegge, Stratton & Terstegge, Louisville.

## Louisiana.

- 61. B. F. Eshelman, Stauffer, Eshelman & Co., New Orleans.
- 62. A. Baldwin & Co., Ltd., New Orleans.

## Maine.

- 63. H. C. Doten, Portland.
- 64. S. C. Carter, Portland.
- 65. Wm. Chamberlain, Emery-Waterhouse Co., Portland.
- 66. Mr. Edwards, Portland.
- 67. Fred. Walker, Edwards & Walker Co., Portland.
- 68. Houghton, Clark & Co., Portland.
- 69. N. H. Bragg & Sons, Bangor.

## Maryland.

- 70. W. L. Lyon, Lyon, Conklin & Co., Baltimore.
- 71. Geo. L. Irvin, Baltimore.
- 72. Carlin & Fulton, Baltimore.
- 73. H. O. Reese, E. L. Parker & Co., Baltimore.
- 74. Wm. Fuller & Co., Baltimore.

## Massachusetts.

- 75. S. A. Bigelow, Bigelow & Dowse Co., Boston.
- 76. F. H. Butts, Butts & Ordway Co., Boston.
- 77. A. H. Decatur, Boston.
- 78. J. H. Robbins, Baldwin, Robbins & Co., Boston.
- 79. S. C. Fisher, Bolles & Wilde Co., Boston.
- 80. Geo. W. Herrick, Holden & Herrick, Boston.
- 81. A. C. Harvey, A. C. Harvey Co., Boston.
- 82. C. A. Haines, Dodge, Haley & Co., Boston.
- 83. P. E. Strauss, Fitz, Dana & Co., Boston.
- 84. E. P. Sanderson, E. P. Sanderson Co., Boston.
- 85. H. W. Waite, Waite, Ranlet & Co., Boston.
- 86. A. M. Wiley, Frye, Phipps & Co., Boston.
- 87. W. Q. Wales, Brown & Wales, Boston.
- 88. Jos. Breck & Sons (Corporation), Boston.
- 89. Dana Hardware Co., Boston.
- 90. Chas. Parker & Co., Boston.
- 91. Richards & Co., Boston.
- 92. Austin & Doten, Boston.
- 93. Geo. F. Blake, Jr., & Co., Worcester.
- 94. Chas. C. Lewis, Springfield.
- 95. Chas. C. Lewis Co., Springfield.
- 96. Studley & Simpson, Boston.

## Michigan.

- 97. M. J. Clarke, Grand Rapids.
- 98. J. J. Rutka, Clarke-Rutka-Weaver Co., Grand Rapids.
- 99. Geo. W. Morley, Saginaw.
- 100. E. W. Morley, Morley Bros., Saginaw.
- 101. Sidney T. Stevens, Foster, Stevens & Co., Grand Rapids.
- 102. J. C. Standart, Standart Bros., Detroit.
- 103. Mr. Freeman, Freeman, Delamater & Co., Detroit.
- 104. Buhl Sons & Co., Detroit.

## Mississippi.

- 105. Lee Richardson, Lee Richardson Co., Vicksburg.

## Minnesota.

- 106. F. B. Platt, St. Paul.
- 107. B. A. Kirk, Farwell, Ozmun, Kirk & Co., St. Paul.
- 108. F. W. Hurty, St. Paul.
- 109. W. J. Landon, R. D. Cone & Co., Winona.
- 110. H. C. Marshall, Marshall-Wells Hardware Co., Duluth.
- 111. T. G. Walther, C. W. Hackett Hardware Co., St. Paul.

## Missouri.

- 112. D. W. Shapleigh, A. F. Shapleigh Hardware Co., St. Louis.
- 113. J. A. Warren, Wyeth Hardware and Mfg. Co., St. Joseph.
- 114. Paddock-Hawley Iron Co., St. Louis.
- 115. Witte Hardware Co., St. Louis.
- 116. Gille Hardware & Iron Co., Kansas City.
- 117. Richards & Conover Hardware Co., Kansas City.
- 118. Townley Metal Co., Kansas City.
- 119. Rogers & Baldwin Hardware Co., Springfield.
- 120. McGregor-Noe Hardware Co., Springfield.

## Montana.

- 121. A. M. Holter Hardware Co., Helena.

## Nebraska.

- 122. W. M. Glass, Omaha.
- 123. H. J. Lee, Lee-Glass-Andreesen Hardware Co., Omaha.
- 124. W. S. Wright, Omaha.
- 125. P. C. De Val, Rector & Wilhelmy Co., Omaha.

## New Hampshire.

- 126. Jno. B. Varick, Manchester.
- 127. Thos. Varick, Jno. B. Varick Co., Manchester.

## New York.

- 128. J. Lewis Sargent, New York.
- 129. Thos. J. Atkins, New York.

## 130. Mr. Adams, New York.

- 131. E. P. Dunning, Sargent & Co., New York.
- 132. Irving D. Booth, Irving D. Booth, Elmira.
- 133. Capt. Fred Barker, Barker, Rose & Clinton Co., Elmira.
- 134. J. W. Boucher, Mathews & Boucher, Rochester.
- 135. J. W. Black, Burhans & Black Co., Syracuse.
- 136. A. D. Clinch, Underhill, Clinch & Co., New York.
- 137. C. A. Earl, New York.
- 138. B. A. Hawley, New York.
- 139. Geo. J. Loughton, New York.
- 140. J. H. Van Newkirk, New York.
- 141. Q. H. Wales, Russell & Irwin Mfg. Co., New York.
- 142. H. S. Darby, J. M. Warren & Co., Troy.
- 143. Henry W. Millar, Chas. Millar & Sons, Utica.
- 144. Geo. D. Palmer, Rochester.
- 145. S. J. Weaver, Weaver, Palmer & Richmond, Rochester.
- 146. C. H. Turner, Albany.
- 147. W. B. Wackerhagen, Albany Hardware & Iron Co., Albany.
- 148. Hobart Weed, Weed & Co., Buffalo.
- 149. C. W. Wells, Sidney Shepard & Co., Buffalo.
- 150. Beals & Co., Buffalo.
- 151. Sickels & Nutting Co., New York.
- 152. Wright, Dana & Co., Utica.
- 153. Babcock, Hinds & Underwood, Binghamton.

## North Carolina.

- 154. Odell Hardware Co., Greensboro.

## Ohio.

- 155. Geo. A. Braun, Bostwick, Braun & Co., Toledo.
- 156. Hon. C. B. Lockwood, Cleveland.
- 157. B. L. Pennington, Lockwood-Taylor Hardware Co., Cleveland.
- 158. Geo. T. McIntosh, McIntosh-Huntington Co., Cleveland.
- 159. C. A. Jewett, Cleveland.
- 160. H. H. Rudd, Cleveland.
- 161. W. D. Taylor, Geo. Worthington Co., Cleveland.
- 162. Thos. Smith, Smith Bros. Hardware Co., Columbus.
- 163. Jno. Stollberg, Stollberg & Clapp Co., Toledo.
- 164. H. W. Leutkemeyer & Sons, Cleveland.
- 165. Howell, Gans & Co., Cincinnati.
- 166. Kruse & Bahlmann Hardware Co., Cincinnati.
- 167. E. H. Huenfeld, Cincinnati.
- 168. Bode Hardware Co., Cincinnati.
- 169. Kilbourne & Jones Co., Columbus.
- 170. Canton Hardware Co., Canton.

## Oregon.

- 171. Corbett, Failing & Robertson, Portland.
- 172. Honeyman, De Hart & Co., Portland.

## Pennsylvania.

- 173. Thos. McMurray, Pittsburgh.
- 174. A. J. Bihler, J. C. Lindsay Hardware Co., Pittsburgh.
- 175. John Bindley, Bindley Hardware Co., Pittsburgh.
- 176. E. J. Lloyd, Pittsburgh.
- 177. Jno. D. Cherry, Wolff, Lane & Co., Pittsburgh.
- 178. Geo. B. Logan, Pittsburgh.
- 179. Robt. Reff, Logan-Gregg Hardware Co., Pittsburgh.
- 180. Chas. M. Biddle, Philadelphia.
- 181. J. H. Ritter, Biddle Hardware Co., Philadelphia.
- 182. F. G. Drew, T. J. Fernley, Philadelphia.
- 183. J. P. Balderstone, W. F. Potts Sons & Co., Philadelphia.
- 184. J. S. Bonbright, Philadelphia.
- 185. W. W. Supplee, Philadelphia.
- 186. W. D. Supplee, Supplee Hardware Co., Philadelphia.
- 187. T. James Fernley, Secretary-Treasurer, Philadelphia.
- 188. Mr. Gummey, Gummey, McFarland & Co., Philadelphia.
- 189. Jno. R. Griffith, Philadelphia.
- 190. P. A. Griffith, Shields & Bro., Philadelphia.
- 191. J. T. Hall, Hall & Carpenter, Philadelphia.
- 192. Henry Knight, Newlin, Knight & Co., Philadelphia.
- 193. J. H. McKee, Merchant & Co., Philadelphia.
- 194. C. J. Riter, Riter Bros. & Co., Philadelphia.
- 195. Wm. C. Peters, Jas. M. Vance & Co., Philadelphia.
- 196. W. H. & G. W. Allen, Philadelphia.
- 197. Seltzer-Klahr Hardware Co., Philadelphia.
- 198. Lautner Hardware Co., Allegheny.

## Rhode Island.

- 199. Congdon & Carpenter Co., Providence.

## South Carolina.

- 200. Marshall, Wescoat & Co., Charleston.

## Tennessee.

- 201. Brown Buford, H. G. Lipscomb & Co., Nashville.
- 202. W. H. Dudley, Jr., Gray & Dudley Hardware Co., Nashville.
- 203. J. H. Fall, J. H. Fall & Co., Nashville.
- 204. C. B. Carter, Secretary Southern Hardware Job. Assn., Knoxville.
- 205. C. M. McClung, Knoxville.
- 206. Bruce Keener, C. M. McClung & Co., Knoxville.
- 207. Jos. Orgill, Orgill Bros. & Co., Memphis.
- 208. Capt. W. W. Woodruff, Woodruff Hardware Co., Knoxville.
- 209. Buford Bros., Nashville.
- 210. H. G. Lipscomb & Co., Nashville.
- 211. A. M. Tenison & Son, Nashville.
- 212. Keith Simmons & Co., Nashville.

- Texas.  
 213. F. A. Heitman, F. W. Heitman & Co, Houston.  
 214. Eikel-Breustedt Co., Waco.  
 215. Moroney Hardware Co., Dallas.
- Virginia.  
 216. O. B. Barker, Barker-Jennings Hardware Co., Lynchburg.  
 217. Withers P. Clark, Lynchburg.  
 218. T. E. Murrell, Clark Hardware Co., Lynchburg.  
 219. W. S. Robertson, Richmond.  
 220. Chas. H. Watkins, Watkins-Cottrell Co., Richmond.  
 221. W. S. Donnan, Richmond.  
 222. John Donnan, Richmond.  
 223. S. C. Donnan, Jr., W. S. Donnan & Co., Richmond.
- Washington.  
 224. Edwin Burwell, Seattle Hardware Co., Seattle.  
 225. Holley, Mason, Marks & Co., Spokane.  
 226. Schwabacher Hardware Co., Seattle.
- West Virginia.  
 227. M. L. Ott, Ott Bros. & Co., Wheeling.
- Wisconsin.  
 228. L. Gotfredson, Green Bay.  
 229. B. Gotfredson, Gotfredson Bros. Hardware Co., Green Bay.  
 230. Jno. C. Kroner, Frederick Kroner Hardware Co., La Crosse.  
 231. Jno. C. Koch, Jno. Pritzlaff Hardware Co., Milwaukee.  
 232. Wm. Frankfurth Hardware Co., Milwaukee.  
 233. J. B. Brothers, Canton Hardware Co., Canton, Ohio.  
 234. Frank W. Huff, Supplee Hardware Co., Philadelphia.  
 235. Waldo M. Petkin, A. Baldwin & Co., New Orleans.  
 236. F. S. Rost, Wm. Frankfurth Hardware Co., Milwaukee.  
 237. Chas. Reisinger, J. C. Lindsay Hardware Co., Pittsburgh.

## WEDNESDAY MORNING SESSION.

The first session of the convention was held in the Convention Hall of the "The Jefferson" on Wednesday afternoon, President Bindley occupying the chair. Upon the opening of the doors, a fraternal welcome was given to all present to assist in the proceedings—delegates, manufacturers and their representatives, members of the press and others. The President then announced the convention open for the transaction of business. A number of ladies were present.

The Rev. W. W. Moore offered prayer.

The convention then joined in singing the National anthem, "My Country, 'Tis of Thee," which was led by a cornet.

A letter was read by the Secretary-Treasurer from Governor Hoge Tyler, expressing his regret at being unable to attend. He was obliged to be absent attending the unveiling of a statue.

A welcome to the city was extended by Colonel Archer Anderson, President of the Tredegar Iron Works, speaking on behalf of Richmond's business men. His spirited address was received with enthusiasm, being delivered in the good old Southern style, which seemed to meet the views of all present. In his address he referred to the gallantry of those who fought in the war between the States, and of the reunited country, which provoked great enthusiasm, and an outburst of responsive cheering, the demonstration lasting several minutes, the business men present representing every part of the United States, joining in the applause instigated by the sentiments expressed by the Richmond manufacturer.

The convention was also addressed by Mayor Taylor, welcoming the delegates to the city of Richmond, which was responded to briefly by President Bindley.

A handsome gold-mounted ebony gavel was presented to President Bindley by First Vice-President Shapleigh, of St. Louis, on behalf of the Association. Then followed the roll-call, and at the suggestion of the President, the delegates representing the house stood up and announced distinctly the names of those on the floor representing that house. The reading of the 1899 convention minutes was dispensed with. The President then delivered his annual address.

## ANNUAL ADDRESS OF JOHN BINDLEY, PRESIDENT OF THE NATIONAL HARDWARE ASSOCIATION OF THE UNITED STATES.

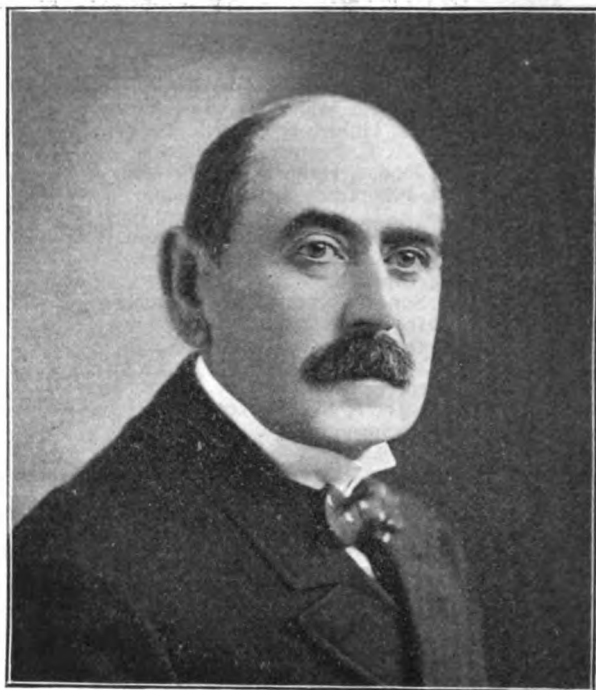
Gentlemen of the National Hardware Association of the United States:

It is with unfeigned pleasure I extend to you, not only my greetings, but also my congratulations upon the assembling

of this our sixth annual convention. The commendable depth of interest as manifested in our coming together is apparent by the presence of such a goodly number of our members, as well as by the attendance of our friends—the manufacturers—which we take to be substantial evidence of how our interests are interwoven each with the other, which is certainly a felicitous condition.

We are to be congratulated upon the large representation we have of delegates and manufacturers, and, above all, in the fact that we are favored with the presence of the ladies; this augurs well for the success of our convention, for where the fair ones lend their presence to grace a convention of this kind, and give their approval, certainly only good—and that of the highest order—can be the result.

Our members thought it well to step aside from the usual path, of meeting in Northern centers of manufacturing, and accepted the cordial invitation to meet this year in Richmond, and to-day we are enjoying true Southern hospitality, imbibing the spirit of this truly historic atmosphere in the State of the mother of Presidents, and it is earnestly hoped that we shall be so imbued with this all-pervading spirit of



PRESIDENT JOHN BINDLEY.

good will and harmony that this will prove the most successful of all our conventions.

At this, the end of the sixth year of our existence as an association, we have grown and developed into a strong, healthful body, full of vigor, yet with much latent power undeveloped, which can and should be used for the positive advancement of the business world. There was no idle dreaming of the creators of this organization as to its necessity, for its permanent existence has been productive of much good. The fact that it has nearly a unanimous membership of the Hardware jobbers of the United States will readily prove its intrinsic value to our members. A retrospective view at this hour, taking us back to the date of organization, may prove interesting. The business world six years ago was in a thoroughly demoralized condition; manufacturers, jobbers, retailers—all were at sea; owing to the great depression then prevailing, every conceivable theory—no matter how vague or wild—was put into practice, or the effort to do so attempted, with the result that it seemed as if the eventual condition of even the strongest firm, managed with the greatest perspicuity and ability, must be bankruptcy. Then came the formation of the National Hardware Association, and with it came a glimmer of light from a silver lining in the clouds of business gloom; the improve-



ment in conditions, though slow, was gradual and continuous, until our present position has been reached. It is not my desire to weary you with details, but simply to direct your attention, "Lest we forget," so that you may recall the then unfavorable conditions, and trace them out to your own satisfaction, thus being reminded of what has been accomplished, and how essential it is to continue this good work—never becoming weary in well doing, but through the advantages already acquired constantly place our desires and aims on ever higher and higher attainments in the new ideal of better business methods.

You will readily recall with what doubts and fears the early work of the association was entered upon—how conservative and thoroughly considered each step was taken, and how your officers in the past were compelled to take into the most critical consideration the doubts, jealousies and suspicions, including the innumerable imaginary and diverse interests, not only of our members, but those of our manufacturing friends as well. These all were gradually overcome, and to-day we stand a compact, well cemented body, with an earnest ambition, and an unusual power, capable of doing great good to the entire business world. It is still essential that we have the continuance of your best thought—your encouragement—your united and active support—your faithful allegiance in carrying out and enforcing the measures already adopted for the maintenance of our position, which will doubtless mean the bringing of advanced conditions to be met in a masterful way, the many requirements made upon us, either as merchants or manufacturers, in the ever essential evolution of business methods. It is purely within our own sphere to absolutely control any situation. The question is: Shall we do so?

It is conceded that to-day we stand as the model organization of trade association, and our counsels, formulæ and methods of procedure are eagerly sought by others going in a similar direction.

#### PITTSBURGH CONVENTION.

The phenomenal conditions in prices of material which existed during the year '99—with advances continually taking place, until the values in many lines were beyond reason—gave us an enthusiastic convention in Pittsburgh. We realized that because of our association each of us reaped the harvest to a much greater extent than would have been possible under individual effort.

As beneficial as our organization was to us under the foregoing conditions, it is of more value to us now. It is more essential to have the means at hand to prevent demoralization rather than to reap the benefit of advances, for under the latter condition you have a stimulated market, whereas in the former, conditions are exactly the reverse. Under the circumstances as they exist at the present time, it becomes our duty, not only to ourselves, but also to our neighbors, to be strong, firm and positive in our positions, to act in concert and prove the value of the work performed—adhering strictly to the agreements entered into on our behalf. Thus not only will demoralization be stayed, but more satisfactory results, with their many accompanying benefits, will appear, and we will have the conscious commendation within us that we are and have been conducting our affairs along proper and just lines, and such as are conducive to the highest elements of business success.

We are glad to have with us delegates from the Canadian Wholesale Hardware Association, and extend to them a most hearty and cordial welcome; we hope these gentlemen will participate liberally and with perfect freedom in all our deliberations.

The presidential election of 1900 is a matter of history, and the verdict, as rendered by the sovereign people, presages a continuation of the policy that has existed the last four years—the sweeping away of doubts and fears, as to a change of policy, to one of stability that has the endorsement of the business world, gives us a confidence in the present and

future, that we can with complacency arrange our individual affairs as to the future with a degree of great satisfaction, for the broadening and deepening of our business relations.

#### LOYAL SUPPORT OF ORGANIZATION BY MEMBERS AND MANUFACTURERS.

We urge the manufacturers, as well as our members, to the loyal support and ardent defense of this association. The wise and conservative action of the officers and Executive Committee in the past has, we feel, proven beyond all cavil that the interest of the manufacturer has at all times been conscientiously considered and carefully conserved. It is true that our first duty is to our own members, but we are firmly convinced, from past experience and close observation, that the best interests of the manufacturer can be advanced by working in close alliance with us, and those manufacturers who so believe and act in unison with us will be accorded every possible inducement to work hand in hand to their individual benefit with the distributors of their products. Experience has taught us that this is the true and best policy—therefore we confidently ask from the manufacturers their earnest, enthusiastic and cordial support.

#### REQUESTS FOR MANUFACTURERS' CONFERENCES.

If there are any manufacturers who are not working in full accord with our association, we strongly urge them to come within the fold. It is a common and frequent occurrence that manufacturers request conferences with the officers of the National Hardware Association, so that their policy may be framed in accord with the desires and wishes of the jobbers. The results of these conferences are invariably to the mutual interest of all concerned, and we strongly commend this method, asking for still closer the more frequent conferences, believing we all should labor earnestly in this direction.

#### ADVANTAGES TO SALESMEN.

In the earlier days of our association the impression seemed to prevail among a very important branch of our individual establishments, namely, our traveling salesmen, that the objects of the organization were inimical to them, but this has all been dissipated, and they are now in full accord and sympathy with us, fully realizing that that which uplifts the whole must benefit each and every component part thereof.

#### ADVANTAGES TO RETAIL MERCHANTS.

We congratulate those sections that have organized themselves into local Retail Associations; they have our concern and solicitude, and have had thoughtful care bestowed upon them for their extension, welfare and interest; they have been valuable auxiliaries to us, practically standing in the same position to us that we do to the great body of manufacturers. We have constantly in our minds the care of their interests, as well as their protection; their province is to sow the seed in introducing to the consumer new goods, and to keep the same in daily use; as they do the sowing so should they reap the richest reward of their labors. We recognize no greater injustice can be done any class than to have others step in, take their business away and forcibly reap where they have not sown.

#### LOCAL AND SECTIONAL ASSOCIATIONS.

It is with regret we note that in some sections of our country local associations do not flourish; this can be partly accounted for in the fact that frequently too much economy is observed in their operation. It is barely possible for local associations to be of any permanent value or existence unless the Secretary is a paid officer, and he should in no wise be connected with the house of any member of the organization. To secure the best results he should be free from all affiliations; under such conditions he will command the confidence of each and every member. Ordinarily there would be no objection to his serving several local associations—connecting these together through a sectional organization. This will produce valuable results, and if we are to secure

anything like the returns we are entitled to from being members of the National Association, we should immediately resurrect, instil new life and revivify our local associations. This should not be a subject for dilatory action, but should be put into operation at once; this cannot be urged too strongly for your immediate consideration. The returns will be many fold beyond any reasonable or possible cost.

#### OUTLOOK.

With the readjustment of values, which will place matters in a normal condition, and the fact that our manufacturers have entered the markets of the world—thus relieving our own country of surplus—our exports being the largest in any point of our history, it seems to us that the outlook is one of great promise, and the harvest should be burdened with satisfactory results. It largely depends on our improvement of the opportunities—it requires wise action as individuals—hearty support of the collective wisdom of the officers, Executive Committee and the association in such combined action as they may take—and all in a manner that admits of no equivocation. The result of the future is in our hands. Shall we garner the wheat or be satisfied with the tares? Hasty, unwise action may destroy the whole colossal business fabric now before us—whereas, conservative, considerate, intelligent and united action will surely pilot our bark to the desired haven. Competition is truly the life of trade, but the same ingredient unrestrained and uncontrolled is even more truly the death knell thereof.

#### PENNY POSTAGE.

The reports from the Postoffice Department show conclusively that the business interests of the country is over-taxed in carrying our sealed letters. If the matter of postage were properly adjusted—instead of charging two cents for sealed letters, one cent would be ample—this being true it is unfair and unjust that the business interests of the country, and especially our own, should have placed on them this extra burden, or tax. I recommend, therefore, that we, as an association, take action by passing a resolution asking for a reduction of postage on sealed letters from two to one cent each per ounce, and that if said resolution is passed that a copy thereof be sent to each Senator and Congressman.

#### DEATHS.

The Grim Reaper has been busy amongst our members since our last annual meeting, removing in some cases those who have been active and prominent in business circles for several generations—in certain instances, before the most of us entered trade. Their names to us all have been as household words, and it is proper for us, for a moment, to pause, consider our loss and express our sympathy and extend our condolence to those who have been so directly affected by their demise.

On August 23d, John Pritzlaff, President of the John Pritzlaff Hardware Co., of Milwaukee, entered upon his well-earned rest, leaving behind him a monument which he had been eighty-one years in erecting, to which his family, his business associates and his thousands of friends can point with pride. Coming to America as a poor boy, he humbly pursued a course of life without ostentation, but full of firm determination to live honestly, and walk uprightly before his fellow-men, with the result that no man who has died in his community during recent years had more sincere or earnest mourners around his bier.

On January 29th, Edward Failing, of Corbett, Failing & Robertson, who had been one of the pioneer Hardware men of the Northwest, ended his earthly pilgrimage, while yet in the prime of life. Mr. Failing was known along our Northwestern coast as a man of probity and honor. He had devoted the best years of his life to building up the reputation of a concern which to-day enjoys confidence and respect wherever the name is known.

On January 8th, Henry Watts Merchant, Treasurer of Merchant & Co., Inc., departed this life very suddenly. He

was in the prime of life, and enjoyed the confidence and esteem of his associates in all walks of life. He had been trained to regard honor above all things, and those who knew him in a commercial way since he entered business, speak of him as being a young man who, under no circumstances, would be a party to a dishonorable transaction. The loss to his firm was keenly felt; more especially does our sympathy go out to his esteemed father, Mr. Clark Merchant, who was thus compelled to part with his only son.

During the year the gentleman who was Vice-President of the association during the first year of its existence—Mr. John Alling, of Chicago—was also removed by death; he having completed 72 years of life. Mr. Alling belonged to that old school of merchants who attracted custom more by personal worth than business subterfuges. During his active career, it was impossible to point to any blemish in his character.

We have also, during the year, learned of the decease of Mr. Charles S. Landers, of Landers, Frary & Clark, and Mr. Fredrick N. Stanley, of the Stanley Rule & Level Co., both of whom were well known and respected by the members of this organization. As an association, we tender our most sincere sympathy to the bereaved families and associates of these departed friends.

#### REPORTS.

The work of the association in detail will be found in the reports of the Secretary-Treasurer, and the various committees. The future policy, with general outlines of same, including recommendations, will be found in the report of the Executive Committee; this I commend to your most thoughtful and careful attention.

In closing my report I cannot refrain from expressing my heartiest thanks to the Executive Committee for the faithful, attentive and intelligent consideration given to every subject and interest in the advancement of your individual welfare and association in general. It is difficult to conceive of a body of men—so necessarily active in their own affairs—who at any and every sacrifice demanded of them, so willingly and with such unselfishness have so cheerfully made the same for the advancement of the interest of our association. Their intelligence and experience, it is true, fitted them for the discharge of the work assigned to them in a manner much beyond the average committee man, and to them is due the credit for that advanced position and healthy condition of our organization.

To our Secretary-Treasurer I desire to express my appreciation of his earnest, intelligent assistance and well-directed efforts—ever ready and willing upon the slightest notice or suggestion to take up any specific work—nothing apparently was an inconvenience to him; he put forth in the advancement of your interest an enthusiasm that could emanate only from his love of the work, emphasized with the high ideal of his interpretation of the duties of the office.

The President, on resuming the chair, called on Secretary-Treasurer T. James Fernley for his report, when he addressed the convention as follows:

#### SECRETARY-TREASURER'S REPORT.

Mr. President and Gentlemen:—The mutations of time bring us at the present moment to the close of the sixth year of our existence as an organization, and, as is usual, you have called upon your workman for an account of the service they have rendered you during the past year. It is customary in reports of this nature to allude to the feeble efforts which have been put forth—to apologize for the work which has been left undone, and to express a hope that the mistakes of the past may prove to be beacon lights for the pathway of the future—but we don't propose to render any such kind of a report. . . . All of these weaknesses have doubtless been observed during the year. . . . We rather come before you to-day to tell of the great achievements which have been accomplished by the President, the Executive Committee and the Secretary-Treasurer of the

Association, and, if possible, in making these reports, we would have you endeavor to lose sight of the fact that we have back of us such a strong organization and to think that we, your officers, as individuals, are doing all. I say we would like to have you obtain this impression, but unfortunately it is not possible, because our organization is known from one end of this country to the other as, without any exception, the strongest organization representing any trade known to the commerce of our land.

Our organization is strong, because

First, the representative houses, and only such, of the country are on our roll.

Second, because the manufacturers of the country have realized that we are a strong ally, and that we can largely aid them in extending the popularity of their goods.

Third, we are a strong organization, because the retail merchants of the country recognized that our Association has been of great benefit to them.

The rank and file of our members possibly have not stopped to consider the rare privilege it is to be connected with an organization of this kind.

Your Secretary-Treasurer, during the year, has traveled quite extensively, covering some 14,500 miles. In addition to visiting local and sectional associations, it was our pleasure to attend, as a fraternal delegate from this Association, the annual convention of the Canadian Wholesale Hardware Association. This Association, which was formed largely through our instrumentality, received us with great cordiality, and extended courtesies far beyond our most sanguine expectation.

At this convention we are favored with the presence of delegates from the Canadian Association, and I bespeak for them a most generous welcome, knowing it will be most heartily accorded.

#### THE SALES DEPARTMENT.

During the year we have had considerable correspondence with the managers of the sales department of the houses connected with our Association. We have issued some literature, to be distributed among the traveling salesmen. This literature has been reproduced in many instances by associations in other lines of business. We very frequently received a special request from a national or sectional association of merchants in some line entirely foreign to our own requesting the privilege of using literature of this kind, which has emanated from your Association office. It is for the future. . . .

#### SUSTAINING MANUFACTURERS.

During the year we have met two hundred and ninety-five manufacturers, or bodies of manufacturers, and discussed with them the relations which do exist, and should exist, between themselves and the members of our Association. We find there is prevalent a decided desire on the part of manufacturers to distribute their goods through the jobbing trade, and, further, that this force should be properly compensated for the service performed, and there is a decided inclination on the part of at least 95 per cent. of the jobbers of the country to accept the remuneration offered. A small percentage, however, of the jobbers endeavor to create a favorable impression on their customers by attaching the principles of certain manufacturers on certain lines and selling some goods at less than the manufacturers' established prices. These parties always make up the loss, and in their attempt to do so get a great deal more than they are entitled to.

We find that the average intelligent retailer does not desire to buy a line of goods from the type of houses that pursue a course of making cuts on certain lines of goods.

While we ask the manufacturer to properly protect the jobber, at the same time we feel that the manufacturer is entitled to some protection, and while our efforts have been in the direction of having manufacturers properly protect us,

we believe that it is but fair, honorable and honest that the jobbers of the country should sustain them.

We would ever have our members remember that there are two sides to every question.

#### THE CASH DISCOUNT.

Our members doubtless recall quite vividly with what anxiety this question was discussed at our Pittsburgh Convention. For all time, the principle of allowing the prompt payer—and by this, I mean those who really anticipate the payment of their bills—a premium for so doing, had been a trade custom, and yet in July of 1899 certain large interests, prominent among those who produce goods which the Hardware jobber is called upon to distribute, ignored this trade custom and made extreme terms—thirty days, no cash discount. This was so thoroughly discussed at our last convention that all of our members will recall the points raised. Your officers realized that the abolishing of the cash dis-



SECRETARY-TREASURER T. JAMES FERNLEY.

count was a financial loss and a great hardship to all branches of the trade. Unfortunately, a large number of other reputable manufacturers followed in the wake of these concerns, and announced the abolishment of the cash discount, so that a year ago it was stated by a large number of those who were well versed in the Hardware business that the cash discount had gone for all time.

The manufacturers attempted to show us that it would be better for the interests of the jobber that terms should be shortened, and that all we had to do was to compel the retail merchant to pay his bills within thirty days. The jobber could have financed his business in such a way as to have rendered it quite easy for him to have paid for all purchases on the basis of net cash thirty days. Indeed, it would take less capital to conduct a jobbing business on this basis than on the basis of paying, as does the average jobber, in ten days; but we felt it would be a hardship to the retail merchant to compel him to pay his bills in thirty days, without any premium for anticipated payment, and so our Association at its Pittsburgh Convention passed this resolution:



*"Resolved, That it is the sense of the National Hardware Association that the discount of 2 per cent. cash ten days formerly given by manufacturers of steel and iron goods be not construed as bank interests, but as a premium for prompt payment, and an insurance or protection of credits; and, further, that such or similar discount be retained where still allowed, and that we urge its restoration where it has been discontinued."*

You will notice that this vote of the Association alludes to the cash discount as "a premium for the anticipated payment." Certain very prominent financiers who were also attempting to manufacture goods told us that it is an "interest" for the money, and that money was not worth such a large rate of "interest," and so on and so forth; but immediately after the convention we took up the keynote of this resolution, and we stopped calling this allowance a "cash discount," but we called it rather a "premium" for anticipated payment "within ten days;" and we suggest that it would be quite well to continue this name, so that if any of the rising generations yet unborn should attempt to erect a monument to their superior commercial sagacity, and attempt to argue that 2 per cent. is too heavy a rate of interest for sixty-day money, those who follow us as distributors of goods can meet such fallacious arguments by the statement that it is a "premium for anticipated payment," and not a "discount" for the use of the money.

#### METAL BRANCH OF OUR ASSOCIATION.

The members of our Association engaged in distributing tin plate and metals have been very active during the year in presenting to manufacturers suggestions as to methods of distribution which would be mutually agreeable. Much has been accomplished in this direction. The details will be furnished by the Metal Committee in their report.

#### TRUE METHOD OF ARRIVING AT COSTS.

One of the subjects which we have brought to the notice of local and sectional associations has been that of arriving at a more equitable basis of costs. The president of our Association, being the father of this idea, and desiring it to be a distinctive feature of this administration, we have felt it incumbent upon us to urge the necessity of a plan very strongly upon our membership. We are most happy to state that a lively interest on the subject has been awakened, and we look forward with confidence in the success of this new departure.

#### MEMBERSHIP.

During the past year we have had a very large number of applicants for membership, but action on most of these has been deferred, as it was thought unwise at the present time to increase our membership list. We have on our roll 183.

#### RELATIONS WITH THE RETAIL TRADE.

During the year we have had correspondence with the secretaries of quite a number of retail Hardware organizations, and have done what was in our power to aid them in harmonizing our mutual interests. More recently we have had correspondence with the Interstate Hardware Dealers' Association, an organization which, while yet in its infancy, gives promise of becoming a strong factor in the trade. The retail dealers of the country have grievances which should be rectified, and we believe that through co-operation these merchants can make the conduct of their business more pleasant and profitable. The same class of manufacturers who in past years have been encroaching on the province of the jobber have also been reaching out for the customer of the retailer, namely the consumer, but have used a class of dealers who have endeavored to accomplish the work of intelligent men, such as found on the road, representing the jobber, and behind the counter of the retail merchant, by issuing cheap illustrated catalogues naming what seems to be low prices for goods which are sold in all cases on a basis with the order. Manufacturers who pursue this course doubtless feel that they are increasing the demand for their goods; they lose sight of the fact that when they employ this cheap paper method of reaching the consumer they are

only driving them from the influence, patronage and goodwill of two hundred legitimate Hardware houses, their twenty-five hundred traveling salesmen, and upward of fifteen thousand retail merchants, the latter having in their employ forty-five thousand salesmen. Would it not be well if all manufacturers whose goods are handled by this class of operators should study well the situation, and stop, look and listen before continuing on their present course?

#### SECTIONAL AND LOCAL ASSOCIATIONS.

During the past year interest in these local organizations in all parts of the country has been greatly intensified. At the present time in almost every part of our land we find strong sectional organizations, meeting with great regularity, and giving very careful consideration to ways and means of correcting trade abuses. It has been our pleasure to visit a large number of these organizations during the past year. On these occasions we have been afforded every courtesy and ample opportunity to secure co-operation of these organizations in the work of the National Hardware Association.

Most of the larger sectional associations, such as the Pacific Coast Hardware and Metal Association, the Southern Hardware Jobbers' Association, the New England Iron and Hardware Association, have salaried secretaries, who are devoting their time and talents to association work. Organizations pursuing this course are accomplishing the best results. We strongly urge upon all trade organizations the importance of having a properly paid secretary, whose duty it shall be to zealously work for the association employing him.

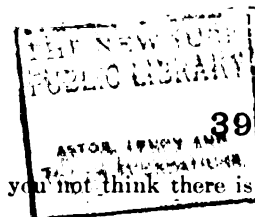
#### TRANSPORTATION.

On Jan. 1, 1900, the railroad companies of the country, through the various traffic managers, announced a change in the rating of some sixty-six leading lines of Hardware, claiming that they felt a yearning to participate in the prosperity which was prevailing in the iron and steel business.

The chairman of the Transportation Committee instructed us to send a schedule of the changed rates to the membership, with a request that they would inform us as to whether they wanted any action taken by our Association. As a result of this inquiry we received protests from all those affected by this change of rates, these letters of protest being accompanied with the request that we do the utmost to have former classification restored.

On Jan. 22 we were given a hearing by the Classification Committee and the traffic managers of all the railroad companies east of the Mississippi River. Before the hearing your secretary-treasurer was requested by a large number of manufacturers to act for them as well as the members of the National Hardware Association. Knowing that the members of our Association would gladly aid their manufacturing friends, we represented both interests, and it was our pleasure to be informed a few days after the hearing that our views had been partially met, and hence a large reduction in the rate was made to take effect on Feb. 15. We firmly believe that the railroad companies made a great mistake in advancing the classification of these lines of goods, and we recommend an earnest effort to have Hardware restored to the classification previously prevailing.

We have now finished the sixth year of our work as an organization. The record by which we must be judged is before you. Unfortunately it is not possible to keep a ledger account with an organization such as this. We believe that if it could be done the beneficial result would be so apparent that our members would to a greater extent appreciate what has been accomplished. Your secretary-treasurer personally asks for no words of commendation. He is remunerated in another way as, perhaps, you are aware; but we do hope that the members of the organization will appreciate the work of the Executive Committee and Advisory Board, and more especially the labors of the president of the Association. During the year he has conferred very freely with



your secretary-treasurer, and his directions have been given in such a manner as to cause us to almost forget that we were being instructed as to our duty, and at times we have hardly realized that we occupied the position of a servant, and have many times felt that we were almost on an equality. The confidence in the president of our Association, which has been apparent when coming in contact with manufacturers, has aided us greatly in furthering your interests.

We almost earnestly desire that the delegates to this convention will give most careful consideration to all subjects discussed, believing as we do that the usefulness of the organization can be greatly intensified, and the benefits derived be as manifold as they are manifest.

We want personally to thank the members of this organization for having continued us in this position so many years, and to frankly state that this has been the most pleasant period of our existence.

The delegates from the Canadian Hardware Association were then introduced, and after thanking the Association for their reception, Secretary-Treasurer Fernley, taking from his pocket the Union Jack, stated that it was presented to him on his recent visit to the convention of the Canadian Hardware Association. At the suggestion of the President, every one stood up and sang, "God Save the Queen." The Canadian representatives were then decorated with tiny American flags by President Bindley. This was followed by singing, "My Old Kentucky Home" by all present, when President Bindley announced that the ladies of Richmond would receive the ladies attending the convention in the Blue Parlor of "The Jefferson."

Address of Peleg Howland, of H. S. Howland & Sons, Toronto, President of Canadian Wholesale Hardware Association.

Mr. President and Gentlemen:

I am very glad to be here, and I can safely say that I am speaking the sentiments of my fellow-delegates from the Canadian Wholesale Hardware Association (Mr. Starke, the Vice-President, and Mr. Hardy, the Secretary), when I thank you heartily for the opportunity that has been given us to be present at your deliberations. We expect to get much valuable information from listening to the opinions and experiences of your members.

I have watched the progress of your Association with much interest. I have been favored with copies of the reports of the proceedings at several of your meetings, and have read them all with interest. I admire the motto you have chosen, and am sure you have done much toward "raising the standard of business methods."

This year we have had the pleasure of welcoming your Secretary to the Annual Meeting of our Association at Quebec, and I must confess to a strong admiration for his personality, and his zeal and enthusiasm.

The efforts of your Association to steer trade into what we consider its legitimate channels, are not only beneficial to us from force of example, but have a direct influence, as we are buyers to a considerable extent of American manufactured goods.

The Canadian Wholesale Hardware Association, which Mr. Starke, Mr. Hardy and myself represent, is not quite twenty-four months old, though it has entered upon its third official year. We have a membership of eighteen, but two more than last year; though we have had many applications we have been careful to admit only those that we have thought were properly qualified. When I stand before the large number of people present to-day and realize that you have a membership of nearly two hundred firms, our Association seems a small affair, but, when it is taken into consideration that the whole of Canada has a population probably not exceeding 5,500,000 people, against that of the United States of over 76,000,000, or as one to fifteen, we are justified in claiming that we are as representative a body as you are.

Here are some of our troubles. Do you not think there is a field for us?

In a country with as small a population as Canada, where the manufacturers of iron and steel products owe their development to a protective tariff, and where there is practically no foreign market, a point of over-production is soon reached, and in the consequent struggle for an outlet, the lines of distinction between the classes of trade, are, of necessity, overlooked, with the result to the jobber of restricted sales and narrow margins. You have the same trouble, but with your larger market I cannot think to the same proportionate extent. Our Association, in common with yours, has been struggling to regulate this kind of thing, and with some measure of success.

Then, we have the competition of the American manufacturer who, in his efforts to get rid of his surplus, reaches out for the trade of our larger retailers at prices which prevent our own manufacturers giving us profits, even when they are so disposed. Your high tariff prevents this system from becoming the boomerang it otherwise might. We hope that the influence of your Association will help us in our efforts to overcome this evil.

Then we have the competition of the retail syndicate buyer, of the foreign agent, English, German, Belgian or American, and of the American jobber, in some sections, now and then—in others, all the time. Add to those conditions the fact that we sell goods in the older provinces on four months' time or 3 per cent. 30 days, and in the far West certain classes of them at six months' time or 5 per cent. 30 days, with renewals, even at that—and you will realize some of our difficulties—why our gross profits are narrow, why our net profits are small and sometimes nil; why some of us find it necessary to do business from Nova Scotia to British Columbia to arrive at a reasonable yearly volume, and why, from necessity, as was proved at our meeting at Quebec—our average percentage of expense is less than I understood yours to be.

Notwithstanding all these unfortunate conditions, I do not believe the Hardware jobber's day is over in Canada. I believe he is still a necessity, that there is still room for a few of him—but only a comparatively few—that, owing to the centralizing process which is so apparent in almost every line, his business must be one of small margins and proportionately large volume. To his success large capital, never ceasing application, economy, integrity (there is no room for the trickster in the trade), and up-to-date methods, are essential, and even with all these I question if there will be a reasonable return without co-operation. Is it different with you? I fancy not. I venture to hope, therefore, that the National Hardware Association may prove a permanent organization to the profit of its members, and to the benefit of the trade generally, including the manufacturers, to whom your steadying influence must be of enormous value, and I am sure that I voice the opinion of the whole membership of the Canadian Hardware Association when I assure you that we are desirous of working with you in our humble way, to our common good.

The President then introduced Mr. Starke, of the Canadian Delegation. Mr. Starke said that Mr. Howland had expressed his sentiments, and he thanked the Association for his kindness. Mr. Hardy also replied that Mr. Howland had fully expressed his sentiments on the subject and thanked the convention for the honor conferred upon him.

The President stated that the next thing in order on the programme was, "Is the jobber essential as a distributor, or should manufacturers perform this service?"

Mr. F. R. Dickerson, of the American Tin Plate Company, being called, said:

Mr. President and Gentlemen of the Hardware Association:

I am very glad to be with you here this morning. I thank you for the privilege of attending your session in this historical city. I am very grieved, though, Mr. President—

grieved in my heart, for you called on me about three weeks ago, and assigned to me an entirely different subject, and it was not until this morning about half-past nine—until I saw one of your programmes, and knew what I was expected to talk about.

In approaching this subject from a manufacturer's standpoint, remember, gentlemen, please, that for over twenty years I have been a jobber, and only for two years have I posed as a manufacturer, and, therefore, my sympathies are with the jobber. Gentlemen, I want to say this much: That there is no lack of harmony—no dissension—between the manufacturer and the jobber. Glance at the emblem of the country, "Old Glory," as it hangs above us this morning, you will see that there is no lack of harmony between the stars and the stripes; so I say there should be no lack of harmony between the manufacturer and the jobber. Each one has his part to perform. It was written nearly nineteen centuries ago that the laborer is worthy of his hire, and that principle is eternal. If you perform a just service as well or better than anybody else can do it, you are worthy of continuance. It is my opinion that the jobber does perform a distinct service and he does it better and he does it more thoroughly than the manufacturer can do it. For this reason the jobber, as I understand it, and I speak not only for myself, but for the company I represent—I understand a jobber to be one who buys goods in large lots and sells them in smaller lots—one who keeps goods in his warehouse or store for prompt delivery, and the manufacturer one who manufactures on orders for future delivery. Now you have a knowledge of the smaller buyer in all sections of this country. Bacon wrote, many years ago, that "Knowledge is power," and, therefore, you have the power behind you. You have knowledge as to what lines of credit you may extend to them—whether they are men of character or not. It is impossible for the manufacturer to know these things. You know them and treat them, as I have every reason to believe, as my experience of twenty years leads me to believe, you will treat them justly and fairly. Therefore, you perform a service that is a benefit to them, and hence, of benefit to the country. You perform that service, in my opinion, more thoroughly and with better satisfaction to them and to us, than we ourselves could do it. Therefore, gentlemen, I believe in the jobber and I believe that he is a necessity. (Applause.)

The President: The next in order will be an address by Mr. Charles B. Adamson, of Baeder, Adamson & Co.

Mr. Adamson addressed the Association as follows:

I believe, Mr. President, that it was the late General Hancock that gave, when a candidate for the Presidency, the qualified reply to the Committee of the Woman's Rights Association, when they asked him if he favored the right of women to vote: Ladies, it would be a brave man who thought otherwise, and so, Mr. President, I feel that it would be a brave man, indeed, who would, in this presence, advocate the opposite side from that which you gentlemen represent.

It is, however, not fear that leads me to state that my conviction is that the jobber is the natural and proper medium of distribution of the goods. Perhaps I hold this view from my teacher. I well remember the time twenty-five years ago when, after some years in the mills, I was taken into my father's office, and I was told that the first and cardinal principle of business was to hold the jobbing trade, and why should it be otherwise? Does not trade, like a river, find the easiest course? Is not the matter of cost of distribution of most vital importance, and has not the jobber, with his many lines, an immense advantage over the individual manufacturer, both in facilities of selling and in the percentage of cost? Can I, as a single line manufacturer, cover the same territory as the hundred and more jobbers? Can my individual salesman accomplish the results of one hundred salesmen—my indirect representatives—but in the

pay of the jobbers? Can the direct sales of my salesman to the amount of \$100 for sand-paper alone be done at a less actual cost in dollars and cents for salary and traveling expenses than the \$1000 sales of the jobber's salesman, made up of sand-paper and locks and screws and other lines? It does seem to me, Mr. President, that there can be no two sides to this question, and when we remember the very many successes and few failures of the jobber—it would seem as if our position was well taken. For one, I believe that the jobber to-day is a more natural and a better medium of distribution than would be the manufacturer himself. I believe this is true to-day, that it will be true to-morrow and next year and the year after, but, Mr. President, I hope the members of this Association will pardon me if I should use this occasion to say anything at all offensive, but I do believe that this situation will not forever continue with the jobber doing as he is doing at present. In every business enterprise that I know of, the matter of expense is more and more becoming the question of greater importance. Is it not so in your business? Can the jobber to-day feel at the close of the year, when the books are closed, that his profits are a fair compensation for the labor and effort put forth? Can the jobber to-day make his profit out of the difference between the expenses of his business and the expenses of mine in distributing my product? No sir; what I am told is true. In your business I am told that many lines are actually sold at a loss, and it must follow that these—our profit-producing lines, will increase, instead of decrease. Within the memory of us all there have happened great revolutions on both sides of the jobber. On the side of the manufacturer, immense aggregations of brains and capital have been brought together, and we have what is known as the trust. On the other side, that of the retail dealer, we have equally immense aggregations of brains and capital, known as the department store. Under these conditions, gentlemen, how long can you remain the medium of exchange between the two? Why, sir, I am told that there are department stores that demand and command better prices than the jobbers in certain lines, because their purchasers are greater. I know that in your own lines there are to-day certain articles that you, as jobbers, can buy for less than even a larger dealer who is not a jobber, but this is an arbitrary distinction due, I believe, most largely to the power of your organization and the successful and wise efforts of your officers; but, Mr. President, these distinctions, in name, are unnatural, and cannot be continued, and if you will permit me to guess it, it will be that the jobber of the future, who will be the medium of distributing my goods, will be the department jobber who will sell my sand-paper, my glue, and my curled hair, so that I can close my stores, dispense with the services of my salesmen, and have but one bookkeeper and one ledger, with but one-hundredth of the accounts I now have. I thank you.

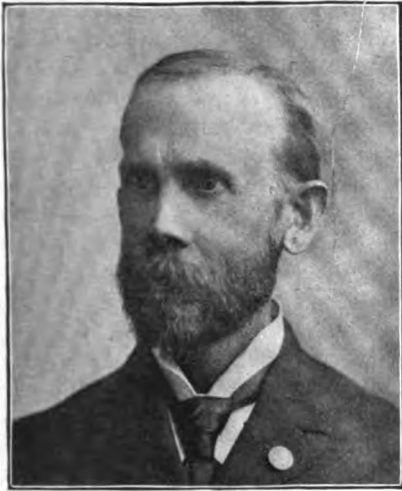
Mr. J. G. Niedringhaus, President of the National Enameling and Stamping Co., was absent, and Mr. Robert Garland, of the Garland Chain Co., was called upon, who responded as follows:

The subject, "Is the jobber essential as a distributor, or should the manufacturer perform this service?" seems hardly debatable, either at this time, or under existing conditions, and the question arises as to whether it is just the thing to invite manufacturers to this meeting and give them such a one-sided subject for debate, as it is a foregone conclusion that no manufacturer present at this convention will question the essentiality of the jobber as the proper distributing medium.

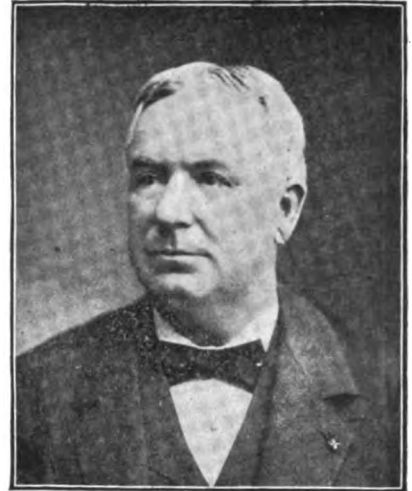
When speaking of the jobber as a distributor, it is, of course, only contemplated that such distribution is to the wholesale and retail, or to the regular retail trade, which houses in turn sell to the consumer.

The manufacturer of to-day who makes goods that are handled by the jobber in Hardware recognizes very clearly

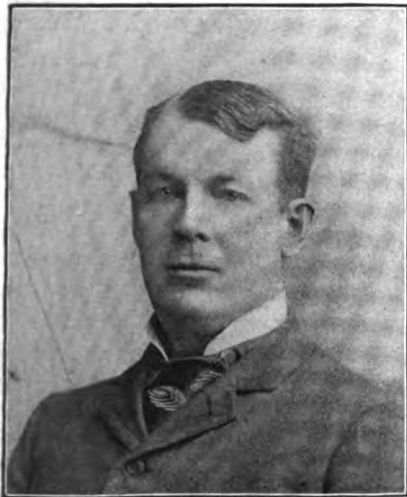




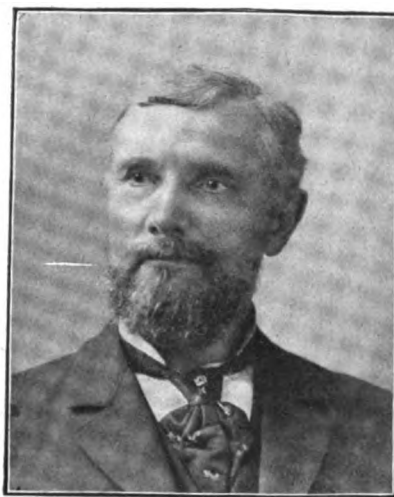
**JAMES D. MOORE,**  
Moore & Handley Hdw. Co., Birmingham, Ala.



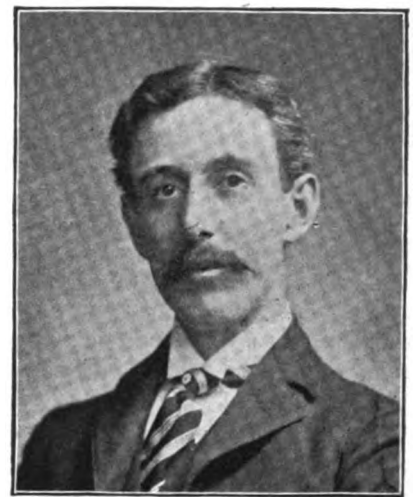
**COL. JAMES R. NUTTING,**  
Sickels, Preston & Nutting Co., Davenport, Iowa.



**W. S. WRIGHT,**  
Rector & Wilhelmy Co., Omaha, Neb.



**C. B. LOCKWOOD,**  
Lockwood-Taylor Hdw. Co., Cleveland, Ohio.



**JAMES H. RITTER,**  
Biddle Hardware Co., Philadelphia.



**WILLIAM CHAMBERLAIN,**  
The Emery-Waterhouse Co., Portland, Maine.



**CHARLES H. TURNER,**  
Albany Hardware & Iron Co., Albany, N. Y.

**REPRESENTATIVE DELEGATES.**

that there is only one successful way in which he can market his goods. This must be through the regular medium, the jobber. With a limited line of goods, in many cases one or two specialties, a manufacturer could not afford to visit every town in order to sell his goods in small lots, and no amount of advertising or circularizing on his part, however catchy, can reach the small trade in the effective manner in which the jobber reaches it by means of his efficient corps of traveling men, who naturally have a great deal in common with the retail houses, visiting them at regular intervals, and inviting their attention to a full line of goods.

There are more questions involved which might well be brought up while this subject is under discussion, and one of these is where to draw the line as to the distribution of the goods of a manufacturer. There are large users of manufactured goods who prefer buying direct from the manufacturer. For instance, the railroad and car companies, the wagon and agricultural implement manufacturers, as well as others, who manufacture certain lines for sale, and only purchase goods for use in their own works or factories. This is a trade that the manufacturer must deal with direct, so that the subject, "Is the jobber essential as a distributor?" has its limitations as well as its reservation.

Without question, the manufacturers will prefer to allow present conditions to exist, selling to the jobbers at sufficiently favorable prices to allow them to sell to the retail trade, the manufacturer keeping strictly away from the smaller trade, or, if at times, from the nature of his business, or under certain circumstances, he must sell this small trade, preserve a proper differential in order to protect the jobber, the jobber, by reason of his large quantity purchases, and the fact that he is a distributing medium entitled to such protection.

And this disposition on the part of the manufacturer to protect the jobber should have its consideration. He should buy from the manufacturer in bulk, and in good round lots, paying extra when he buys in broken packages. And he should place bona fide orders or contracts with the full intention of taking out the goods, instead of considering such an order for goods as simply an option to be taken out to the last pound on an advancing market, and to be canceled in case of a decline. It is not on this basis, gentlemen, that the manufacturer buys his material, or pays for his labor.

The guarantee against decline is another consideration that the manufacturer generally gives the jobber, although it is a rare exception when the manufacturer can insert this clause in the purchase of his material.

And yet, notwithstanding the fact that contracts are often options only, and prices are guaranteed, and twenty days is oftentimes mistaken for ten in the discounting of his bills, we must stick to the jobber, and decide in his favor as the proper distributing medium, as we believe he means well, and through the influence of just such gatherings as this, where the manufacturer and the jobber meet on common ground in order to discuss trade questions, we may hope to see the bond of union between them grow stronger.

In conclusion I would say most emphatically and unqualifiedly that the jobber is essential as a distributor, and I hope that all the jobbers here to-day will continue to distribute.

The President called for Mr. F. S. Kretsinger, of the Steel Goods Association, and for Mr. Henry C. Disston, and they were both absent. Mr. J. C. Birge, of the Shovel Association, was called, and said:

Mr. President and Gentlemen:—I am in a worse condition than the gentleman who has addressed you on this subject. I received no notice, but it was not the fault of your worthy Secretary. I left home before the notice had arrived there and it was forwarded to me, and I find my name on the programme of this morning. I have had but a few minutes' thought upon the subject, and it is a subject upon which I have some decided opinions. I will briefly, in a crude way,

as well as I can, give you my thoughts. A few years ago one of the most eminent politicians in the United States—one whose name is a household word—called up President Harrison, and asked for the appointment of a friend to an important position. President Harrison replied that he did not regard the gentleman as a proper person for that position, and was compelled to decline to make the appointment. The politician replied: "Mr. Harrison, do you not know that I was essential to your success in becoming President of the United States, and that as a matter of fact I made you President of the United States?" President Harrison replied: "I had thought that the Lord had also much to do with what occurred in this world, and I believe the Lord made me President of the United States." The gentleman retired in disgust, and walking up the street, soon met Colonel Robert G. Ingersoll, and recited to him the conversation, taking pains to state that President Harrison had said that the Lord had made him President of the United States, and was a party to it, as well as the gentleman who addressed him. Mr. Ingersoll replied: "I have said very many mean things concerning God, but nothing, in my judgment, equaled this."

Gentlemen, and Mr. President, we manufacturers have said a great many mean things concerning the jobber, but it is my opinion that during the whole of this colloquy, no jobber will speak concerning the guests of the hosts who have welcomed us so cordially to this and former meetings, and who, as is the case with most of us, are our only customers, no one will go so far as to say that they are not at least in some degree, essential to our success as manufacturers. There have been some manufacturers who have felt that the jobbers were not entirely essential. There are two or three notable examples which most of us have had in mind—why these manufacturers have reached out and given to the retailers the same prices as they are putting to the jobbers. I think we will find that the jobbers introduced those manufacturers' goods at the outset, and it does not seem quite fair for the manufacturer whose goods have been introduced, after the introduction has become general, for him to then go back to the consumer with an effort to place those goods, but I doubt if such a method will prove successful. I doubt if the retailer can buy as cheaply from the manufacturer in the long run as he can from the jobber, and I will state the reason in a moment. The jobbing business is not entirely a new business. The gentleman who spoke first referred to some ancient history, but it is my understanding that one Joseph, a good many years ago, entered into the jobbing business. I believe he handled corn very heavily. The question is, did he prove to be in any sense a benefit to the consumer or to the producer? I believe that he was a benefit, because the record distinctly states that had it not been for Joseph, that great jobber, the whole country would have starved to death.

The jobber alone can hold in stock the goods needed for the trade, and in a manner that no manufacturer can do, because of its multitudinous assortment.

There were some remarks made at the beginning of this meeting that interested me very much. A few years ago the Confederate General Longstreet visited St. Louis, and during the course of that visit was entertained by the Loyal Legion. He attended a banquet there and, like all others, was called upon to sing a song or make a speech or tell a story. When the gentleman was called upon in his turn, he said: "I cannot make a speech, I cannot tell a story, but, gentlemen, there is one song that I learned in my childhood days; through all the vicissitudes of my life, in war and in peace, I have never forgotten that song—the 'Star Spangled Banner,' and I will sing that song with you to-night."

Gentlemen, these emblems which we see here suggest this sentiment, and the speeches which we have heard at the beginning of this session suggest that sentiment, and when we stand here on this historic soil of Virginia, which has

produced a Washington and a Lee, the honored "Stonewall" Jackson, whose name stands high in history, and when we, as manufacturers, meet the merchants of the United States and also of Canada, it is with a pleasure and honor that we meet with you to shake hands and not to talk business.

The President called for further remarks. On motion, a recess was taken until 2.30 p. m.

As will be noted in the programme, the Wednesday afternoon session was devoted entirely to executive business, consisting principally of the reports of the various standing committees and the reading of communications.

#### THE SMOKER.

The evening of the 21st was devoted to a smoker, provided by the Entertainment Committee, taking place in the Convention Hall, and which proved to be a very enjoyable affair, a number of ladies being present. Local talent was relied upon to furnish the customary music, which was given by a band of darky performers, who gave plantation melodies, and other vocalization in rag time, and assisted as they were by a professional entertainer, made the hours of the evening pass in the most genial manner imaginable. It was voted by all present to be a great success, reflecting much credit upon those who organized it. The usual and customary brew of Gambrinus was the prevailing beverage, augmented by sandwiches and other thirst-creating combinations. Cigars and cigarettes were passed around in lavish profusion and every one present enjoyed the occasion to the utmost.

The Reading Hardware Co., through their representatives, took this opportunity to distribute a souvenir Bronze Medal commemorating the Convention, which was referred to as being a very appropriate selection for the purpose.

The continuation of the proceedings of the Convention will be given in our next issue, the details of the programme for Thursday and Friday being delayed in transmission, preventing receipt before going to press.

#### THE BANQUET.

The festivities of the convention met a crowning climax in the banquet arranged by the Entertainment Committee, which took place on Friday evening. As a social success, it was an affair long to be remembered, details of which are unavoidably left for publication in our succeeding issue. After the good things with which the menu was filled had been discussed and enjoyed in a style worthy of their excellence, President Bindley who was toastmaster delivered the following address:

BANQUET ADDRESS OF JOHN BINDLEY, PRESIDENT OF THE NATIONAL HARDWARE ASSOCIATION OF THE UNITED STATES.

Our convention having been brought to a successful conclusion, we this evening meet amidst the most pleasing surroundings, and it is to be hoped that we will liberally imbibe the wholesome spirit that hovers around us.

This great State of Virginia for three centuries has been prolific in the making of history, the influence of which has been vital in the foundation and development of our country's civilization.

She has given us sons of wonderful talent and ambition; it was her province to bestow on us Washington—the first citizen in the hearts of his countrymen; to her we are indebted for Jefferson, who wrote that masterful article, the Declaration of Independence, which will stand as a monument to his intellectual resources as long as our country exists; within her borders was born the unexcelled orator, Patrick Henry—whilst a long list of statesmen, soldiers and scholars have most honorable mention.

Surely, under such stimulating and elevating influences we cannot fail to be carried into the higher elements of idealism.

It gives me great pleasure and much gratification, as I survey this audience, to note the regularity in the attendance, as well as the interest manifested by our members and manufacturing friends in our annual conventions.

Many of those who attended our initial banquet six years

ago are here to-night, zealous in the discharge of all duties pertaining to the advancement of the association, unflagging in all matters relative to its interest, which, in a great measure, accounts for the success of our work, and to these members we are greatly indebted, for owing to their loyal support and untiring zeal the hands of our Executive Committee have been supported and strengthened, so that with an ever increasing confidence, and stronger assurance, your officers and Executive Committee have assumed, undertaken and successfully solved questions which, in the early days of our existence, seemed wholly beyond the pale of possibility, and at this, our sixth annual banquet, we can felicitate and congratulate each other upon the successful issue of our affairs, for all have added to the result.

In the embryonic state of our organization, and in the early days of its childhood, many of the merchants (who may now be considered our stalwart members and most ardent supporters) held aloof, preferring to await developments before joining or committing themselves to the tenets of the struggling association.

All manufacturers, with possibly no exception, looked askance at the new undertaking; the opinion was generally held and believed that little or no good could come from such an affair. Some reasoned it boded ill to the interests of the trade; others that it was an impossible task to reconcile the different and clashing concerns of districts and sections, as well as the deep-rooted prejudices as they then existed, but by wise and conservative action in the past administration of the affairs of the association, all bias and prejudice of every nature has been overcome, and all sectional lines obliterated. The doubts and misgivings of the manufacturers which existed in the earlier days have been swept away, and in lieu thereof we have their sympathy, encouragement, confidence and co-operation. We have kept the faith by actions and conduct, which speak with much more potent force than words; we have proven that our interests are neither antagonistic, nor inimical, but, on the contrary (as far as a well-defined policy for good of both is concerned), they are identical. Each succeeding year adds additional strength, supplemented by the best of reasons why we should pursue the even tenor of the way already entered upon, ever aspiring for greater and better attainments, with increasing usefulness and value to the trade, whether it be merchant or manufacturer. We can, we should, we must so conduct the affairs of our association that we uplift, benefit and solidify the whole business fabric of our line, merchant and manufacturer alike; then can we constantly expect the greatest good from our organization. Let it be understood we are not philanthropists, nor do we make any pretense of so being, but we realize and are fully aware that the best results can be attained only by working with and through the manufacturer. In organization we have already materially improved the conditions and advanced the position of our merchants; in doing this we have benefited the manufacturer, and by broad, conservative, considerate action it has been demonstrated to the manufacturer that the interests of the producer and distributor are identical, and the mutual confidence so inspired has undoubtedly been for the uplifting of both.

Perfection has not yet been attained, nor has the work so well begun been, by any means, completed. Far from it—for as we progress new avenues open up before us; fresh possibilities become apparent; new features develop; a better and even higher condition is demanded, and we are forcibly impressed with the belief that we are just at the portal of a great work, which, if earnestly and diligently pursued, will eventually lead us up to approved and ideal methods of merchandising. It is not my desire this evening to speak along these lines already touched upon, from a jobber's standpoint only, but rather to take up the all-important question of the direct interest each manufacturer and distributor has in the success and welfare of the other—to



demonstrate that our interests are at all times mutual, and that the highest aims and expectations can only be brought about and fully accomplished by laboring in the spirit with full accord, and with a proper understanding with each other.

One of the prime objects of our association, and one which is clearly set forth in our constitution, is "The promotion of more friendly business relations, mutual confidence and good will with each other and with manufacturers," and to attain this ideal our path and progress has not always been strewn with roses, for frequently the thorns rent us sorely, in many cases requiring mighty, persistent efforts to allay the suffering and heal the wound to attain the present condition of good feeling and fellowship, as it exists to-day between our own members and with the manufacturers. Manufacturer and merchant alike has begun to realize that opposition has given way—half-hearted supporters have become the most enthusiastic advocates—and to-day we are flourishing "like a green bay tree," with possibilities barely dreamed of at the birth of this organization. The accomplishing of this fact, we feel, shows with what earnestness we (The National Hardware Association) entered into the spirit of, and carried out the intentions of the above-mentioned article of our constitution, for it cannot be controverted that the *entente cordiale* to-day existing in our lines between manufacturer and merchant has ever been equaled. We all cheerfully recognize that each has his particular sphere in the business world—the manufacturer to produce, the jobber to distribute. This is most certainly the economical, perfect and ideal method, and this being true we should improve every opportunity for the cultivation of our present manifold interests, which not only will continue in permanent form the success already attained, but which also will enable us, one with the other, to meet fully the coming vexatious requirements of the very exacting conditions of our time.

#### MANUFACTURER'S PROVINCE AND DUTY.

Great diversity of opinion exists among merchants, and even among manufacturers, as to the manufacturer's duty and interest in the protection of such prices as may be placed upon the wares of his production—many holding religiously to the view that when a manufacturer places a price upon his product, with a proper differential allowed the distributor to cover his service, risk and proper return for his investment, he, the manufacturer, has completed his full duty, and that no further protection is necessary, requisite or desirable.

Others contend that the manufacturer has a greater, higher and far more reaching interest in the goods he manufactures, and should and must protect prices on same, because until they reach the hands of the consumer, he cannot afford to lose his concern in them, on account of their sure deterioration. Now, which method is correct, and which is the higher ideal of merchandising? A short analysis will, we believe, assist us in reaching a proper conclusion.

Many merchants—and their views are coincided in by quite a respectable number of manufacturers—reason that upon the purchase by them of any particular article they are permitted, because of their absolute ownership, to be the sole arbiter as to the price they shall market or dispose of same, persuading themselves that once the article becomes theirs through purchase, the producer or manufacturer has no further interest in the matter, evidently overlooking the fact that in many instances an expressed or implied agreement was understood as to the selling price.

Is not this view one of unadulterated selfishness, an ignoring of the producers' rights, and an entire abrogation of the Golden Rule of doing unto others as you would have others do unto you? Will such interpretation and policy permit us to attain the higher method of doing business? We believe they will not.

The manufacturer has, and should always have, a direct and vital interest in the price at which goods of his particular brand or make reaches the consumer. His business repu-

tation, success and existence practically depend upon it. The proper care of his business, and distribution of his products at the present, and more especially its perpetuation in the future, identifies him with an inherent interest which far surpasses that which is possible for any merchant to have. The thoughtful and considerate merchant who keeps constantly before him our motto of "High standard of business methods" should recognize and conform his efforts to the consideration of the rights already touched upon, that is so justly the due of the manufacturer. If these premises are correct it becomes perfectly proper for the maker in conference with the merchant to arrange, adjust and agree upon a proper compensation to be allotted the distributor for the marketing of his wares, and it is his prerogative, and manifest right and duty, to fix the price at which the retail dealer shall vend his products. If his goods are marked too high it means the eventual elimination of them from the market, and if too low the same results will be encountered; therefore how wonderfully important and vital are his interests.

Now what means shall be employed to maintain the proper equilibrium? If prices are too low, the correct and just law of compensation cannot be attained, and as a result of this condition the retailer as well as the jobber (a case of "United we stand" because of mutual interest) commences a systematic method to bring about an enlarged compensation for their services, and the manufacturer, in recognition of the justness of their position, endeavors to meet their views. But how can it be best accomplished, and what alternative has he to bring about that which is so just and desirable to all? He, of course, can make concessions, but only at the expense of a serious inroad upon his profits, which he realizes are now altogether too limited, or he can cheapen the quality of his goods. The acceptance of either proposition is not desired by him; to accept the first may mean the making of such a serious inroad upon his profits, which may result in his retirement from business, or should the second proposition be deemed the wisest method by which to better correct the matter, it must mean the deterioration in quality, which surely sooner or later will bring its own destruction.

We therefore hold that the manufacturer has a most important, direct and vital interest in the price of his goods at retail, as well as in the differentials which are paid to the distributor—in fact, as we see it, so vast is his interest, because his very business existence is at stake, that he should at all times, and under all circumstances, be the arbiter of prices and differentials; especially applicable in his case is the adage, "Self-preservation is the first law of nature." The most important duty he owes is to himself, and that is to fix a proper price, with just differentials, and then enforce without fear or favor their strict observance by both the jobber and the retailer.

To attain the greatest success in marketing the product of mill or factory, it is essential that the *entente cordiale* shall exist between the manufacturer and seller; to satisfactorily bring this about the producer must arrange that the jobber has a fair margin or differential; it must be sufficient to cover his fixed charges, risks undertaken and a fair return for his investment. It should be the bounden duty of the manufacturers to provide and protect the differential, and to cultivate the jobber who is honestly living up to his wishes, and who is earnestly engaged in the promotion of his interests. He is not only entitled to it under reasonable conditions, but should have the protection at any cost; furthermore, those honestly living up to specified arrangements should not be classed with and made to suffer for the acts of the unscrupulous, as it would be more than strange indeed were no black sheep to be found in the ranks of those who enter the field of "Hardware jobbing." Neither should those who are faithfully trying to keep the trust suffer for the acts of those jobbers who take the erroneous method of trying to increase their sales by cutting prices at the expense of the manufacturer, believing that by this subterfuge they can in-

crease their business, at the same time forgetting or overlooking the fact that only one result can follow; all are obliged to meet his quotations, and no advantage arises therefrom, but a great injury done to, and wrong perpetrated on, the merchant, the compensation being in this line for himself and competitors a reduction of profits, or the doing of so much business without compensation.

But as to the manufacturer, how about him? He has been injured more than all. Why? Because no profit being derived from the sale of his product, distributors commence to cast about for another make or line of goods to take the place of the non-profitable commodity; gradually he finds an inroad here, and a falling off there, until finally his trade becomes very much affected, with the result that to save himself heroic measures must be introduced, and experience has taught us how much more easy it is to retain than to reclaim.

Now under the foregoing conditions do you not realize how direct, intense and far-reaching is the interest of the producer of goods? It becomes absolutely essential that he should and must protect his products to no less an extent than that prices should and must be regulated by him, and the differential absolutely controlled. It should be his imperative duty to enforce arbitrary action that may become necessary to protect his own wares, as well as to protect those who faithfully sustain and support his methods, in their disposal, and it is the one great wish of the speaker's heart that the relation between jobber and manufacturer may become so close, so intimate and so confidential that the great business equilibrium of our Hardware line may be so evenly balanced and so correctly adjusted as to bring to all participating therein the greatest, most permanent and satisfactory returns.

William W. Supplee, the first President of the National Hardware Association, was called upon to speak upon the subject of "Opportunities," when he delivered the following interesting address:

BANQUET ADDRESS BY WILLIAM W. SUPPLEE, FIRST PRESIDENT OF THE NATIONAL HARDWARE ASSOCIATION—"OPPORTUNITIES."

Mr. Chairman, Gentlemen of the National Hardware Association, Manufacturers, and Invited Guests:

When informed by the Secretary-Treasurer, whom all manufacturers and jobbers know, and in poetic language, to know is but to love, that the committee had selected me to try your patience for a few moments, he seeing my hesitation, quickly said: "You know we only want a fifteen-minute speech, and that light and airy, for we are to have other speeches which may be long, heavy and classical." A long-winded orator once, giving an excuse for his lengthy speech, said: "You know it tires an eagle less to soar a thousand miles than it does a goose to waddle a hundred yards."

"OPPORTUNITIES"

Is the subject given me for a few moments' talk. The theme is doubtless more especially intended for the junior members of firms and those in the employ of both manufacturers and jobbers. We all realize the fact that in the natural course of events in the not far distant future the younger generation must inherit the responsibilities of both our mercantile and manufacturing industries.

First I will embrace the Opportunity to say a few words about this city and State. When at our last Convention, one year ago, the names of various cities were presented for consideration for the present meeting, our members from Richmond seized the Opportunity, the name of Richmond was presented, enthusiastically received, and soon led in the race. And it is shown both by the number of our delegates and the manufacturers present that no mistake was made, and the number of ladies who have honored us with their presence further shows the wisdom of the selection.

Your city is charmingly situated on the historic banks of the James River, your beautiful surroundings charm the eye, your public buildings touch our admiration, your spacious

hotels do credit to the city, and you should be proud of being the capital of Virginia. This State was one of the most esteemed of the original thirteen colonies, the land and home of General Washington, the beloved hero of our Colonial armies, that severed the yoke of George the Third, King of England, and brought us liberty and independence. The name of Washington is indelibly written on the heart of every true American—the idol of the army because by popular acclaim our first President, and set the pace that all later Presidents have been proud to tread. The land of Presidents, warriors and statesmen, the land of Thomas Jef-



EX PRESIDENT WILLIAM W. SUPPLEE.

erson, equally esteemed as statesman, Secretary of State, Vice-President and President, whose brain conceived and whose hand wielded the pen that drew up the Declaration of Independence.

The home of Patrick Henry. Who has not read his celebrated address at the Virginia Convention in 1775, on the eve of the Battle of Bunker Hill? "The war is upon us, and I repeat it, sirs, let it come, let it come. Is life so dear and peace so sweet as to be purchased at the price of slavery? Forbid it, Almighty God! I know not what course others may take, but as for me, give me liberty or give me death!"

The land of Richard Henry Lee. It was he who introduced the measure, June, 1776, before the Philadelphia Congress, declaring the United Colonies to be free and independent States. The descendants of Richard Henry Lee and his family, passing through generation after generation to the present day, have always maintained the same enviable reputation which distinguished their worthy and noble ancestor.

There are many within the sound of my voice whose personal recollections take them back to the time of the surrender of General Robert E. Lee to General Ulysses S. Grant,

when those two men stood face to face, and Grant, in recognition of his noble qualities, declined the proffered sword, and requested his soldiers to stop cheering: "Stop, my boys," said he; "don't cheer, for we all belong to the same country now."

The annual meeting of the National Hardware Association brings together once each year the representative Hardware merchants and manufacturers, and ample opportunity is given to discuss, criticise and advise. This association has dispelled the illusion of the old maxim that "No two men in the same trade or business can agree." Here we meet some of our now warmest friends whom we once imagined our deadliest foes, and while we still have and always will have rival interests, which sometimes may prove aggressive and intense, "time has tempered the bitter spirit and narrowness of the past," and we no longer associate rivals with enemies or rascals, but join hands in friendship and throw wide open the doors of our social circles. The betterment of trade ethics has been our aim and desire. But great undertakings cannot be perfected by the struggles of an individual or firm. One hundred and forty thousand workmen, comprising men and boys from different nations, speaking a dozen different languages, during the recent coal strike in my own State, where these men stood shoulder to shoulder for greater remuneration, demonstrated the wonderful power of organization. But it would neither be wise nor necessary for merchants or manufacturers to resort to means of that nature. Arbitration between manufacturers and jobbers is both laudable and possible, and with honesty of purpose and cool heads and warm hearts to guide us, we should always be able to solve these business problems.

An illustration of Opportunity is represented in an ancient Grecian epigram, being in the form of a conversation between a traveler and a statue:

"What is thy name, O statue?" "I am called Opportunity." "Who named thee?" "Lycippus!" "Why art thou standing on thy toes?" "To show that I stay but a moment." "Why hast thou wings on thy feet?" "To show how quickly I pass by!" "But why is thy hair so long on thy forehead?" "That men may seize me when they meet me!" "Why, then, is thy head so bald behind?" "To show that when once I have passed by I cannot be caught."

John J. Ingalls' poem on Opportunity is not an unreal illustration:

"Master of human destinies am I!  
Fame, love and fortune on my footsteps wait.  
\* \* \* \* \*  
And passing by, soon or late  
I knock unbidden once at every gate!  
If sleeping, wake; if feasting, rise before  
I turn away. It is the hour of fate,  
And they who follow me reach every state  
Mortals desire, and conquer every foe  
Save death; but those who doubt or hesitate,  
Condemned to failure, penury and woe,  
Seek me in vain and uselessly implore;  
I answer not, and I return no more."

Glancing over the country, letting your eyes rest on the various large cities, you will find heads of firms still in attendance, who have passed through the ordinary work of subordinates, stock clerks and traveling salesmen. Indeed, I venture the opinion that two-thirds of all the heads of firms of the wholesale houses in the United States have reached their position through the same experience.

Edward Noyes Wescott, in his character of David Harum, says: "Every hoss c'n do a thing better'n spryer if he's been broke to it as a colt."

In a conversation between Gus and Max, says Gus: "Say, Max, ain't you got no friends?" Max: "No; I don't need no friends." Gus: "But if you don't have no friends, who is going to tell you all the bad things about yourself?"

To borrow ex-President Cleveland's expression: "It is a condition, not a theory, that confronts you." Admittedly, "the constant dropping of water wears away the stone," but

everlasting hustling is the secret of success.

Capacity and ability have never been more generally recognized and allotted to their appropriate position than is the case to-day. The business houses are on the lookout for capacity, intellectual attainments, restless energy and thought, and for those who will make a study of all the details of their business. Yet I venture the opinion (and this has been hundreds of times expressed by other business men) that not one young man in a hundred, at ages ranging from nineteen to twenty-four, nor one salesman in fifty, realizes the opportunities that may have been more than once within his grasp.

Carlyle said: "The race of life has become intense; the runners are treading on each other's heels; woe be to the man who stops to tie his shoe-strings!"

No set rule can possibly be given to apply to each individual case. Remember, "The highest towers begin from the ground," and "Every man gives a shove to the tumbling wall." There are underlying principles, however, applicable to all cases; conscientious honesty and integrity of both mind and purpose, and unflinching determination, energy and will power, of which Mrs. Wilcox says:

"There is no chance, no destiny, no fate,  
Can circumvent, or hinder, or control,  
The firm resolve of a determined soul.  
All things give way before it soon or late.  
Why, even death stands still  
And waits an hour sometimes for such a will."

These essential qualities have broken the chains of poverty and obscurity, placed kings upon thrones, turned apparent defeat of armies into victory, made presidents and statesmen. Yes, far more than all, brought victory to our Colonial armies in the dark days of our American Revolution. It was the present President of France who said: "Tell the young men of America they should be proud of their country and their opportunities." "While," said he, "my boyhood was one of toil and hardship, your martyred President, Abraham Lincoln, whose character and ability I so much admire, was born and raised under the most surprising difficulties and hardships, compared with which the lot of our poorest peasants is one of comparative luxury."

The development of the Southern cotton mill industry during the last few years is a notable example of my text. During the years of depressed trade and reduced output, strikes and lockouts closed the doors of many of the Northern and New England factories. The South grasped the Opportunity with the result that to-day five hundred cotton mills, representing an investment of over one hundred and thirty million dollars of capital, are in operation, one million of men, women and boys dance in attendance to the whirl and music of five million spindles, which yearly transfer into cotton cloth one and a half million bales of cotton.

Our nation must and will progress, and to this end each generation is entrusted with an allotted task. Each generation since 1776 have faithfully fulfilled this entrusted mission. The flag of our nation, then showing thirteen colonies, now furls to the breeze forty-four stars; the five million people of 1800 has increased in 1900 to over seventy-six million.

And are your opportunities less than they were one hundred years ago, when men traded jack-knives for dried apples and an unborn calf was swapped for tea or coffee? Or sixty years ago, when a boy stood in the cellar with chapped hands and cold feet for half an hour to coax out of a hogshead a quart of molasses, the then usual luxury for the breakfast table? When men in Conestoga wagons spent one week in carrying their merchandise from Philadelphia or New York to Ohio, and day after day worked so far into the night that they could almost shake hands with themselves returning the next morning, and satisfied if at the end of the year they could show two or three hundred dollars above their living expenses? But don't become panicstricken because steam, electricity and telegraph and telephone wires have revolu-



tionized the mail service, the stage coach and Conestoga wagons. The centralization of capital and combining of large interests or plants may for a time harass the smaller industries, catalogue houses may for a time embarrass the legitimate retail trader, department stores may under one roof usurp trade heretofore scattered, but in my opinion American ingenuity, determination and push will, as heretofore, continue as rivals and contestants, and in my opinion no one within the sound of my voice will live to see the day when either the jobber or retail merchant's business or usefulness can be dispensed with.

And now, my boys, remember the toast of the old American Commodore: "Our Country, may she always be right, but right or wrong, Our Country."

#### A STRONG WESTERN DELEGATION TO THE CONVENTION.

The growing interest taken by the manufacturers and their representatives with each successive convention was never more abundantly manifest than in the present convention. Arrangements were early instituted by a committee having the matter in charge, representing several Western jobbing houses and others desiring to go to Richmond, who arranged for the railroad facilities and other conveniences, the party occupying two special cars, which were connected with a regular train on the Pennsylvania Railroad, leaving Chicago on Monday the 19th inst., at noon, direct to Washington, where the remainder of the trip to Richmond, it was in contemplation, should be taken over the S. A. L. Railway. The stay at Washington was of more limited duration than was intended, on account of a detention on the way, causing a delay of several hours. But many of the points of interest were visited nevertheless. The social features of the trip proved of the most enjoyable character, resulting in a number of speeches being given by some of the happy participants, W. S. Wright, of the Rector & Wilhelmy Co., Omaha, Neb., setting the pace, followed as he was by the members of the Committee of Arrangements in short responses. The following are the names of those participating:

Rudolph Tenk, Tenk Hardware Company, Quincy, Ill.  
 J. A. Warner, Wyeth Hardware & Mfg. Company, St. Joseph, Mo.  
 F. H. Hill, Empkie-Shugart Hardware Company, Council Bluffs, Iowa.  
 C. A. Knapp, Knapp & Spencer Hardware Company, Sioux City, Iowa.  
 W. H. Harwi, A. J. Harwi Hardware Company, Atchison, Kan.  
 C. E. Otto, Drake Hardware Company, Burlington, Iowa.  
 J. S. Hayes, Huber & Kalbach Company, Oskaloosa, Iowa.  
 Laurence Gotfredson and A. Benjamin Gotfredson, Gotfredson Bros., Green Bay, Wis.  
 H. J. Lee and W. M. Glass, Lee-Glass-Andreeson Hardware Company, Omaha, Neb.  
 J. C. Kroner, Fred. Kroner Hardware Company, La Crosse, Wis.  
 A. D. Baker, Baker Hardware Company, Sioux City, Iowa.  
 F. H. Jack, Isaac Walker Hardware Company, Peoria, Ill.  
 F. E. Smith, Clark, Quien & Morse, Peoria, Ill.  
 W. S. Wright, Rector & Wilhelmy Company, Omaha, Neb.  
 T. G. Walther, C. W. Hackett Hardware Company, St. Paul, Minn.  
 E. D. Hockaday, Hockaday Hardware Company, Wichita, Kan.  
 D. B. Woodbury, Chicago representative Stanley Works, New Britain, Conn.  
 S. S. Gould, vice-president St. Louis Shovel Company, St. Louis, Mo.  
 W. H. Bennett, Chicago manager Reading Hardware Company, Reading, Pa.  
 F. C. Baackes, general sales agent, and D. A. Merriman, assistant general sales agent, American Steel & Wire Company, Chicago.  
 H. A. Taylor, Chicago representative American Screw Company, Providence, R. I.  
 W. A. Campbell, Wadsworth-Howland Company, Chicago.  
 A. C. Wagner, Chicago representative Stowell Mfg. & Foundry Company, So. Milwaukee, Wis.  
 W. C. Heimbeucher, manufacturers' agent, Chicago.  
 R. B. Mumm, Chicago representative American Wringer Company, New York.  
 D. W. Simpson, Wilcox Mfg. Company, Aurora, Ill.  
 J. D. Warren, J. D. Warren Mfg. Company, Chicago.  
 W. G. Miller, Chicago representative Ohio Tool Company, Columbus, Ohio.  
 Edward Dunning, Chicago representative Sargent & Co., New Haven, Conn.

A. A. Norton, Chicago, official stenographer of the National Hardware Association.  
 A. B. Conover, Chicago manager Jno. A. Roebbling's Sons Company, Trenton, N. J.  
 H. H. Roberts, Chicago manager *The Iron Age*.

#### Third Edition of American Trade Index.

The National Association of Manufacturers of the United States of America, general offices 48-50 The Bourse, Philadelphia, have recently issued the third edition of their American Trade Index, and it is by far the most important work undertaken by the publication department of this Association. It is now in course of distribution throughout the world. The first edition was printed in English, and the second edition in Spanish, and these, by a wide and wise distribution, have established the reputation of this book, preparing the way for a welcome reception of the current edition, which far exceeds its predecessors in size, completeness and circulation. In this volume before us all the matter appears in both English and French, and the use of these two languages is so nearly universal that the book is practically available in every country in the world. Even the translation of technical terms and names of articles into French has been done with the utmost care, so that this edition of the Index will be regarded as a technical dictionary of English-French terms, and be valued accordingly. The book is a handsome cloth-bound volume of 725 pages, and is filled with information that is desired by every foreign buyer. Consequently, no such fate as being thrown into the wastebasket, or laid aside with publications of transient interest, could possibly occur. It should be, and doubtless will be, kept within reach of the merchant who has been fortunate enough to be presented with it, consulted frequently, and be found virtually invaluable. The book is distributed gratuitously to a selected list of the best foreign buyers who are known to the National Association of Manufacturers. There is no random distribution, every name is carefully considered, and many applicants for the book have been refused through lack of evidence that the applicant is properly entitled to a copy. It is designed for foreign circulation only. Should a copy be desired by buyers in the United States, a charge of \$5 is made for such local distribution, but to the foreign business houses the book is given entirely free of charge. It gives the appearance in many lines of being incomplete, but as the names of members of the Association only are included, it will readily be understood why this should be the case. Should it have the effect of increasing the number of the members of the Association so that this weak feature in connection with it would be remedied in the next volume, it will have done good missionary work that cannot but make large increase in membership.

C. E. JENNINGS & Co., 101 Reade Street, New York. Pamphlet catalogue of 24 pages, same size page as their general catalogue, and designed to cover their line of Tool Chests suitable for boys, youths, gentlemen, machinists, etc. Having been leading manufacturers for a long time of a large variety of tool chests of every description, ranging from the cheapest styles to the more elaborate and desirable articles possessing merit, they are now showing in this catalogue a very extensive line, not only of tool chests that are stocked with tools, but also empty chests in a variety of styles and sizes. In an article elsewhere in our columns, we have called attention to their special machinists' and jewelers' tool chests, which fully represent the finer grades of goods of this description. This is a desirable catalogue for the Hardware dealer to write for, as he will find embodied in its pages a larger assortment of such goods than are usually found in any similar publication.

"How do you get along with your new hired girl, Mrs. Upjohn?"

"Well, of course, one can't always be certain in such matters, but we seem to please her."—*Chicago Tribune*.

### The Credit Man and the Traveling Man's Contract.

We have before us the copy of a contract made by a certain traveling man with a customer to whom he had just sold a bill of goods, upon which the traveler, while the ink was still wet, doubtless looked with admiration as expressing in the briefest possible form exactly what he intended to say; but when it reached the credit man of his house, and particularly when the account became, as the credit man understood the contract, due, there did not seem to be so much reason for gratulation.

The clause of the contract relating to the time of payment read as follows:

"The goods ordered herein to be settled by note due in two months from date of invoice; all on hand at end of two months to be credited on note given and new note given for like amount due in four months without interest."

Naturally enough, the purchaser, at the end of two months from the date on invoice, claimed four months more time on the goods remaining unsold; but this was not what the traveler had intended; he claimed that the note was to be due four months from the date of the invoice.

The question naturally arises, if that was what he meant, why did he not say so? The man who draws up a contract must cultivate the ability to detect in the forms of expressions which he is tempted to employ, other meanings than those which he intended to put into them. If he makes an agreement providing for "payment in four months," he certainly ought to know that unless he is careful to state the beginning of the period very clearly, the other party to the contract will claim the interpretation which is most favorable to his own interests.

It may be said that this is a question for the school master rather than for the credit man; that what is required is the ability to write good, plain, unmistakable English. That is exactly the point. The traveling man must cultivate that ability. If he missed the training while a schoolboy, he must make it up by extra care now.

A young Kansas lawyer has convinced himself that the decrease of business for lawyers is due to the increase in general culture; that men carefully trained in the schools are less likely to find themselves in a position where the advice or assistance of a lawyer is necessary than one who has not availed himself of such advantages. We think he is right. Certainly, the traveling man whose "mind's eye" is keen to detect the various constructions that may be placed upon an ambiguous sentence will find that the contracts made by him involve his house in less differences of opinion with the customers than will he who is content to write what he thinks will express his intention, and leave the credit man to fight it out.

*The Credit Man.*

### Jobbers' Modern Methods—The Order Department.

We wish we could show each one of our readers our order department on a busy day. We believe it would give you more confidence in our ability to handle your business. Suppose we try to describe it to you.

Here we are in a long, well-lighted room with a counter running down the centre. At one end stands the manager of this department at his desk, rapidly sorting over the orders which have just come to him with the credit man's approving stamp and the general manager's notations hardly dry. The three elevators shoot rapidly up and down, receiving and discharging their loads, while busy order clerks push about wheeled boxes full of goods collected from every part of the house, and sort and arrange the items called for by the orders in their charge.

Soon there is a lull in the activity and the clerks are all called to the manager's desk. Here lie the orders in different piles according to the railroad over which each will be shipped. Now they are handed to the order clerks, each

clerk being given orders for the same road each day in so far as possible, so that he soon gets to know the requirements of that particular section and even the preferences of individual customers whose orders he handles often.

As soon as the orders are distributed they are at once entered in the record book and the time at which they are received noted opposite each one. When the order has been filled and is packed ready for shipping, it will be checked off in this record, so that the foreman can tell at a glance how many orders are uncompleted in the hands of the clerks, and just how long they have been in the house.

Here is an order with a bright red slip attached to it. The clerk seems to give it particular attention. Let us look more closely. Ah! it is a rush order. The slip is marked in large letters: "Quick Shipment! This order takes precedence of regular business; get it off within half a day of the time it reaches the order department." These slips are attached to the "rush" orders before they reach the order department, and follow them through this department, through the hands of the packer, down to the shipper and everywhere the red slip gets first place. Whoever handles that order does his best to see that it reaches its destination with the least possible delay.

Now we see a man hurrying round and inspecting the various orders. He is the shipper. Over each order as it lies on the counter ready for packing hangs a sign, indicating the railroad over which it will be shipped. The shipper directs the packers now here, now there, making up a load first for one depot, then for another, always keeping an eye out for a "red slip," or an "express" sign. Presently we hear the clatter of the stencil machine as it cuts out the name and address of the consignee so that the boxes may be plainly marked and in no danger of going astray. Soon the shipping slip is made out, the bulky goods from the upper floors which are indicated on it are collected in the shipping room and the entire order is loaded on the wagon and sent off to the depot.

While this is going on, boys are coming in and going out continually with "pick up" items from round the city, while the telephone bell keeps up its incessant clangor, and the voices of the "callers back" checking over the completed orders add to the din. And so it goes. As soon as one order is completed another is taken up, and there is no let up in the ceaseless activity until the bell rings for the half hour for lunch at noon, or the end of the day's work.

We wish we could show it to you—how all the orders, large or small, are laid out, checked over, called back, packed and shipped, and the system we employ in doing it. But if we can't show all our friends the workings of our system, we can show you the results, and when you send us an order you know that it will be "pushed through" as quickly as possible, and will reach you as soon as well-directed energy can get it there. LOGAN-GREGG HARDWARE CO. in *Hardware Hints*.

### The South African Markets for American Products

The editor of the British and South African Export Gazette has been stirring up the British and South African public on the fact that American manufacturers are making rapid headway in the markets of Africa. In a letter to the leading publication in London, and republished in the British and South African Export Gazette of November, 1900, just received by the Treasury Bureau of Statistics, he says:

"For the information of your readers, I append herewith a lengthy list of some orders lately executed, or now being executed, in America for Cape Colony. My data may not be exact as to quantities, etc., but the fact remains that such orders have been, or are in process of being, executed.

"In December, 1897, American makers had in hand orders for 60 saloon carriages for the equipment of the eastern section of the Cape Government railway, and in that month six

50-ton locomotives were delivered at the Cape Government railway works from the Baldwin Works of Messrs. Burnham, Williams & Co., Philadelphia.

"In March, 1896, six improved Pullman cars were landed at Cape Town for the Cape Government railway.

"In July, 1900, several Baldwin locomotives were delivered at Cape Town in part completion of Cape Government contracts. In that month, according to the general manager of the Cape Government railways, there were still 39 engines and about 160,000 pounds sterling worth of trucks and other rolling stock on order in England and America. Four engines built by Messrs. Dickson & Co., Philadelphia, for the Selati railway, have been acquired by the Cape Government, and are now running on the Wynberg branch.

"In September, 1900, the Union Switch & Signal Co., of Pittsburgh, U. S. A., had in hand a large order for special frogs and switches for the Cape Government railways, and several side tank engines from the Baldwin works were daily expected to be delivered at Cape Town for the railways.

"In September, 1900, the Pressed Steel Car Co., of Pittsburgh, U. S. A., had in hand an order for the Cape Government railways for several steel platform cars of 40 tons' capacity.

"Apart from these items it is significant that for the year ending June 30, 1899, the United States of America shipped 40,691 tons of steel rails to South Africa (value 160,000 pounds sterling), as against 3105 tons (value 13,141 pounds sterling), in the previous year. In the estimates of the Cape Government for the current year the sum of 645,802 pounds sterling is put down for rolling stock, locomotives, etc., but nothing is, of course, said as to where these large orders will be placed.

### Pipes and Pipe Makers.

In the lower part of this city on the east side there is a row of shops and stores in front with a narrow sidewalk and another row of factories behind. There are many curious things made in these factories, which front on small areaways and old time courts. Silverware, canes, badges and small machinery of all kinds are made there. Besides there are several pipe factories. One of the most interesting of these pipe factories is in a room on the first floor lighted by two windows which never have a ray of sunlight. The man in charge of the factory was born in Austria and learned the profession which his father had before him. He is a man well along toward sixty years of age, with gray hair and mustache. He wears a pair of gold-rimmed spectacles, and when he works puts on gold-rimmed eyeglasses over them. He is very proud of his business.

"My father lived in Vienna in the old time," said he. "He was a genius. He passed six examinations in his profession, in amber, meerschaum, rubber, ivory, wood and metals. At that time a man had to serve an apprenticeship for a long term before he became a journeyman; then he had to travel around and see the world before he was allowed to open a shop. My father had a natural genius for his profession, and passed the examinations without having to serve an apprenticeship. He proved that he was not an apprentice."

There are many things in the back room which show that both the father and the son were geniuses in their profession. There is the cap of a tool handle in which the man who has charge had made a set of chessmen. The box is one and a quarter inches in diameter by half an inch in height. There is room in it for the whole set. He has things which he made when he was fifteen which show the kind of an apprenticeship he went through.

He does not show these things to all of his customers, but he keeps them put away in a cabinet with a number of carved objects. One of them is an amber skull. It is less than three-quarters of an inch high, but the bones and articulations are distinctly marked. The carving is so fine that a magnifying glass has to be used to see it in detail. Another is a holder, where a monk with a hollow head for cigarettes is

laughing, but it requires a magnifying glass to see the lines of his mirth. One of the best pieces of carving, which also inculcates a moral lesson, is a skull as a base for a wine bowl. A snake crawls around the skull and holds the wine bowl in place. The wine bowl is hollowed out for cigarettes. The most costly of the pipes represents a mermaid holding a conch shell close to her breast. Her scaly tail is twined about a large branch of white coral, which will become brown when the pipe is smoked. Each scale is perfect. The mermaid has much more expression in her face than have some of the big statues in Central Park, though there is hardly half an inch of meerschaum on which to carve the lines.

The man in charge had a pride in his work. He took the reporter in his workroom and showed him the raw amber and meerschaum, the half finished pipes and the finished carvings. The meerschaum comes from Turkey in boxes. A box holds about fifty pounds and is worth from twenty to three hundred dollars, according to the size and quality of the pieces. It looks like plaster of paris smoothed off and rounded. The amber looks like beeswax or large pieces of resin. It comes in pieces, and is worth from two to fifty dollars a pound. Meerschaum to make a five dollar pipe costs about two dollars and a half. The amber tips raw cost about one-quarter or one-half as much.

When an order comes for a pipe the proprietor goes through the stock of meerschaum to get a piece out of which the pipe can be cut with as little loss as possible. Four-fifths of the meerschaum is wasted, though the chips are often saved and made into imitation meerschaum pipes. The meerschaum is first cut on a circular saw into a piece a little larger than the pipe. If the cutting shows holes or cracks the piece is cast aside. Then it is soaked in water for fifteen minutes and cut the rough shape with a knife. Then a hole is drilled through it and it is turned with a half motion. After the turning the stem is inserted. It is smoothed off when dry, boiled in wax, and polished; then it is ready to be sold.

The amber is worked with a chisel and turning wheel. The chisel is sharp and razorlike. A clumsy operator would cut his fingers off with it. An old operator takes the piece of amber in his hand and rounds it with the chisel, the forefinger of the left hand serving as a guide for the chisel to play. When it is rounded it is held against the face of a roughened wheel until it is turned to approximately the required size. Then it is put in the same turning wheel and a hole is bored through it. This is for the more common and cheaper amber stems, the kind that are put in briarwood pipes which sell for fifty and seventy-five cents. It does not take more than a quarter or a half hour to finish one of these stems. A stem for a more costly pipe will take a day. The shortest time in which a good meerschaum pipe can be made is three days. That is for a plain pipe. If the pipe is to be carved that time has to be added. Workmen have spent months in carving one pipe.

The dust and chips from the amber and meerschaum are saved. The amber dust is melted and made into amberine. The meerschaum dust is chopped up and worked into a paste, from which imitation meerschaum pipes are made. It is a common idea that real meerschaum can be told from imitation meerschaum by the fact that real meerschaum floats on water, but imitation meerschaum floats also. Imitation meerschaum can be made which will color better than real meerschaum does, though it does not last so long and the color is likely to come in streaks. It is hard for a man who is not in the business to tell a real from an imitation meerschaum.

It is hard to make an estimate of the cost of a pipe from the cost of the materials, as so small a proportion of the raw material can be used. To get a stem for a big pipe a whole box may be gone through without finding any suitable piece. The best quality of meerschaum frequently has air holes and cracks in it.

A visit to this factory would repay any smoker. There are the original boxes in which the amber and the meerschau come, pipes partly finished and pipes almost finished, and if you get on the right side of the proprietor he will show you carvings of which he has been proud since he was a boy. One of them, which is tenderly wrapped up, he carved when he was fifteen years old. While he was showing it to a man a few weeks ago a piece was broken off. The piece is a chip hardly as large as a big pinhead, but it has been tenderly put away with the original carving in the box where it was placed more than thirty years ago.

### Why Envelopes are Redeemed and Stamps Are Not.

Some people have an idea that the Government redeems postage stamps when from any cause they become unfit for use or are difficult to use. Frequently sheets of stamps are stuck together, or are torn or injured. The loss, if any, falls upon the owner, as the Government refuses to assume any responsibility of stamps when once sold. The agents of the Government, the Postmasters, can redeem stamps which they have for sale, if through any accident they become unfit for use. But when the citizen buys a stamp he either uses it in the legitimate way or else he is out the value of the stamp.

The Government, however, redeems stamped envelopes. If one should happen to be misdirected or should become blotted, or for any reason a person should wish to tear open a stamped envelope after he had sealed it for mailing, he can bring it to the Post Office and get a brand new envelope in its place. The reason for this difference in the treatment of the adhesive stamp and the stamped envelope is that the adhesive stamp can be used and then washed and passed as good, unless a careful scrutiny is made. If the Government should begin the practice of redeeming adhesive stamps, the opportunities for fraud would be increased. Then the adhesive stamps are manufactured at a cost to the Government, which the stamped envelope is not. The stamps are furnished to the public at the face value, and out of this has to come the cost of manufacture, but in the case of stamped envelopes they are sold at their face value, plus the cost of manufacture.

### Annual Production of Grindstones and Oilstones.

The last annual report of the Geological Survey of the United States, compiled by E. W. Parker, includes some extremely interesting information concerning the production of grindstones, oilstones, whetstones, etc., to be found in this country. The following extracts will indicate the importance of this production:

Grindstones of domestic manufacture are obtained from the sandstone deposits which extend along the shores of Lake Erie for some distance east and west of Cleveland, Ohio, and as far inland as Marietta, and on Lake Huron above Detroit, Mich. In "Mineral Resources" for 1896 the methods of manufacture and use are given in detail, together with a tabular statement of the several varieties, foreign or domestic, that occur, with their special uses. Five varieties are produced in the United States—four in Ohio and one in Michigan. The four in Ohio are: 1, Berea, fine sharp grit, used especially for sharpening edge tools; 2, Amherst, soft loose grit, for edge tools and saws; 3, Independence, coarse sharp grit, for grinding springs and files and for dry grinding of castings; 4, Massillon, also coarse sharp grit, for large edge tools, springs, files and dry castings. The Huron (Michigan) stone has a fine sharp grit, and is used for sharpening edge tools when a very fine edge is required.

With the exception of 1882, the value of the grindstones produced in 1899 was the largest in the history of the grindstone industry. The statement of production in 1882 was based on "estimates" furnished by correspondents familiar with the industry. It is probable that such estimates

were exaggerated, and that the record for maximum production belongs to 1899. There is no way of correcting the estimates for the earlier years, however, and last year must stand as second to 1882.

Compared with 1898 the value of the grindstones produced in 1899 exhibits an increase of \$185,817, or 38 per cent.

The rough material from which our oilstones, etc., are made is obtained from various localities in the United States. The finer grades of oilstones are made from two grades of novaculite quarried in the vicinity of Hot Springs, Ark., and known, respectively, as "Arkansas" and "Washita" stone. Fine grained sandstone, called "Hindustan" or "Orange" stone, from Orange County, Ind.; Lake Superior stone, quarried in Cuyahoga County, Ohio, and a similar material, known as Labrador stone, from Cortland County, N. Y., and chocolate stone, from Lisbon, N. H., are used for whetstones. Scythestones and rubstones are made from Indian Pond and Lamoille stone, quarried in Grafton County, N. H., and Orleans County, Vt.; from Berea, Ohio, grit (which also furnishes grindstones), and from some of the Indiana sandstone.

The value of the oilstones and whetstones made in the United States was the maximum in our history. As compared with 1898, there was an accentuated value of \$27,797, or 15 per cent.

### What to Do With Unused Railway Tickets.

Some men with unused railroad tickets on their hands sell them to scalpers, while others go to the railroad company that issued them and obtain their value in money. Most persons, however, do neither and accept the loss when the ticket is worth less than a dollar. Indeed, many persons do not realize that the railroad companies stand ready to redeem unused tickets even of small value, so that the companies must be richer by many thousands of dollars a year through this ignorance.

Every railroad ticket bears the name of the general passenger agent and of the general manager of the road. It is a simple matter to inclose the ticket with a letter directed to the general passenger agent asking him to refund the money paid and explaining the reason why the ticket is left unused in the hands of the purchaser. It is courteous to inclose a stamped envelope in which the money may be returned.

When all these things have been done the company generally acknowledges the receipt of the ticket holder's communication and promises to investigate the matter. The investigation consists in the proper identification of the ticket by the agent who sold it, and a little bookkeeping to set the accounts right. Then the purchaser receives a check for the amount due from the railroad company, along with a letter requesting acknowledgment.—*Exchange*.

HIBBARD, SPENCER, BARTLETT & Co., Chicago, Ill. Pamphlet having reference to Wall and Window Displays of Fall and Winter Woods, containing twelve half-tone illustrations of sample boards of seasonable goods, together with hints and suggestions concerning Hardware display advertising. This is a very valuable and desirable publication for those who have realized the importance of making superior window displays, artistically constructed, of the principal features of the Hardware business. They have evidently been prepared by a master hand who has selected from an incongruous variety of articles very handsome displays that would impress the observer forcibly. In connection with the displays, a full description is given beneath each cut of the articles that compose the assortment shown. This feature is a desirable one, as it makes it comparatively easy for the directions to be followed.

Of the 4,110 varieties of flowers known and cultivated in Europe, scarcely 400 have any odor, and of these nearly fifty have an odor which is, if anything, disagreeable.—*Ex.*



## REVIEW OF THE MARKETS.

**Wire Nails:** The demand continues to be a satisfactory one for this important staple, larger orders coming to the front than has previously been noted. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

|                              |        |
|------------------------------|--------|
| To jobbers in carload lots   | \$2.20 |
| less than carload lots       | 2.25   |
| To retailers in carload lots | 2.30   |
| less than carload lots       | 2.40   |

New York prices continue without change, being well sustained. Quotations remain as follows:

|                                    |                |
|------------------------------------|----------------|
| To retailers, carload lots on dock | \$2.48         |
| less than carload lots on dock     | 2.55           |
| Small lots from store              | \$2.60 to 2.65 |

**Cut Nails:** The Cut Nail market is well sustained, demand being a fair one. The supply has not been of a kind that would indicate large stocks at the mill. The following quotations represent the market, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

|                                        |        |
|----------------------------------------|--------|
| Carload lots                           | \$1.95 |
| To jobbers in less than carload lots   | 2.00   |
| To retailers in less than carload lots | 2.10   |

New York quotations are as previously reported with a satisfactory movement:

|                                                |                |
|------------------------------------------------|----------------|
| To jobbers in carload lots on dock             | \$2.13         |
| less than carload lots on dock                 | 2.18           |
| To retailers in less than carload lots on dock | 2.31           |
| Small lots from store                          | \$2.30 to 2.35 |

**Barb Wire:** But little change is noticeable in the conditions of the Barb Wire market. Demand has been a good one from some parts of the country, but somewhat dull in other sections. The orders for export trade, however, satisfactorily hold their own. Prices remain as previously quoted for domestic trade, as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

|                                                 |        |
|-------------------------------------------------|--------|
| To jobbers in carload lots, Painted             | \$2.50 |
| Galvanized                                      | 2.80   |
| To jobbers in less than carload lots, Painted   | 2.55   |
| Galvanized                                      | 2.85   |
| To retailers in carload lots, Painted           | 2.60   |
| Galvanized                                      | 2.90   |
| To retailers in less than carload lots, Painted | 2.70   |
| Galvanized                                      | 3.00   |

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** There has been a very fair business done of late in Plain Wire, and with nothing to indicate any lower quotations being possible at present, orders are quite encouraging in volume. Quotations may be quoted as follows, f. o. b. Pittsburgh, terms 60 days, or 1 per cent. discount for cash in 10 days:

|                              | Base sizes. |        |
|------------------------------|-------------|--------|
|                              | Plain.      | Galv.  |
| To jobbers in carload lots   | \$2.15      | \$2.55 |
| less than carload lots       | 2.20        | 2.60   |
| To retailers in carload lots | 2.25        | 2.65   |
| less than carload lots       | 2.35        | 2.75   |

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

### PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

| Nos.       | Base                     | Galvanized.   |
|------------|--------------------------|---------------|
| 6 to 9     | \$0.06 advance over base | \$0.40 extra. |
| 10         | .10                      | .40           |
| 11         | .15                      | .40           |
| 12 and 12½ | .25                      | .40           |
| 13         | .35                      | .40           |
| 14         | .45                      | .75           |
| 15         | .55                      | .75           |
| 16         | .75                      | 1.00          |
| 17         | .85                      | 1.00          |
| 18         |                          |               |

**Carriage Bolts, Machine Bolts, Etc:** Another advance in the prices of Carriage Bolts, Machine Bolts, etc., was made on the 22d inst., and prices on this line for ordinary quantities are now as follows, terms 60 days, or 2 per cent. discount for cash in 10 days:

|                        |              |
|------------------------|--------------|
| Common Carriage Bolts  | .70 & 5%     |
| Bolt Ends              | .70, 10 & 5% |
| Machine Bolts          | .70, 10 & 5% |
| Lag Screws, Cone Point | .80 & 5%     |
| Coach Screws, G. P.    | .80%         |

**Cordage:** The demand for rope has been increased materially since our previous issue, and is now held at higher quotations, the following representing the market at the present time:

|                               | Pounds. | Cents. |
|-------------------------------|---------|--------|
| Manilla, 7-16 inch and larger | 10      | 10½    |
| ¾ inch                        | 11      | 7      |
| Sisal, 7-16 inch and larger   | 7       | 7½     |
| ¾ inch                        | 8       | 7      |
| ¾ inch and 5-16 inch          | 7       | 6½     |
| Lath Yarn, Medium and Coarse  | 7       | 5½     |
| Jute Rope No. 1               |         |        |
| No. 2                         |         |        |

**Linseed Oil:** The Dean Linseed Oil Co., under date of November 15th, quote as follows:

|                                                                                |                      |
|--------------------------------------------------------------------------------|----------------------|
| In lots of less than 5 barrels                                                 | 68 cents per gallon. |
| In lots of 5 barrels or more                                                   | 67 cents per gallon. |
| The five barrel price only applies to deliveries of that quantity at one time. |                      |
| Boiled Linseed Oil, 2 cents per gallon higher than Raw.                        |                      |
| Calcutta Oil, 85 cents per gallon.                                             |                      |

### THE PHILADELPHIA TRADE.

The Presidential election is now a matter of history, but the results in the business world of this election have been most surprising. The stock markets have reflected the state of business which almost everywhere has shown a decided impetus and increase.

Although the weather is extremely mild and summerlike, seasonable goods are moving in good volume, and there seems to be a general confidence in the situation.

During the past few days there has been a notable spurt in prices. Manufacturers are, in many cases, declining to enter orders except for immediate shipment, while, in some lines near the raw material, there have been some sudden advances. Particularly is this true of Carriage Bolts, Machine Bolts and Coach Screws, which have made three advances in the last two weeks. This same feeling exists in a great many other lines, and as there has been a similar stiffening in the price of raw material, there is reason to believe prices will not only be maintained, but will probably be somewhat higher. The trade generally seem to take this view of the situation, and are showing considerable freedom in buying, while the variety of the mail orders received by us indicates stocks are low on a great many lines.

A cold snap would undoubtedly cause a brisk business, and as the excessive temperature this Fall has been most unusual the sudden change in the weather is likely to come any moment.

BIDDLE HARDWARE CO.

### THE BALTIMORE TRADE.

The suspense is past, and the result of the National election well known. So, with the greatest respect for Mr. Bryan, but as a compliment to Mr. McKinley, we might suggest making it unanimous. Our forward march as a nation must not be impeded. We have a destiny and a history, as well as a geographical position second to none, whilst our mineral and oil resources, fertility of soil and favorable climate, represent hidden wealth of untold billions. Being a thrifty as well as an extravagant race, and full of the spirit for making money, it is but natural that manufacturing should engage our attention to a very large extent; but really surprising is our advancement in this line when we consider that the State of Pennsylvania produces about one-fourth of the entire iron and steel product of the world. National protection for our industries is expected and sought, as a child its parent, in time of danger. Should over-protection in the way of import duties be administered, however, the ill effects are but too soon reflected upon the consumer in this country. What our manufacturers now want are the markets of the

world, and from present indications we will some day have our wishes realized. One large padlock manufacturer this month informed the writer that 40 per cent. of the goods he made were for export trade. This is a big showing, and should encourage others, particularly in the same line, as they make too great a variety of patterns for home consumption. Trade up to the day of Election was brisk; since then practically dead. But now we are receiving orders which suggest a revival of good times, though a continuance of the same, we feel, is dependent upon conservatism of manufacturers in advancing their prices. Collections are normal.

H. W. WEBB & SONS.

#### THE PITTSBURGH TRADE.

Business was good before Election day, but since that date it has had something of the nature of a boom. Starting with a stiffening of prices in pig iron, and near products, which had slumped to very low figures, prices have hardened appreciably within the past few days; mills that were shut down have started, and everybody seems ready to buy. In such goods as gas stoves, which the mild weather of October made light buying, we are now simply swamped with orders. The cold weather lately has also brought good orders for skates, sleds and horse blankets. This month a year ago we were in the midst of the boom, with prices of wire nails \$20 a ton higher than to-day, and many other items at top notch. Notwithstanding this fact, sales are running ahead of last year, which shows that a good many more goods are moving.

LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

The successful business man must push ahead or pull back constantly, as the bulls and bears are always active. Pulling back by the masters of the iron and steel industry seems now to be called for; contentment with reasonable profits will permit the use of a large amount of raw material, which we have in abundance, keep all wheels turning and all hands busy. We are, as never before, in condition to take things "at the flood" and conquer foreign fields. If we "Make hay while the sun shines," we can have an established foreign trade when things change. Opportunity now invites us, as the goods are wanted and customers are able to pay for them. Our immense supply of raw material and facilities for manufacturing suggest the importance of contentment, with fair profits, that this opportunity may be utilized. Our prosperity at home depends on foreign demands for our surplus. A boom in prices, caused by the greed of combinations, will be a crime against common sense, as it is sure to cause restricted trade and result in disaster. Recovery of confidence is very slow when the impression prevails that combinations have caused the trouble by insisting upon extreme prices, and that the law of supply and demand has been ignored. They can now remove much of the prejudice against them if they use the opportunities they have wisely. Never before has there been such responsibility in so few hands who have the power to control events.

THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE COLUMBUS TRADE.

The weather now is almost like Summer; 70 degrees weather the 17th of November is too warm. There is one consolation (if it may be considered a consolation), and that is the fact that it doesn't take much more than fifteen or twenty minutes for the weather to change from 70 above to the zero mark. It is necessary to have Winter and Summer clothing handy, so you can make changes two or three times a day, providing you want to be comfortable.

This is poor skate and sled weather. The few cold days a week ago spruced up the Horse Blanket, Robe and Stove trade. The demand for Ammunition has been very urgent and orders large. The shooting season is only twenty days in Ohio, but Bob Whites and Cotton Tails are having troubles of their own during the short season. We have heard of some hunters who have had trouble, also, in the form of

a \$15.00 fine for trespass. That makes quail high. It also makes the hunter "quail."

Prices seem to be on the up grade pretty generally now, and the important thing to know is just how far up the grade to 1899 prices they will get. Buyers seem as anxious to buy as sellers are to sell. It will be injurious to business if prices are boomed up as they were in 1899, and we hardly think manufacturers will be so foolish again, especially so soon after the collapse in high prices. These are trying times on a buyer. If he does not buy he may wish he had, and if he does buy he may wish he had not. Speculation is risky business any time, but most of us are inclined to be risky. If we get in on the right side we are happy, and if we get left we grin and bear it. A steady gait is pretty safe, and on a long journey is a sure winner.

THE SMITH BROS. HARDWARE CO.

#### THE CHICAGO TRADE.

Our business during the past thirty days has been extremely heavy, and orders from all quarters are still pouring in thick and fast. With the results of the recent election, we feel assured that the unsettled conditions, on all lines that have been disturbed, will adjust themselves quickly. This is clearly demonstrated by the recent advance on bolts in particular, and still higher prices in the near future will not surprise us. With confidence restored, orders are now being placed very freely, both for immediate and for future shipment. The market on Shovels and Spades appears stronger than ever, and with no outside competition to harass the Association we anticipate no change for some time to come. Axes are selling very fast, and, while no further advance on them has as yet been made, the probable scarcity later in the season may make it necessary to hold them at higher prices. There will no doubt be a shortage of many goods used in the early Spring, and those merchants who are not anticipating their wants will no doubt be disappointed in the way of shipments when they place their orders later. The indications are that we will have an exceptionally heavy trade the balance of this year, and that we will not run short of orders during 1901.

WELLS & NELLEGAR CO.

#### THE SAN FRANCISCO TRADE.

The seasonable rainfall that has been general throughout California since the next day succeeding the election is conceded to be of great benefit, and farmers, orchardists and miners are notably jubilant.

It is a matter of record that for weeks prior to the election there was no rain, and that these now jubilant people were a bit cast down in spirit on that account, and that California's senior senator, Hon. George C. Perkins, as steamboat transportation proprietor and an early-day Hardware merchant and miner, who was stumping the interior of the State for McKinley and Roosevelt, would never fail to announce, in closing his one or more addresses each day, that rain would surely come with the success of the Republican ticket. And so, pleasingly wondrous to relate, it came to pass on the day following the election of McKinley and Roosevelt.

In the way of Fall trade it is strictly pertinent to report for all dealers in this port most excellent progress. More personally speaking, Senior Brown, of Charles Brown & Sons, retailers, who buy mostly in carload lots from Eastern manufacturers and wholesalers, remarked a few days ago that this is a record-breaking business season with their house; in fact, that the very gratifying trade they enjoyed in 1899 is already excelled by their aggregate for the ten-and-a-half months of 1900, just passed.

And C. H. Philpott, managing proprietor of the builders' Hardware department of Philpott & Armstrong, in speaking of the late voluminous local newspaper talk relating to the millmen's strike for eight hours' substitute for nine hours as a day's work, said: "This strike annoyance, although not officially, is now virtually all off, and contractors and build-

ers are again moving right ahead with building that was temporarily stopped through trouble in getting lumber, and you can report trade in builders' Hardware, in so far as our experience is concerned, in a condition of activity that is entirely satisfactory, and an immediate prospective anything but discouraging."

The Manufacturers and Producers' Association and the San Francisco Labor Council are investigating the matter of the sale in California of stoves manufactured by convict labor in the Oregon penitentiary. Some 200 men have been employed at that work in the Salem prison for about twenty years. Whether or not should prison-made goods go upon the market with factory goods, and because of their cheapness bear the market and operate to throw men out of employment and reduce wages, is the question.

TRADES PRESS ASSOCIATION.

### Rules for Credit Limit.

One of the safeguards of our national banking system is the provision that no bank shall loan to any one individual or concern more than 10 per cent. of its own capital. This is a wise law and, to the credit of our banks, it is observed closely.

If business generally was conducted with a view to allowing proper credit, restricted by a kindred rule applicable to the circumstances, there would be less loss and consequent derangement. It should be an axiom that large lines of credit ought to be extended only by concerns of large capital. We hear sometimes of houses, particularly in certain lines, meeting with losses of dimensions from 50 to 100 per cent. of their capital. It is not always the fact that the cause is ignorance, but usually the temptation to chance a credit with a hope of gain.

Some credit men may doubt that this state of affairs does exist, but if inquiry is made it will be clear that there is more or less unwise crediting of this sort. Let us suggest that if a concern has a capital of twenty-five thousand dollars, not impaired, a credit of twenty-five hundred dollars be allowed, and if their surplus is believed genuine, grant 10 per cent. on that. Do not even consider that if your own capital is one hundred thousand dollars you can risk ten thousand in a particular case. Go the banks one better and make your rule apply on the credit asked and not on your own capacity. There is no desire to convey the impression that the banks have no consideration of the worth of the borrower. The fact is they watch this, and pretty closely, too.

Our sympathies naturally go out to the small concerns. Capital is small, the competition of the new combinations (we have no trusts) is severe, and it takes a long time for the enterprise to find the position that its principals desire for it. It is all the more necessary that the foundation should be well laid. Supposing a concern with ten thousand dollars' capital should find a profitable customer with a capital rating of one hundred thousand dollars, and purchasing five thousand dollars monthly, on ninety days' time. Should the small house undertake to extend the credit? No, not by any means. It is better to attempt to do small things first.

Some credit men cannot appreciate how it would feel to have to follow strictly a 10 per cent. limit, as their own experience has been in lines where the 10 per cent. has scarcely ever been expected, sales being large in number, well distributed and not in large amounts. Their hearts go out, however, to houses who are known to have almost their whole capital tied up in single accounts gone wrong.

There are houses having not over ten customers on their books and still the credit men of such institutions have their troubles. Many deal with trade that buy in small amounts and are here to-day and there to-morrow. Some large concerns are reported in almost all of the failures in their line. To all of these and any others let us suggest the application of a 10 per cent. plan where practical and in the appropriate manner.

THOS. P. ROBBINS.

### Silverware Possessing Quality.

Whatever style may offer in the way of fancy handles, wood, pearl, or composition, the solid, silver-plated knives and forks will always continue to be the standard among those of good taste and moderate means. By the improved process of manufacture the best plated ware may be procured at prices but slightly higher than were a few years ago paid for the most commonplace articles.

To be in harmony with good taste, however, knives and forks, if plated, should be of the very best material, workmanship and finish, with a silver plating of sufficient weight to be durable. The best plating is that which deposits 12 pennyweights per dozen, and when this is guaranteed articles may be purchased in full confidence that they are the very best that can be procured. Dealers should exercise careful discretion in purchasing silver-plated goods to handle only such as have back of them the name of a responsible maker, thus assuring not only that the goods are all that is claimed, but that any discrepancies, should such be possible, will be immediately corrected and the cause remedied.

In the line of silverware now placed upon the market by the Goodell Company, Antrim, N. H., nothing will be found wanting which contributes to quality or finish. Being made of carefully selected stock, finished in the best possible manner and carefully hand finished, the goods are handsome, attractive, and of the very best plate, being guaranteed 12 pwt. to the dozen. Were it possible to improve upon this quality the Goodell company would be first to adopt such improvements. To match the knives, forks may be had of various up-to-date patterns, all of the very best grade and finish, 8 pwt. per dozen, guaranteed.

Dealers handling this line may be assured that they are offering their customers goods equal to the very best that can be had at any price, while the cost is such as to make a profitable and popular line for a leader.

### Making Carbons for Electric Lights.

One of the new industries that have followed in the train of the electric light is that of carbon making. The first electric arc lamps used carbon points sawed out of the dense, almost metallic looking, carbon deposit that slowly formed on the inside of the clay retorts used in making coal gas. This material was scarce and soon became expensive, and being both exceedingly hard and more brittle than glass, was very difficult to work. It was, therefore, found necessary to manufacture the carbon-points, and making these has now become a considerable industry. New York City alone consumes several hundred thousand of them every week. They are made of a mixture of petroleum coke and tar which is baked for a long time at a high temperature. The coke is ground as fine as possible in especially designed mills, and is intimately mixed with the tar in mixing machines. A cake of the resulting carbon dough is placed in a strong steel cylinder having a hole of the proper diameter at the bottom. A massive steel plunger worked by hydraulic power descends upon the mass and forces out the dough in the shape of a rod. This is cut into proper lengths, packed tightly in powdered coke in iron boxes, and baked at a red heat for a week or more. The product when cooled and smoothed on emery wheels is the carbon rod of the arc lamp.—*Exchange*.

Clerk (to employer)—What shall I mark that new lot of black silk?

Employer—Mark the selling price at \$3 a yard.

Clerk—But it only cost \$1 a yard.

Employer—I don't care what it cost. I am selling it regardless of cost.—*Ohio State Journal*.

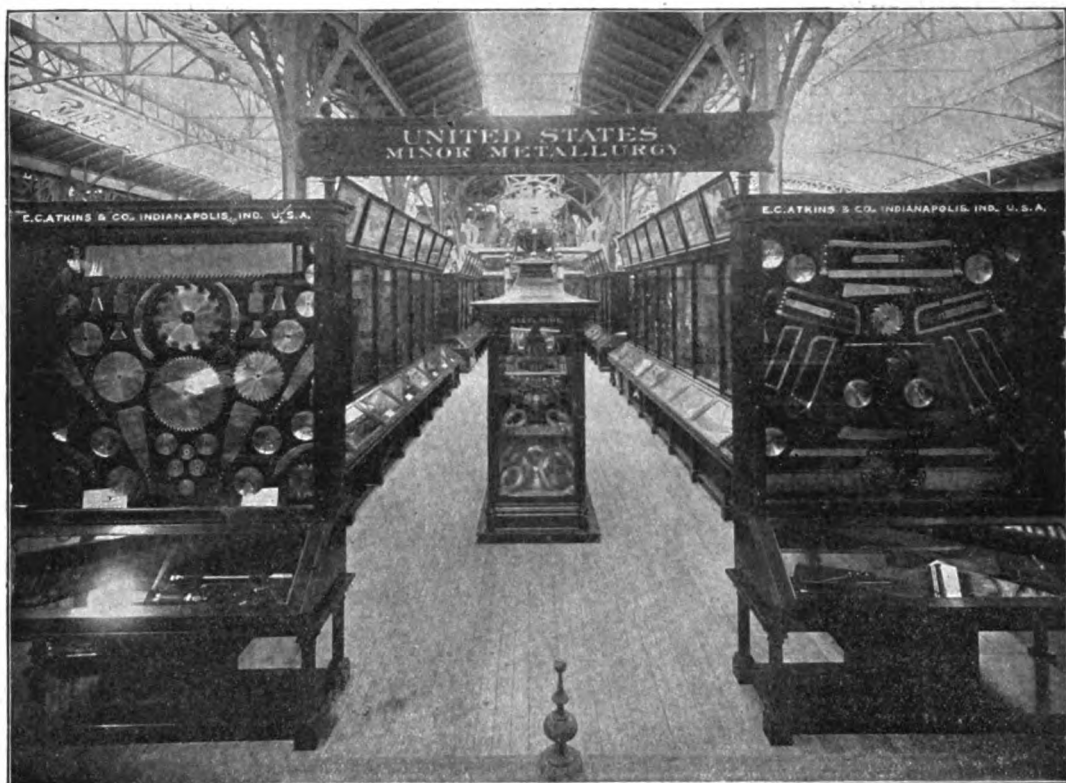
"What seems to be the matter with him?" asked the doctor, approaching the bedside of the man who lay swathed in bandages.

"He found the gas leak," explained the nurse.—*Ex*.

### The Atkins Exhibit at the Paris Exposition.

The great Paris exposition accorded manufacturers of machinery an excellent opportunity of showing their machinery in operation before the eyes of European manufacturers generally. While illustrated catalogues and descriptive circulars have their field of importance, nothing can take the place of practical demonstration. In fact, the surprise has been that so many American tools have found purchasers on that side of the Atlantic with so little opportunity to demonstrate their special features and superiority as has been permitted at the present exposition. While the magnificent display of machinery of all kinds for both metal and wood-working which one saw in the Champs de Mars is idle so far as demonstration is concerned, yet the opportunity to study the tools is excellent. Much enterprise was exhibited by the great saw manufacturing concern, E. C. Atkins & Co. This well known Indianapolis saw manufacturing concern had two exhibits in the Champs de Mars building, one in group IV, department of machinery, which included all kinds of saws operated by machinery; the other was group XI,

each side being covered with chosen examples displayed in series. On the right hand side the design had been in circular saws with plain and inserted teeth, and a certain number of corn and cane knives were used to vary the design. In the flat case below this exhibit were samples of the various saw tools and mill fittings made by the company. There were various samples of circular saw mandrels, circular saw guides and rounders, saw gummers, as well as the various kinds of hammers and swages used by saw mill men. All these were kept in bright condition, forming a very attractive whole. On the left side the exhibiting board was employed in displaying butchers' tools. There the various butchers' saws were found, with oval or flat backs, with fixed or detachable blades. Beef splitting saws were also shown, with, at the bottom, a few samples of mitre box saws and back saws. A gayly painted wood saw occupied the centre. The flat case below contained articles of the same kind, which could be examined by the visitor. This exhibit was continued inside of the hollow parallelogram and space corresponding to two cases occupied on each side. In the right



THE ATKINS HARDWARE DISPLAY AT THE PARIS EXPOSITION

which contained their Hardware exhibit of hand saws, cross-cut saws, wood saws, etc. For each of these exhibits the Atkins company received a gold medal.

It is doubtless gratifying to the company that the superior qualities of its saws, which has been so well established in the United States for many years, is thus recognized by the highest prizes awarded in the great world's exposition of 1900. This latest success, following the victory of the Atkins saws in the recent international sawing contest in Australia, will do much to extend the reputation of the brand in the markets of the world.

We present herewith an illustration of the Atkins Hardware display, which was placed in a gallery directly above the mines and metallurgy exhibit on the main floor of the Palace de Mines. It was the first exhibit that caught the eye when one entered the gallery in the space devoted to minor metallurgy from the upper end of the space. It had therefore an especially desirable location and it was very tastefully arranged on each side of the entrance. The brightly polished articles manufactured by the company were displayed on dark purple velvet, the exhibiting boards on

hand case all kinds of cross-cut saws were displayed, showing a variety of teeth, such as the American tooth, the lance tooth, the diamond tooth, etc. In the case below another set of saw tools was exhibited, as well as hand saws with special metallic handles; a few grooves were also shown. The left hand case was devoted to hand saws of various kinds, with compass and keyhole saws, the cases below containing specimens of the same articles for examination. This exhibit made a fine impression on the visitor coming into the space. It will be easily understood that this class of goods lends itself well to the exigencies of the case; everything is bright, shining and with the display of modified light coming from the roof in streams the effect could not fail to be pleasing.

The exhibits of E. C. Atkins & Co. have from the beginning been in charge of Edwin S. Taylor. While Mr. Taylor is American born and received both an ordinary and technical education in his native land, he has from long residence in Europe become thoroughly familiar with European methods and with the languages most spoken by those who visit the exposition. He is a thorough gentleman, an accomplished business man and withal a royal good fellow.



### Down a Missouri Zinc Mine.

There are regularly defined steps in lead and zinc mining which every prospector must follow, says the *Indianapolis Press*, although the steps are accompanied by enough variety along the way to give spice to the process. The first thing is to select the ground. The prospector may rely on his own judgment in making the selection, or he may take the advice of a friend, who as likely as not is getting a fee from the owner of the ground for the entirely disinterested advice which he gives. The prospector may consult a clairvoyant, or a gypsy, or even a pack of cards, regarding his choice, for many miners are superstitious; or he may throw a stone and sink his drill-hole where the stone falls, or he may close both eyes and just begin digging. It is difficult to say which is the best procedure, for one is shown instances in which each has been successful—the failures being less frequently mentioned.

A steam drill is used, and the drill hole is about ten inches wide at the top, decreasing on the way down until it is often only three or four inches wide at the bottom of the drill hole. Each bucket of dirt is anxiously watched for signs of ore. Ore is found from the surface itself to several hundred feet below, but the drills are seldom sunk deeper than 200 feet unless there have been some unusually rich finds at great depths in the immediate vicinity. The ores are supposed to follow the courses of ancient subterranean waterways, and there are certain kinds of rock formation which are pretty certain indications of the presence of ore not far beneath. Notwithstanding the immense capital which is interested in lead and zinc industries in various parts of the world, there seems to be little definite knowledge even among the scientists regarding the ore deposits. It has always been claimed that coal and zinc could not exist in close proximity, as the geological conditions which contributed to the formation of the one were opposed to the formation of the other. And yet, not three miles from Joplin, there is being taken out of a drill hole anthracite coal and zinc in layers, or imbedded the one in the other. And in a neighboring county are regularly worked mines where the zinc is found imbedded in the coal, and where there are strong indications of the presence of natural gas, another supposedly impossible combination. The usual surrounding material is a soft limestone, easily crushed, and present sometimes as layers between the pure lead or zinc, sometimes as a covering to the pockets containing the ores, and again with the ores imbedded in it. A specimen of pure ore weighing a hundred pounds was found at a depth of 120 feet the other day, and specimens have been found weighing from 400 to 600 pounds, although it is almost impossible to raise such large specimens to the top of the mine without breaking them.

The lead is usually present in cubes or oblongs, varying in size from one-sixteenth of an inch to several inches, but where found in pockets it is in irregularly-shaped masses, though nearly always possessing the sharp edges. The zinc ore comes in tiny specks scattered through the rock, making its presence known by its ruby-like sparkle. The rock containing the zinc is often so soft that it can be crushed to powder with the hand, and the lead is easily separated from the rock to which it clings, retaining its shape and sharp, clearly-defined edges. Lead is often found on or near the surface; zinc almost never in such a position. Owing to this peculiarity, the producers keep the lead under lock and key, but the zinc bins are left outside the mills, and often full of ore for days at a time. No questions are asked when lead is offered for sale, the purchaser knowing that it may have been dug up almost anywhere with a pick and shovel, and that it would be an impossible task to trace its origin. Lead is bought in lots of one-pound weight and upward, zinc seldom in smaller quantities than a ton. When the small boy of the district wishes to go to the circus, or to buy some candy, he goes out to his father's land, or some other man's land or bin



## JAP-A-LAC

is the hardest, smoothest, most elastic, brilliant and durable finish on the market for . . .

**Floors and Interior Woodwork.**

It is also used on Furniture, Wire Screens, Radiators, Iron Fences, Carriages, etc.

Architects should specify it. Painters should use it. Builders Should insist on it.

Our magazine advertising is creating a demand for

**JAP-A-LAC.**

Dealers should write for our money-making proposition.

**The Glidden Varnish Co.,**  
Cleveland, Ohio.

—it does not much matter which—and hunts around for a nugget of lead.

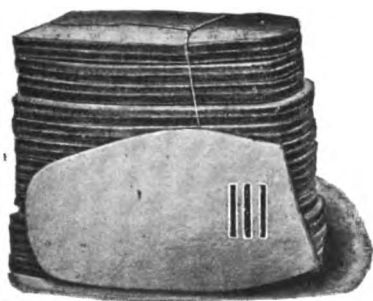
Usually several prospect holes are drilled before a shaft is sunk and the mill erected. The shaft is put between the best drill holes, very seldom directly on a drill hole. The mining is begun pretty deep—that is, “drifts” are started following the ore or “leads,” as they are called. The drifts are usually followed on an upward incline, and after the ore “pinches out” the miner proceeds to “take up stope”—that is, dig up the floor of the incline.

Dynamite is used in mining lead and zinc, and water is used to separate the ore from the crushed rock with which it is mixed. The pond, which is a necessary feature of every mine, is usually kept supplied with water by the pumps belonging to the mine, which raise the subterranean water that would otherwise flood out the mine. Where the producer is so fortunate as to have a dry mine, he buys the water for his pond from a less lucky neighbor or from the City Water Supply Company. In most mines there is water oozing from every crevice. It is necessary to wear rubber coats when visiting them, and if the pumps should get out of order the miners might be drowned before they could reach the shaft and signal for a bucket. The mills seem as active on Sunday as on other days, but in most cases they are not actually running, the smoking chimneys being all for the benefit of the pumps, which must run night and day in order to keep the water down. If they stopped over Sunday the men could not work on Monday.

Where the ground is unusually rich, or the producer's money is so limited that he cannot afford to erect a mill and have machines run by steam, the horse-hoister is often used to raise the ore during the first few months of a mine's existence.

Many tricks are practiced on the “tenderfoot” who attempts to invest in the district. Sometimes the ground is “salted”—that is, nuggets which have come from some other place are put on the surface or in a mine, the purchaser getting only a hole in the ground, where he thinks he is getting a rich mine. Men who ask apparently aimless questions of a mine-owner regarding his own or his neighbor's property, often turn out to be agents who have gained valuable information which is used to the detriment of the unguarded talker.

The interior of a mine presents an interesting sight. It is not at all like the interior of a coal mine. In the first place, the descent is not made in a cage resembling a freight elevator, as in a coal mine, but in a steel tube resembling in shape the witches' cauldron in “Macbeth,” or in a circular steel half barrel, tipped over on its side. The sensation of being put into the tube as it rests on terra firma, and of then being slowly lifted and swung over the dark, square well into which you had timidly peeped a few minutes before, is novel, to say the least. You are likely to have still more novel experiences, if you are a woman visitor, and your first descent



THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston.

is made into a mine which is not running, so that you are 140 feet below the surface, and alone, save for the presence of a mischievous cousin, who leads you up a mountain of loose stones and gravel until your head touches the roof of the mine, and who, when you decline descending the other side, with the prospect of having to ascend again in order to return to the shaft, takes the only lantern and leaves you on the crest of the mountain (liable to slide either way) while he makes some investigations further on. It is so pleasant to have him get to the bottom of the slide and go around a turn and unexpectedly blow out the light, so soothing to have your attention called to the sounds of work in the neighboring mine as the tapping of spirits, and so encouraging to be told that he has not another match, and that you will have to get back to the shaft in the dark. Fortunately one can only die once, so it is just as well to make up one's mind early in life not to be in dread of it all the time, and it is interesting, if somewhat weird, to be all alone so far below the surface of the earth.

Sound carries much further below than above ground, and you distinctly hear the pick of the miners, as well as the dynamite blasting from the mines several hundred feet away. After a match has been found and the lantern is lighted, you slowly return to the shaft, stopping on the way to peep into natural caves of various dimensions, and to examine the walls of the mine. A vast cave stretches above you glistening with zinc, tiff, crystal and occasional shines of mundic. Water oozes from every crevice, here and there a dim light penetrates through a drill hole in the roof. Nobody has as yet told you that the greatest danger in a lead and zinc mine is of the boulders becoming dislodged and falling from the roof on some one's head, or that a very small stone will often kill a man when it falls from a great height.

One of the dangers to which a miner or groundman, as he is called in mining parlance, is exposed, is that of explosions of dynamite before such explosions are expected. A blast can be heard for a great distance, and vibration often dislodges boulders from the roofs of neighboring mines. It is necessary to use the powder almost constantly for blasting and familiarity brings carelessness in handling it. A man who descended alone into a mine had just signaled for the loaded bucket to be hoisted when the presence of impure air was made known by his light going out. He barely managed to signal for the quick descent of an empty bucket and climb into it and cling on until he reached the surface, when he lost consciousness.

Two men went into a mine which was not running. The friend waiting in the carriage above grew uneasy after the lapse of a couple of hours, and went into the mill. Then the engineer recollected that the men had not returned, and descended to find that they had gone along a narrow pathway with holes five or six feet deep, filled with water on either side, and that, encountering bad air, which had put out their lights and nearly overcome them, they lost their way. Not daring to proceed boldly for fear of dropping into one of these holes, and confused as to direction, as people always are in a mine when all is dark, they had crawled on their faces for two hours, growing weaker each moment from the bad air. One of the men had begun to whistle and sing to keep up their courage, and the other man said that he sang the cheeriest when the hope of rescue seemed faintest.

The men in charge of the hoister should have strong hands and steady nerves. A careless, inexperienced hoistman let a bucket drop forty feet in the descent one day. But for the fact that the man in the bucket had once been a sailor, and that he realized the danger in time to hand-over-hand up the rope, he would have been killed. When the bucket crashed and broke in pieces on the bottom of the shaft, the man was clinging to the rope, forty feet above. He signalled to be hoisted, and when he reached the surface he was not overly polite in his prompt dismissal of the hoistman.

### Queer English Names.

The English tongue is certainly among the least phonetic of languages. This observation particularly applies to many prominent British family names, some of which are so interesting that we purpose giving a few examples.

In the first letter of the alphabet, for instance, we have such instances as Abergavenny, which should be pronounced Abergenny; Alcester, which should be Awlster; Allhusen, which should be Aal-hewsen; Anstruther, which should be Anster, and Auchinleck, which should be Affleck.

If you want to be correct you should call the hero of Mafeking Baden-Po'ell, though seventy people out of every hundred certainly do not do so.

If we were to be consistent and spell names as they ought to be pronounced, we should have to make the following drastic changes in some prominent Bs: Beauclerc would become Bo'clare; Bellingham, Bellinjam; Belvoir, Beaver; Berkeley, Barkly; Bethune, Beeton; Breadalbane, Bredawl-bane; Beauchamp, Beecham; Brougham, Broom, and so forth.

There are plenty of no less curious examples in Cs. For instance: Caillard should be pronounced Ky'ar; Cadogan, Cadug'an; Chalmers, Chah-mers; Crespigny, Creppiny; Chandos, Shandus; Charteris, Charters; Cheyne, Chay'ney; Chisholm, Chizzom; Cholmondeley, Chumley; Claverhouse, Clayverse; Clowes, Clooz; Cochrane, Cock'ran; Colquhoun, Cohoon; Compton, Cumpton; Couch, Cooch; Coventry, Cuvv-entry, and Crichton, Cryton.

De Bathe should be De Bahth; de Zoete, de Zoot; Cromwell, Crumwell; Elcho, Elko; Falconer, Faw-kaner; Farquharson, Farkerson; Fenwick, Fennick; Fildes, Fyld; Froude, Frood; Geoghegan, Geegan; Idesleigh, Idds'ly; Iveagh, I'vah; Jeune, June; Knollys, Noes, and Leveson-Gower, Looson-Gore.

Among the Ms we have such instances as MacIver, which should be pronounced Maceever; McKay, McKy'; MacMahon, Macmahn; Mainwaring, Mannering; Marjoribanks, Marchbanks; Marlborough, Mawloro; Menpes, Mempes; Menzies, Ming'ies; Meynell, Mennel; Molyneux, Mullineux, and Monckton, Munkton.

"Poly of the Guards" should be called Lieut. Gen. Pool Car'ey, and the author of "The Second Mrs. Tanqueray," Mr. Pin-air'-o; while the organ grinder would like to be called Earl Poulet by everybody.

Examples are comparatively rare among the latter letters of the alphabet.—*London Express*.

Student—The hairs of our heads even are all numbered.

Baldhead—Well, then, I'd like to secure a few back numbers.—*Ex.*

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### The Credit Man's Acumen.

"A credit man has many strange experiences," said a gentleman who formerly occupied that position with a large jobbing house. "Chance will play into his hands in all sorts of curious ways, and often he will feel as if Providence had directly interposed to save him from some swindler. I remember a remarkable incident that occurred the first year I was in business. We had a customer in a good-sized interior town who had been trading with us for a long time and enjoyed the entire confidence of the house. One day in May he paid us a visit and placed a very large order, going, in fact, to the extreme limit of his credit. He explained its unusual size by saying that he was about to enlarge his establishment, that he had allowed his stock to run down preparatory to making a big splurge to wipe out a rival establishment, and, in short, told such a plausible story that I at once approved the account. That afternoon a young man came from a furnishing store, dropped in, and asked whether Capt. —, mentioning the merchant's name, had left the city. 'I am sorry,' he remarked, when he learned that he had gone, 'the captain placed an order with us for a couple of suits of extra heavy underwear and was anxious to have them delivered next week. I wanted to tell him that we'd have to send North for the goods,' he added, 'and they may be delayed.' That incident set me to thinking. There might be a thousand perfectly natural and innocent explanations of the order, yet it certainly carried the inference that our friend was contemplating an early trip to a cooler climate, and—well, I had a strong premonition or whatever you choose to call it, that something wrong lurked in the background. The more I thought about it the more uneasy I became. It seemed absurd to turn down an old friend and lose a handsome sale simply because he had ordered some heavy underwear, and I knew I was risking

severe censure, if not my situation itself, but before night I countermanded his purchases and notified him by wire that we had decided to trim our credit lines for the summer and were sorry that we could not oblige him. He sent back a furious letter and placed his order with an opposition firm, who accepted him gladly. My bosses looked pretty black when they heard the story, but they changed their expression early in June, when our worthy captain suddenly disappeared, after turning everything he had into cash. Just as I had anticipated, he headed for a cooler climate. When last heard from he was rusticating in Manitoba."—*New Orleans Times-Democrat*.

"But I don't know you, madam," the bank cashier said to the woman who had presented a check.

But this woman, instead of saying haughtily, "I do not wish your acquaintance, sir!" merely replied, with an engaging smile:

"Oh, yes, you do, I think. I'm the 'red-headed old virago' next door to you, whose 'scoundrelly little boys' are always reaching through the fence and picking your flowers. When you started downtown this morning your wife said, 'Now, Henry, if you want a dinner fit to eat this evening, you'll have to leave me a little money. I can't run this house on the city water and 10 cents a day—'"

"Here's your money, Madam," said the cashier, pushing it toward her and coughing loudly.—*Chicago Tribune*.

### Side Line Offered.

TRAVELING SALESMEN visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. CO., Davenport, Iowa. 145

### An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but HARDWARE can carry your sign to everybody.



Are you going  
hunting this Winter?

## GUNPOWDER.

Be sure and take  
shells loaded with

L. & R. Smokeless, or  
Orange Extra Black Powder.

**Laflin & Rand Powder Co.**

99 Cedar Street,

NEW YORK CITY.

# NICHOLSON.

FAMOUS FOR TEMPER  
AND CUT.

NICHOLSON FILE CO., Providence, R. I., U. S. A.

SOLD ALL OVER THE WORLD.

Supplied to 24 Foreign  
Governments.

## The Value of Courtesy in the Credit Office.

There is nothing, perhaps, which so appeals to the good-will of the out-of-town customer, when he comes into the house to look around, as courteous treatment on the part of those who look after the affairs of the credit office. The average credit man is very particular in matters of this kind, and almost invariably has a pleasant word of greeting and a hearty handshake for the rural customer. There are, however, unfortunate exceptions to this rule; "unfortunate" for the reason that politeness and a courteous manner are component parts of a successful credit man, and he who does not possess them is doubly unfortunate when he comes to deal with the country customer, who, perhaps, by reason of his standing in his community, may have an exaggerated opinion of his own importance. Such a man will necessarily have to be handled with some care in order to *not* actually offend him when he comes in for a little visit or to get acquainted. It is not necessary to take him out for a round of drinks or to see the town—his entertainment should be left to the sales department—but he should be made welcome, and to feel at home in the credit office, and to understand that he is with friends who are interested in his welfare, and glad of the opportunity of learning, at first hands, the condition of his business and the outlook for trade in his community. With courteous treatment and a little tact the credit man will be enabled not only to secure the good-will of such a customer, but may, perhaps, obtain from him a thorough understanding of the general condition of his business, and possibly the promise of a late property statement, to be sent upon his return home.

This is a subject for no little thought and consideration. A credit man should either decline to meet the out-of-town customer or else he should be prepared to take the necessary time, no matter how busy he may be, to properly greet and show him *reasonable* attention under every circumstance and at all times. This statement cannot be too strongly emphasized. The effect of many months, yes, perhaps years, of careful nursing and courteous treatment of the customer by the salesman, may be completely obliterated by carelessness or indifference on the part of the credit man when greeting the country buyer.

The credit man's duty, however, does not end with the greeting; he should see that the customer is properly presented to the management in the sales department (if this formality has not already been attended to), and it is far better to accompany the buyer, if possible, rather than intrust the mission to some one else. Little courtesies of this kind are always appreciated, and are remembered for a long while. It is such a spirit, dispersed throughout a business, that popularizes it in the minds of the public, acts as a lodestone for drawing trade, and, if the other principles be as well founded, establishes its success. It is well to remember that

the unpopularly conducted business succeeds only under *un-usual* conditions. Therefore, it is necessary that the credit man should exert his full energy towards maintaining a courteous bearing in the office entrusted to his care, and in this way contribute his best efforts towards securing the popular favor, without which it is well-nigh impossible for a business to succeed, in this day of keen competition and progressive methods.

A. C. FOSTER.

## Character as an Asset in Commanding Credit.

In a very able article written recently for the *Saturday Evening Post* by one of our esteemed fellow credit men, there is no mention of the merchant who has nothing but a good record to act as a guarantee for the payment of his accounts. By this is meant one who can claim exemptions should he so desire and leave nothing for his creditors.

This class is very numerous, and it sometimes happens that one of them will sell out, dispose of his property to defraud his creditors, or simply refuse to pay his indebtedness. Naturally this is done because this short-sighted man may perceive through this course a means of making a few hundred dollars at the expense of his creditors. The question is, who is the loser? Undoubtedly this misguided dealer who has sacrificed all further claim to the trust and confidence of those who have been extending him credit.

The man who can command credit and has only his reputation to back him, did not gain the confidence of his creditors in a day or a year, and, therefore, should guard his standing with infinite care. It is a very valuable advantage, and once lost is almost impossible to recover. The average credit man is not so solicitous about a customer's wealth in property as he is of his wealth in morals. Many men who were once wealthy cannot command a dollar of credit now, because they were not honorable in their dealings.

It is to be regretted that the Bankruptcy Law does not command the same respect from the dealer whose intentions are dishonest as the United States laws do from those whose intentions are dishonest in other directions. Of course, this is attributable to the fact that the Government pays the expense and generally gets satisfaction out of her "debtor." But let us hope by educational means, and closer affiliation with the trade, which the vast improvement in mail service makes more and more possible, we will in time convince the doubtful customer that "honesty is the best policy," after all.

ANTHONY GEVERS.

"Oh, we had the loveliest arrangement at our church society last week! Every woman contributed to the missionary cause \$5, which she earned herself by hard work."

"How did you get yours?"

"From my husband."

"I shouldn't call that earning it yourself by hard work."

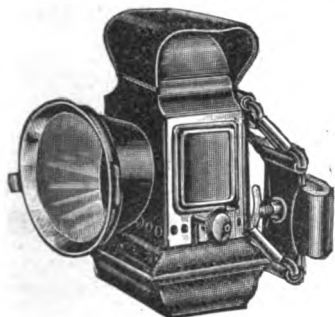
"You don't know my husband!"—*Ex.*



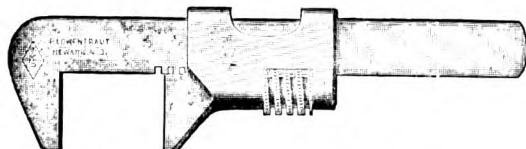
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1901 Models. - Duane, \$25.00. - Leader, \$20.00.

Up to date. Handsome and Reliable. Will make you money if you sell them. Will give you satisfaction if you ride them.



**RIPPER OIL LAMP.**  
Price, 50 Cents.



**Selling Agents for  
STANDARD BICYCLE WRENCHES.**

A full line, from cheapest to best. Attractive styles.

Sundries of every style at lowest market rates.



**Silvertown Bicycle Bells.**  
Continuous and Electric. Fully guaranteed. Tone equal to the highest priced. Finely Finished. Prices interesting.

**Schoverling, Daly & Gales,**

**302 and 304 BROADWAY,  
... NEW YORK.**

**PROGRESSIVE  
AND  
ENTERPRISING.**

Holmes & Edwards Silver Co., Bridgeport, Conn. [*Silverware*]: We recognize in **HARDWARE** a magazine progressive and enterprising.

**Argentina**

Manufacturers seeking the best South American market should patronize

**"El Diario"**

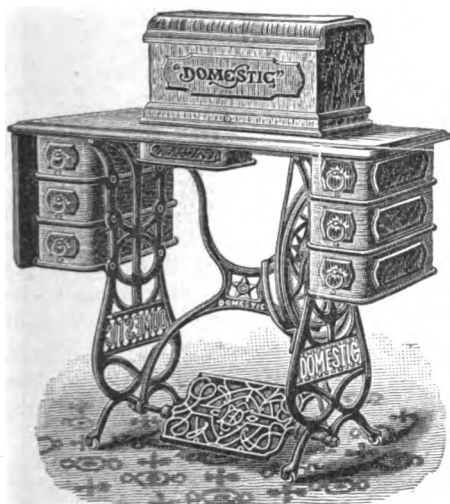
the leading afternoon paper in Buenos Ayres, and three or more issues according to importance of news. No better medium between Manufacturers and Consumers. Larger circulation than any other South American afternoon paper.

Address for rates, &c., to

**HORATIO CAMP ADVERTISING AGENCY,**  
100 William St., New York.

**PETTINGILL & CO.,**  
120 Broadway, New York

Or **SAMUEL LEES**, 203 Bennett Building. New York.



**No. 4.**

**The "DOMESTIC"**  
SEWING MACHINE  
**HAS THE HIGHEST REPUTATION.**

It Wins the Dealer.

It Wins the Customer.

It Wins the Heart of the Housewife.

It Smooths Out Wrinkles.

It Makes Happy Homes.

It is a Profit Winner for the Hardware Trade.



**No. 7.**

If you are after  
Success write us.

**The New Domestic Sewing Machine Co.,**

16 and 18 Exchange Place, - - - - - **NEW YORK.**

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Aylmer, Quebec, Canada.—S. P. Wright.

Brookville, Miss.—The Brookville Hardware & Furniture Co. has been incorporated.

Charleston, W. Va.—The Charleston Hardware Co. has been chartered. This concern is to conduct a mercantile business and deal in Hardware and all other articles and things to carry on the business profitably and properly. The capital is \$100,000.

La Porte, Tex.—Louis Beck, Nugent Building.

Mingo, O.—Scott & Armstrong.

Mobile, Ala.—Papers of incorporation have been filed in the Probate Court for the Stykes Hardware Co. The company has a capital of \$5000 and the incorporators are John A. Stikes, A. A. Stikes and Charles Spies.

Sarnia, Ontario, Canada.—Mackenzie, Miln & Co., Limited, has been incorporated with a capital of \$100,000, to deal in Hardware and carry on business as electric, gas and steamfitters.

Toledo, O.—A new Hardware store is to be opened on the East Side in the store room recently vacated by the Starr Avenue Hardware Co., which has moved across the street. The new firm is to be known as Philip Jacob & Co., the second member being Frank Sailer.

Webster Grove, Mo.—Z. T. Condit.

### Changes and Improvements.

Auburn, Neb.—W. W. Scammon, of York, has bought H. E. Seller's Hardware business.

Batavia, N. Y.—V. C. Shadbolt has built a 16-foot addition to the rear of his Hardware store and machine shop at Ellicott Square.

Beverly, Mass.—W. W. Marshall is to close out his Hardware business.

Black River Falls, Wis.—A. J. Vroman has sold his stock of Hardware to A. F. Werner.

Bowling Green, Ky.—A change in the Hardware house of Miller & Spalding has taken place, in which the interest of the late Jesse G. Spalding was transferred to W. Scott Claypool, who becomes an active member of the firm.

Caldwell, O.—P. J. Kane will succeed John Kane in the Hardware business at this place.

Durant, Ind. Ter.—Tom Hale, of the Hardware firm of Hale & Malone, has withdrawn from the firm. S. T. Bentley, who for several years has conducted a large implement house at Durant, has purchased an interest in the above-named Hardware business, and the new firm is known as Malone & Bentley.

Eastport, Me.—E. M. Cherry has pur-

chased the Hardware store of H. D. Cummings, Mr. Cummings retiring from active business.

Fayetteville, Tenn.—James W. Feeney and John M. Wright have purchased the West McKenzie Hardware store, where they will carry a full line of Hardware, machinery and vehicles.

Greenwood, B. C.—A joint stock company, to be called the Russell-Law-Caulfield Co., Limited, is proposed, with the object of acquiring and consolidating the business of the three existing Greenwood firms, viz., the Russell Hardware Co., W. M. Law & Co., general merchants, and Caulfield & Lamont, Hardware merchants. It is proposed to make the capital of the new company \$100,000.

Guilford, Mo.—A. L. Whiteford has sold his interest in the Hardware business to J. W. Core, and will move to Savannah, Mo., to engage in the same line of business.

Hackensack, N. J.—Mrs. Ellanger has given up her Hardware store.

Hartland, Me.—Clyde Smith has bought of Archie Linn the Hardware store on Main Street. It will be remembered that Mr. Smith sold out some two years ago to Mr. Linn.

Hutchinson, Kan.—Waite & Babbitt have purchased the Brown Hardware store.

Jacksonville, Fla.—The firm name of John S. Bond & Co., dealers in Hardware, has been changed to Bond & Bours, as J. B. Bours, who has been a member of the old firm since it began business two years ago, has disposed of his grain and feed business, and will devote his whole time to the Hardware business. The new firm will remain at the old stand, and will conduct two stores, the new one being the store lately occupied by Mr. Bours and adjoining the present store of Bond & Bours.

Maysville, Ky.—J. D. Davidson is adding a new Hardware room to his already large store.

Milwaukee, Wis.—The Pritzlaff Hardware Co. intend to replace one of their large warehouses with a new one next year. The cost will probably be about \$10,000.

Phelps, N. Y.—Myron D. Crosier, of Gorham, and J. Garrett Dixon, of Halls, have purchased the Hardware store of J. M. Price.

Pine Bluff, Ark.—Material is being placed on the ground for Fox Bros.' new warehouse, to be built on State Street, at the rear of their present warehouse on Main Street. When this building, which will be two stories in height, is completed, this popular Hardware firm will occupy three houses and seven floors.

Plainfield, Vt.—Henry Keniston is invoicing goods in the store of Bell & Townsend, and proposes to put in a stock of Hardware.

Reading, Pa.—Goodrich & Keefer, Hardware merchants at 831 Penn Street,

have closed out their retail department and removed to the new building at 226 and 228 North Eighth Street, where the firm will engage in the wholesale trade exclusively.

Rockford, Ill.—The firm of Forbes & Reynolds has dissolved partnership. Mr. Reynolds will continue the Hardware business and Mr. Forbes will remain with the new firm for the present.

Rock Island, Ill.—Hunt & Waterman have purchased the Hardware business of H. L. Wheelock.

Scotland, S. D.—The Hardware and implement firm of Engel & Serr has been dissolved by mutual consent. Mr. Serr will continue the business.

Stanhope, Ia.—J. Jacobson & Son announce that they will close out their Hardware stock and retire from business.

### Business Embarrassments.

Harrisburg, Ark.—A. W. Sparks has made an assignment of his grocery and Hardware business for the benefit of his creditors. T. B. Sparks was named as assignee.

Montreal, Canada.—Joseph R. Leblanc, Hardware merchant, has assigned at the demand of Caverhill, Learmont & Co., with liabilities of about \$2500.

Ypsilanti, Mich.—Charles E. Forsyth, a Hardware merchant, has filed a petition in bankruptcy, giving his liabilities as \$1770, with no assets.

### Fires in Hardware Stores.

Algonac, Mich.—H. B. Guinness. Loss, \$9000; insurance, \$3500.

Clarksburg, W. Va.—Williams & Davisson. Loss, \$15,000.

Coperas Cove, Tex.—W. M. Wallace.

East Palestine, O.—Smith & Crawford.

Kingsville, Mo.—A. T. Goddard.

Manor, N. W. T.—Alex Stinson. Loss, \$1400; insurance, \$900.

Mobile, Ala.—W. Wing & Sons, 219 Dauphin Street. Small loss.

Pottstown, Pa.—J. Fegeley & Son. Loss, \$2500; partially insured.

Shelby, Neb.—E. E. Knerr. Loss, \$2800; insurance, \$1200.

St. Louis, Mo.—Fred Mueller. 1733 South Ninth Street. Loss, \$400.

Truro, Ia.—Litton, Gaston & Co.

### Burglaries in Hardware Stores.

Anna, O.—P. W. Young; ammunition.

Binghamton, N. Y.—Jones & Young; cutlery and revolvers.

Clinton, Mich.—A. B. Vandemark & Co.; knives, etc.

Colorado Springs, Colo.—Rudolph Heyse; knives and razors.

Martin, Tenn.—Phelan Bros.; guns.

McKees Rocks, Pa.—Frank Kossler; \$100.

North Adams, Mass.—Burlingame & Darby; cutlery and revolvers.

Stillwater, Minn.—Stillwater Hardware Co.; cutlery, etc.

**REISCH'S**  
EMERY-WHEEL  
**Tool Grinder.**  
Foot Power.

Two Wheels, with Chain Attachments.

**Sharpens or Polishes Anything.**

Four Feet High.  
Wheel, 6x1 Inches.

Fitted with Coarse Emery, Fine Emery, Quartz, Oil Stone or Grindstone Wheel—Our Own Make. Retail for **\$8.00**. Liberal Discounts to Dealers. Sent on Ten Days' Trial.

**Buffalo Emery Wheel**  
COMPANY,  
30 Lock Street,  
Buffalo, N. Y.



No. 2.


**THE OGDEN** AUTOMATICALLY REGULATED LIQUID **DOOR CHECK and SPRING**

**"The Ogden Check" in Brief is**

The only check that controls the door entirely.  
The simplest and strongest check made.  
Easily applied by anyone of ordinary intelligence.  
Refilled with liquid, when necessary, through the filling chamber without removing from the door.  
Positively regulated under all conditions and cannot leak.

**SIMPLICITY SIMPLIFIED.**

MANUFACTURED BY  
**THE OGDEN MFG. CO., NEWARK, N. J., U. S. A.**



**THE NULITE**  
750 Candle Power  
**ARC ILLUMINATORS**  
Produce the Finest Artificial Light in the World.

**Superior to Electricity or Gas. Cheaper than Kerosene Oil.**

A 20th Century Revolution in the Art of Lighting.  
They darkness into daylight turn,  
And air instead of money burn.

**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**  
They are Portable. Place them anywhere.

We also manufacture Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Good Agents Wanted. Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO.** Garden City Bldg.  
CHICAGO.



Indoor.



Outdoor.

**Recent Victories!**

At Sea Girt, Aug. 31, Sept. 8, 1900, Great International Rifle, Revolver and Military contests:

**Peters Cartridges and King's Semi-Smokeless**

Took all the following prizes:

WIMBLEDON CUP, 1000 yards,  
SCHUETZEN MATCH,  
INTERSTATE MILITARY MATCH,  
INTERSTATE REGIMENTAL TEAM MATCH,  
ALL COMERS MILITARY MATCH,  
NEW JERSEY RIFLE ASSOCIATION TROPHY MATCH,  
WINCHESTER MATCH,  
REVOLVER RE-ENTRY MATCH,  
REVOLVER TEAM MATCH;  
in fact almost everything within sight.

Peters Cartridges are all loaded with the famous King's Semi-Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spence, Bartlett & Co., Chicago, Ill.



45-70-500  
U.S. GOVT.

**OILERS.**

"PERFECT" 25c. "GEM" 5c.  
"LEADER" 10c. "STAR" 10c.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

**CUSHMAN & DENISON** Mfrs. 240-2 W. 23d St., N. Y.



**Mrs. Vrooman's PATENT SANITARY Sink Strainer.**

Modern Kitchen Necessity.  
Best on the Market.  
Utility Self-Evident.  
Ready Seller.

Should be handled by all dealers in House Furnishing Goods

—MANUFACTURED ONLY BY—  
**F. H. & E. B. VROOMAN,** 225 Dearborn Street,  
... CHICAGO.




### Give You Your Money's Worth.

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

**FEDERAL BENCH SHEAR.**

STRONG, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

**CHANDLER & FARQUHAR,**  
131 Congress Street,  
BOSTON, U. S. A.



The Only First Hand Source of  
**GENUINE MARTY TRAPS**  
is with  
**BURDITT & WILLIAMS,**  
Sole Importers, BOSTON, MASS.



**AMERICAN SUPPLY & RAILWAY COMPANY.**  
MANUFACTURERS OF  
BAGGAGE, HOTEL & TIME CHECKS, METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.  
**24 PARK PLACE, NEW YORK.**

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Big Rapids, Mich.—The plant of the Michigan Heater Co. is nearly completed. The company starts in with a capital stock of \$50,000, and will manufacture not only stoves, but also fittings for stoves and furnace work.

Clyde, O.—The Clyde Cutlery Co. has been incorporated with a capital stock of \$25,000.

Newark, O.—Machinery is arriving for the new Newark Meat Tendering Co., which will in a few days begin to manufacture Snelling's meat hackers.

New York, N. Y.—The Euwer Sash, Lock & Door Bolt Co. has been incorporated. Capital, \$10,000. Directors: J. N. Euwer, of Newcastle, Pa., and W. C. Brundage and C. C. Dickinson, of New York City.

Ottumwa, Ia.—Roy Johnston and Frank Sharp have leased the old cutlery building and will begin the manufacture of important novelties. The building has been vacant for a long time, but the owners will at once begin to repair it.

Pittsburgh, Pa.—The Iron City Sanitary Mfg. Co. has been formed by a party of Pittsburgh business men and is capitalized at \$100,000. The company will manufacture a special line of bath tubs, plumbers' supplies and enameled ware. A large plant at Zelienople has been purchased, and will be put in operation about December 1. The company has applied for a charter. The directors are Joseph A. Frauenheim, Edward Watson, George Blackham, Martin Harrison and Q. A. Hensel.

Rome, N. Y.—Papers of incorporation of the Forsberg Spring and Gear Co. have been filed. The present capital stock is \$5,000, with the privilege of increasing to \$25,000, with outside capital. The company is the continuation of the Forsberg Spring and Axle Co., organized November 1, 1899. The new company will manufacture finished work in all lines of its business, including the manufacture of pneumatic gears, which will be made at their plant, 109-111 West Street. The president of the new company is H. K. Pell, and the secretary and treasurer, A. L. F. Pell.

Weir Village, Mass.—Hiram Bliss, of Highland Street, has left for Baltimore, where he will establish a factory for the manufacture of nails and tacks under a process patented by himself whereby the nails and tacks are galvanized or coppered.

### Changes and Improvements.

Batavia, N. Y.—The Johnston Harvester Works have recently been enlarged, and now give employment to 300 men.

Braddock, Pa.—A change has been made in the management of the Braddock Tool Co.'s plant, at Braddock Avenue and First

Street. J. J. Brown, formerly of the Standard Chain Works, at Rankin, was made general superintendent, succeeding O. K. Muehlberg, who resigned.

Cleveland, O.—The Co-operative Stove Co., Central Avenue, are to erect a brick factory at a cost of \$15,000.

Cleveland, Ohio.—The Cleveland Stove Works have purchased the remainder of the block on which their plant now stands and will double their capacity at an early date. Work has already commenced and the new additions will be completed by the first of the year.

Dowagiac, Mich.—The three-story brick addition to the Round Oak Stove Works is fast nearing completion.

Hollidaysburg, Pa.—A commodious nail house has been erected by the Hollidaysburg Iron and Nail Co., along the railroad in the rear of the nail factory.

Kokomo, Ind.—The Kokomo Globe Range and Stove Co. have let the contract for a large, three-story brick building, 56x126 feet, to be used as a packing and storage department. When completed it will give to the plant a floor capacity of 28,200 feet.

Marietta, O.—The Leidecker Tool Co. have their new three-story building under roof.

Milwaukee, Wis.—Joseph Bach, who is a principal owner of the Western Hardware and Mfg. Co., on Deer and Dover Streets, intends to erect around the Hardware plant about 200 houses for the employes of the plant and their families.

Niagara Falls, N. Y.—The Niagara Falls Metal Works Co., of Niagara Falls, Ont., and the McKinnon Dash and Hardware Co., of St. Catharines, Ont., have been consolidated under the name of the McKinnon Dash and Metal Works Co. The company is incorporated and during the Winter will operate both factories. Next Spring, however, a new plant will be purchased or built and the concern will abandon the old plants. It has not yet been decided where the new one will be located.

Oakland, Me.—The American Axe & Tool Co. has recently sold their Upper Mills property to Frank Chase, of Waterville. The sale included the large axe and scythe shop on the easterly end of the upper dam.

Ottawa, Ont.—The Ottawa Saw Works are rapidly equipping their new building on Middle Street, which is expected will be in operation in a short time.

Pittsburgh, Pa.—The Standard Chain Co., the combine recently formed by the chain companies of the country, have finally placed in operation their new works at Rankin. The plant is a consolidation of the works of the Baker Chain and Wagon Iron Mfg. Co., of Allegheny, the Garland Chain Works, at Rankin, adjoining, and the Cleveland Chain Works. The building is iron, 300x200 feet. It will employ 300 workmen.

Port Jervis, N. Y.—R. H. Tracy, of New York City, has been appointed superintendent of the Jennings Saw Works in this village, to succeed George Griffin, who has been transferred to New York City.

Toledo, O.—The West Toledo Stove Works are preparing to enlarge their capacity to care for the large number of orders that are coming. The company now employ over 100 men.

Unionville, Conn.—The manufacturing plant of the Upton & Hart Co. has been sold at public auction. The property consists of four buildings with machinery therein suitable for the manufacture of cutlery and other like articles. Also certain water rights in Farmington river and personal property connected with the running of such mills.

### Recent Fires.

Elmira, N. Y.—The Clipper Chilled Plow Co.'s plant has been damaged by fire to the extent of \$40,000. The loss is covered by insurance. The cause of the conflagration is not known. The buildings were almost entirely destroyed. The concern was recently placed in the hands of the attorneys of a heavy creditor, M. H. Arnot, of this city.

Philadelphia, Pa.—A flame from a tinker's furnace, on the third floor of the tinware factory of Robert Porter Sons, at 609 North American Street, started a blaze which for a while menaced the building. The loss is estimated at \$5000.

St. Catharines, Ont.—The Chaplin Saw Works have been completely consumed by fire. Thousands of feet of prime lumber were consumed, and 50 men thrown out of employment. Loss at present unestimated.

### Recent Embarrassments.

Boston, Mass.—Charles H. Austin, brush manufacturer, has gone into bankruptcy. He owes about \$8946.30, and has nominal assets.

Greenfield, Mass.—The A. F. Towle & Son, silverware manufacturers, are unable to meet their obligations, and a meeting of its creditors has been held. The debts of the company are \$118,000, of which \$115,000 is due to the banks, and \$3000 for merchandise. The capital stock is \$150,000.

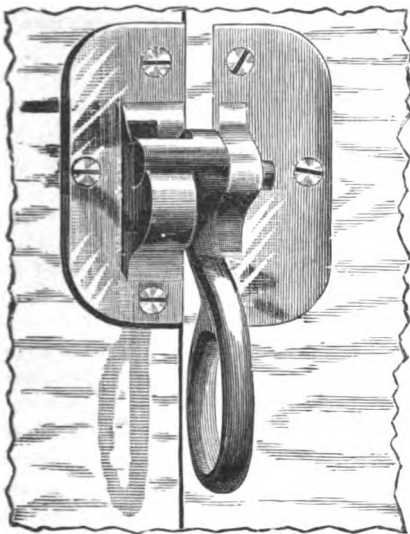
New York, N. Y.—Judge Brown, of the United States District Court, has granted a discharge in bankruptcy to Samuel Bernstein, formerly a manufacturer of gas stoves at 295 Pearl Street, whose liabilities were \$5778.

### Miscellaneous.

Canandaigua, N. Y.—The Robinson Chilled Plow Co. have just elected the following officers and directors: Directors, James McFeggan, Charles Caple, E. C. Robinson, R. R. Scott, Alexander Grieve, W. G. Dodds and James Park; president, James McFeggan; vice-president, W. G. Dodds; secretary, E. C. Robinson; treasurer, Alexander Grieve.



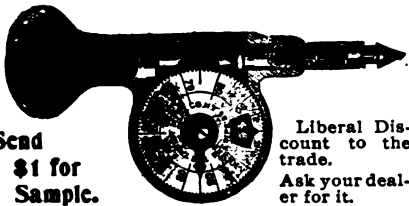
The CONROY PATENT  
Refrigerator Fastener.  
The only Practical Fastener in use



Manufactured and sold to the trade by  
**P. J. CONROY,**  
Beware of Infringements. Paschall, Phila.

TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .

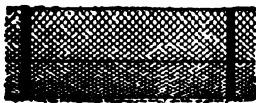


Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

The Tabor Revolution Counter,  
Elizabeth, N. J.

THE BEST FENCE.



The best fence for  
farm and poultry  
purposes . . Also  
Gates and Lawa  
Fencing.

Get our prices and  
Catalogue. . . .

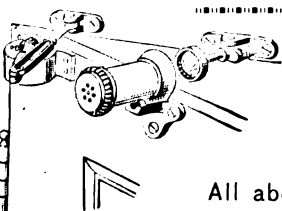
DETROIT FENCE CO.,  
Box A, 18 Atwater St E., DETROIT, MICH.

**SUPPOSE**

Four "ad." was here! You would  
read it with the other "ads." and  
it would be read by twenty thou-  
sand other people. Advertising in

**"HARDWARE"**

is the cheapest, and most profitable,  
because its contents are brought di-  
rectly to the notice of the Hardware-  
men with nothing else to divert  
their attention. : : : :



**Make money.**

All about your opportunities. Many busy doors in your  
neighborhood should be fitted with the **Eclipse Door**

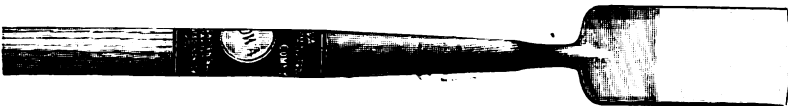
**Check and Spring.** Take the

- |              |                   |
|--------------|-------------------|
| Stores,      | Hospitals,        |
| Churches,    | Fire Houses,      |
| Schools,     | Office Buildings, |
| Lodge Rooms, | Public Buildings, |
| Libraries,   | Hotels,           |

and make a thorough canvass. You know that the Eclipse is a thoroughly  
reliable door-closing and slam-preventing device and a little systematic  
pushing on your part will make sales. We will furnish printed matter  
to help you do the pushing.

**SARGENT & CO.,** New York, Representing  
**SARGENT & CO.,** New Haven, Conn.

THE "IOWA" ICE CHISEL.



**ALL STEEL.**

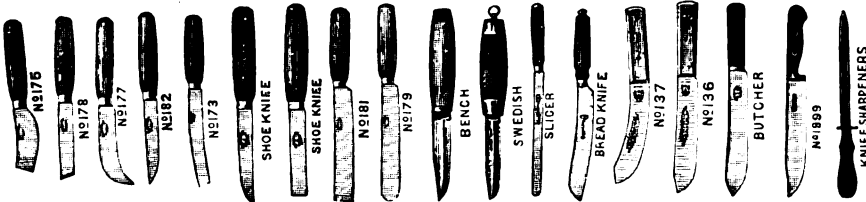
**Socket Extra Heavy and Extra Long.**

*Blade Heavy and Beveled.*  
*Gold Bronze and Silver Polish Finish.*  
*High Grade Long Handle.*

**The Iowa Farming Tool Co.,** FORT MADISON, IOWA. ....MAKERS....

**HARDWARE SPECIALTIES.**

ILLUSTRATING A FEW OF OUR KNIVES.



We also manufacture **NIPPERS** and **PLYERS**, **SNIPS**, **PRUNING SHEARS**, **SCISSORS**,  
**HAMMERS**, **RAZORS**, **RAZOR STROPS**, &c. Write for new Catalogue.

**SMITH & HEMENWAY CO.,** 296 Broadway, New York.

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** and dealers in **WIRE** and **COLD ROLLED STEEL.**  
of every description; **ESTABLISHED 1857.**

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Bridgeport, Conn.—The Bridgeport Machine & Motor Co. has been incorporated with \$25,000 capital stock. Incorporators, A. B. Barkman, E. T. Brantigram, H. H. Brantigram and B. C. Hendrickson.

Charlestown, W. Va.—The Columbian Carbide Co. has been incorporated to manufacture calcium carbide and calcium carbide furnaces, with \$5,000,000 capital. Incorporators, James E. Campbell, of Hamilton, O.; A. O. Campbell, of Columbus, O.; D. Murphy, of Jersey City, N. J.; G. C. Adams and F. J. Patten, of New York City.

Chicago, Ill.—The Manson Cycle & Automobile Co. has been incorporated with \$2500 capital, to manufacture bicycles, automobiles and other vehicles.

Cleveland, O.—The Cleveland Distributing Co. has been organized in that city, and write that they are in the market for both cycle and automobile material. They report that they are incorporating with a capital of \$20,000, of which 25 per cent. will be paid in.

Dunkirk, Ind.—C. Craft.

Hamburg, Germany.—A limited liability company, with a capital of 100,000 marks, has been organized to import and handle bicycles made by the American Bicycle Co. F. Chr. Chandler figures as the manager of the new concern.

Jersey City, N. J.—The Diadem Mfg. Co. has been incorporated with \$100,000 capital, to deal in polishing compounds. Incorporators, P. Whitney, R. Dougherty and G. Willis.

Montreal, Can.—The Wright-Taper Roller Bearing Co. has been incorporated with \$300,000 capital, to acquire the patents of W. H. Wright for improvement in bearings applicable to bicycles and other vehicles. Incorporators, William Hamilton Wright, of Buffalo; A. C. Matthews, William B. Powell, R. C. Smith, Charles Ledoux and W. Laurie, all of Montreal.

### Changes and Improvements.

Akron, O.—John Gross, the Hardware man, has recently put in an extensive line of firearms and ammunition.

Atlantic Highlands, N. J.—William P. Irwin, who has conducted a repair shop for the past five years in connection with his Hardware business, has discontinued the bicycle business and will devote his entire attention to the other branch of his business.

Buffalo, N. Y.—The Lake City Cycle Co. partnership dissolved, A. R. Wheelock retiring and Joshua Conn continuing business under the old name.

Burlington, Vt.—Henry E. Spear will remove to Main street.

Chicago, Ill.—The A. Nelson Mfg.

Co. have purchased the business of J. B. Young, of that city, and will hereafter make and market the Young rim sprocket and crank extension in conjunction with the Nelson adjustable cone.

Chicago, Ill.—John Fanning, of the Fanning Mfg. Co., has purchased from the receiver of the Manson Cycle Co. the real estate formerly occupied by that concern, comprising the ground and three-story factory at the southeast corner of Superior and Morgan Streets, and the ground at the northwest corner of Pratt and Sangamon Streets, for \$13,500. The purchaser assumes encumbrances amounting to \$30,000.

Cortland, N. Y.—F. S. Bilven succeeds Kennedy Brothers.

Danvers, Mass.—F. A. Butler will add phonographs and supplies as side lines.

Detroit, Mich.—The Cooper Handle Bar Co. is reported to be moving to Fenton, Mich.

Elmira, N. Y.—P. A. Renton, 303 East Market Street, has sold his repair department to L. Mosher.

Gloucester, Mass.—The firm of Perkins & Corliss, bicycle dealers, has been dissolved by mutual consent. Fred A. Corliss will continue the business at the old stand on Middle Street, while John F. Perkins will open up a similar store elsewhere.

Hartford, Conn.—The trustees of the Worcester Cycle Co. have turned over to the New York Vehicle Co. the two big brick factories which were formerly used by the first company for the manufacture of bicycles, and it is understood the New York company will begin fitting them up at once for immediate operation.

Haverhill, Mass.—George Durgin's store is being renovated.

Homer, N. Y.—Radway & Quick succeed F. S. Bilven.

Hosper, Ia.—John DeBruin succeeds DeBruin & DeLong.

Ipswich, Mass.—E. E. Currier is having an addition built.

Kingston, Wis.—H. Heft succeeds A. E. Vinz.

Los Angeles, Cal.—Haupt, Svade & Co., 604 South Broadway, have sold out to W. H. Whitesell, who will continue business as the Columbia Cyclery.

Middletown, Conn.—The formal transfer of the Middletown, Conn., property of the Worcester Cycle Mfg. Co. to the American Surety Co. has been made. The property is now in the full possession of the latter company and by them will be passed over to the New York Motor Vehicle Co.

Nashua, N. H.—Lintott & Bushwell have removed from Railroad Square to basement of the First Baptist Church.

Newburgh, N. Y.—The Queen City Supply Co. succeed H. C. Stirling; change of name only.

Orange, Mass.—Grout Bros., manufac-

turers of motor carriages, have begun an addition to their factory. The new part will be like the main building, of brick, 200x40 feet and two stories high. This addition doubles the floor space of the plant. The equipment will also include a new engine.

Orange, N. J.—W. F. Foth succeeds Foth Bros.

Oswego, N. Y.—Edward H. Strong is now sole proprietor of Strong's sporting goods house, having purchased the interest of his brother, William.

Rockland, Mass.—The bicycle factory on Market Street has been closed and the stock moved to Abington.

Ryan, I. T.—Smith & Mulcock; Jas. K. Mulcock has sold his interest.

Sardinia, Ind.—L. A. Arbuckle has sold out.

Swanton, Vt.—The Robin Hood Powder Co.'s new cartridge factory has received its machinery, and work will soon be begun.

St. Louis, Mo.—The business of the Shapleigh Hardware Co. will be further extended, now that the business of the J. H. Neustadt Cycle Supply Co., of the same city, has been absorbed. The entire stock and good will of the latter concern were purchased.

Stockton, Cal.—Arthur Wright succeeds Crump & Seybold.

Trafalgar, Ind.—Richardson & Gray succeed J. T. Paskins.

Trenton, N. J.—John Howard, North Broad Street, will remove to Hanover Street.

Trenton, N. J.—The Howard Supply Co. has closed its bicycle department.

Waterville, O.—Wilkin, Landon & Patrick succeed Weibling & Patrick.

Whiting, Kan.—Bender & Jackman succeed Bender & Woods.

### Recent Embarrassments.

Doylestown, Pa.—The Winslow Motor Carriage Co., adjudged involuntary bankrupt in the United States District Court, Philadelphia.

Indianapolis, Ind.—An involuntary petition in bankruptcy has been filed on behalf of the Outing Mfg. Co., which assigned a short time ago.

Yorkville, S. C.—Petition in bankruptcy has been filed by C. Cousins.

### Recent Fires.

Aurora, Ill.—A. A. King; loss, \$500.

Denver, Colo.—Moore & Pins; loss, \$100.

Laurel, Neb.—Chris Hansen.

Lowell, Mass.—L. W. McKay.

Redondo, Cal.—Venables & Son.

San Jose, Cal.—Charles Stevers, 72 South Second Street; loss about \$1000; fully insured.

Santa Paula, Cal.—J. Wrangle, Main Street; loss, \$800; no insurance.

Smith Falls, Ont.—C. Williscraft, Beckwith and William Streets.

MORROW

COASTER AND BRAKE.

Over 100,000 Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the MORROW.

ECLIPSE MFG. CO., ELMIRA, N. Y.

NEW YORK BRANCH:  
105-107 Chambers Street.

Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leader,  
Snells, Floats,  
Furnished Lites,



Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and  
many other specialties too numerous to  
mention.

THE ENTERPRISE MANUFACTURING CO.,  
The Largest Manufacturers of Fishing Tackle in the United States.  
AKRON, OHIO, U. S. A.

THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF



MATERIAL, AND FINISH.

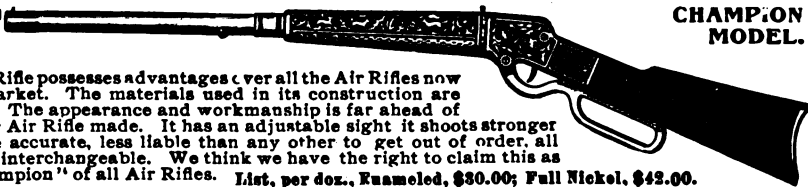
Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

The Champion Safety Lock Co.,  
CLEVELAND, OHIO.

Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.



CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.  
— Write for Discounts to Trade. —

WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

Hardware Dealers,  
Do You Know

That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,  
"The Eastern."

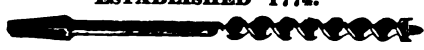
Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
ranted.



Eastern Oil-Tank Co.  
146 Fletcher St., Lowell, Mass.

ESTABLISHED 1774.



HIGH  
GRADE AUGER BITS.

(BLACK TWIST)

JOB T. PUGH, PHILADELPHIA.

"HARDWARE" has a field of its own.

That's Why

Advertisers get results.

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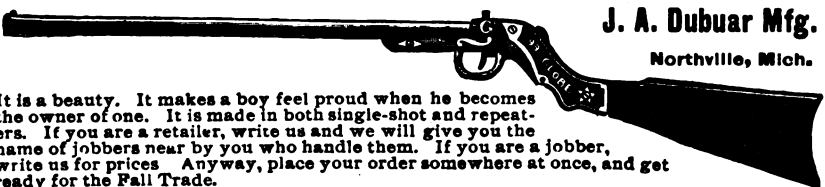
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**General Hardware**  
Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Help Wanted.

**BUILDERS' HARDWARE SALESMAN.**—One of good address, thoroughly familiar with the business, and capable of making correct estimates from architects' plans and specifications; one who is acquainted with the architects in New York City preferred. Address, stating experience and salary expected, N. Y. O., care **HARDWARE, 275 Broadway, New York.** 126

**CUTLERY GRINDER.**—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address **A. BURLINSHAW'S SONS, Pepperell, Mass.** 69

**HARDWARE SALESMAN.**—A thoroughly competent and energetic Hardware salesman for retail store in Northern Michigan. One who has had experience as manager preferred. Good wages, and an interest in a good paying business to the right man. Give full particulars as to experience, references, and wages wanted. Address **MICHIGAN, care HARDWARE, 275 Broadway, New York.** 140

**HARDWARE SALESMEN.**—Experienced Hardware salesman for Greater New York to sell staple line of Hardware. Also salesman traveling New York State and one traveling New England States to take line, as a side line, on liberal commission. Address **STAPLE, care HARDWARE, 275 Broadway, New York.** 97

**PUMP SALESMAN.**—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address **X, care HARDWARE, 275 Broadway, New York.** 87

**SALESMEN** to sell a fine line of goods to Hardware and implement trade. Big commissions. **ULRICH MFG. CO., 112 River Street, Rock Falls, Ill.**

**TRAVELING SALESMAN.**—By a New York City jobbing house, a traveling salesman, thoroughly posted in general Hardware, to sell goods in New York, New Jersey and New England States. Address, stating experience and salary expected, **O. W. O., care HARDWARE, 275 Broadway, New York.** 125

**TWO TINNERS,** familiar with bicycle repairing, who can also assist as clerks. \$20.00 per week for first-class men. Address **Box 5, Durango, Colo.** 70

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address **R. D. FIELD, care HARDWARE, 275 Broadway, New York.** 142

**BOOK-KEEPER AND CLERK** is open for engagement. Experience is mostly in Hardware and gas-fitting business. Good accountant and a salesman who can draw trade. Address **"BOOK-KEEPER," 106 Main Street, Nyack, N. Y.** 139

#### Situations Wanted.

**BUILDERS' HARDWARE.**—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address **Z. H., care HARDWARE, 275 Broadway, New York.** 98

**COMPETENT HARDWAREMAN,** reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address **F. L. B., care HARDWARE, 275 Broadway, New York.** 73

**CUTLERY MAN,** now off the road and in retail Hardware trade, has sold out, and desires to travel again for cutlery, general Hardware, or any first-class line, or would be house salesman. Address **WM. A. STEWART, Denton, Md.** 81

**CUTLERY SALESMAN** At, capable of calling on largest trade or introducing new goods. Open for position January 1st, 1901. Address **C. L., care HARDWARE, 275 Broadway, New York.** 138

**EXPERIENCED ACCOUNTANT.**—By a young man of nineteen years' experience in Hardware, stoves, etc., for himself. Speaks English and German, is an accountant, would accept any good position. Best of references. Address **BOX 1105, Millheim, Pa.** 118

**EXPERIENCED HARDWAREMAN.**—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address **AMBITION, care HARDWARE, 275 Broadway, New York.** 66

**EXPERIENCED HARDWAREMAN** is desirous of finding a concern willing to pay \$2000 a year for the services of a man 32 years of age with 13 years' experience in manufacturing and jobbing Hardware business. Address **WHOLESALE, care HARDWARE, 275 Broadway, New York.** 141

**EXPERIENCED MANAGER,** eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address **J. H. G., care HARDWARE, 275 Broadway, New York.** 117

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address **Box 355, Forest, Ohio.** 88

**EXPERIENCED SALESMAN,** traveled Washington, Maryland, Virginia and Philadelphia (Pa.) for twenty years, is open for engagement. Commission preferred. Best of references. Address **BECKER, 928 N. Bond Street, Baltimore, Md.** 124

**GENERAL MANAGER.**—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. At references as to character, honesty and ability from the best Hardware houses in New York City. Address **WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York.** 103

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in Hardware and Implement Store in some Northwestern or Coast State. Would invest some capital in the business if agreeable. Address **P. O. Box 142, Madison Square Branch, New York City.** 135

**HARDWARE SALESMAN.**—A position in a retail Hardware or general store in a good, live town as salesman. Or a position in a wholesale Hardware house preparatory to going on the road. Can give first-class references. Over twelve years' experience. Will sell goods on the road in some other line. Address **F. H. SICKLES, care the Wesser, Minneapolis, Minn.** 144



## Situations Wanted.

**HARDWARE DRUMMER.**—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address **DRUMMER**, care **HARDWARE**, 275 Broadway, New York. 132

**HARDWARE CLERK.**—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address **CLERK**, care **HARDWARE**, 275 Broadway, New York. 131

**HARDWARE SALESMAN.**—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. **L. H. P.**, care **HARDWARE**, 275 Broadway, New York. 105

**HARDWAREMAN.**—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address **MACK**, Box 142, Atlanta, Ga. 95

**HARDWARE CLERK.**—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address **P. O. Box 326**, Honesdale, Pa. 82

**OFFICE ASSISTANT.**—Situation as office assistant in wholesale house. Can furnish A1 reference as to character, etc. Salary, \$6.00 week. Address **J. E. K.**, care **HARDWARE**, 275 Broadway, New York. 100

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address **ENERGY**, care **HARDWARE**, 275 Broadway, New York. 119

**SALESMAN.**—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "**ROBERT**," Box 262, Raleigh, N. C. 102

**SALESMAN.**—A1 salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address **M. A.**, care **HARDWARE**, 275 Broadway, New York. 92

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first class and up-to-date man. A1 references. Address **REX**, P. O. Box 142, Atlanta, Ga. 134

**SHOP FOREMAN.**—Position as foreman on light-machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address **L. L. L.**, care **HARDWARE**, 275 Broadway, New York. 86

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address **PUERTO RICAN**, care **HARDWARE**, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN.**—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address **F. K. H.**, care **HARDWARE**, 275 Broadway, New York. 99

**SALESMAN**, now selling the Hardware and housefurnishing trades in the small towns of New York and New Jersey, is open to handle one or more good lines on commission. Metal lines preferred. Address **IWANTA**, care **HARDWARE**, 275 Broadway, New York. 112

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address **H. F.**, care **HARDWARE**, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address **C. E.**, care **HARDWARE**, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—I wish to travel for a good Hardware house. Traveling salesman in England for nine years for large Birmingham Hardware house. Splendid reference. Address **HANCOCK**, care **HARDWARE**, 275 Broadway, New York. 143

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address **W. S. CATHER**, Winchester, Va. 128

**TRAVELING SALESMAN**, thoroughly acquainted with the jobbing and large retail trade of the United States and Canada, wants position with factory. Address **H. C.**, Box 1, Middletown, N. Y.

## Situations Wanted.

**WANTED**, by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address **D. D. HASKETT**, Greenville, N. C. 111

**YOUNG MAN**, who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address **LOCKS**, care **HARDWARE**, 275 Broadway, New York. 110

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address **CHICAGO SOLAR LIGHT CO.**, Garden City Block, Chicago, Ill. 116

## Side Line Offered.

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. **H. MERKEL**, Broadway and Elm Street, St. Louis, Mo.

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of **HARDWARE**. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, **DEPT. C**, **BURR MFG. CO.**, Cleveland, Ohio. a

**TRAVELING SALESMAN** to sell specialties on commission to Hardware and Housefurnishing Goods trade. Good line for right man; can handle as a side line. State territory. Address **STAR ENAMELING & STAMPING CO.**, Pittsburgh, Pa. 136

**TRAVELING SALESMEN WANTED** for every State and Territory in the Union to sell a new article as a side line to Hardware and housefurnishing goods trade. Good commission. Address **Box 298**, Dubuque, Iowa. 133

**TRAVELING SALESMEN WANTED** to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address **E. G. BRUCKER**, Stryker, Ohio. 78

**TRAVELING SALESMEN**, to sell emery and corundum wheels, as a side line, on commission. Address **79 Langley Avenue**, Detroit, Mich. 83

## Side Line Wanted.

**TRAVELER**, representing well-known factory, desires a side line, on salary or commission. Address **HIGH GRADE**, care **HARDWARE**, 275 Broadway, New York.

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address **J. K. PENDLETON**, Clifton Forge, Va. 85

## Wanted to Purchase.

**PLATING OUTFIT.**—Second-hand plating outfit, complete; about 200 gallons. Address **CRESCENT MANUFACTURING CO.**, Fremont, Ohio. 94

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "**BOX 88**," care **HARDWARE**, 275 Broadway, New York. a

## Export Agency Wanted.

**EXPORT.**—An experienced and well connected New York firm would like to represent a Hardware manufacturer for export only. Address **EXPORT**, care **HARDWARE**, 275 Broadway, New York. 137

## To Rent.

**THIRD LOFT, 25x100 FT., CORNER CHAMBERS AND CHURCH STS.**, in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address **AMERICAN WRINGER CO.**, 99 Chambers Street, New York.

WRITE FOR QUOTATIONS



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GET OUR PRICES BEFORE ORDERING.



### IMPROVED YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or  
Brass Scoop Top. Brass Dial.

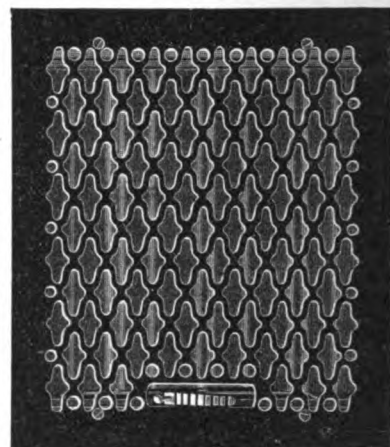
#### BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

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## Sheet Steel Registers and Ventilators.



Made of Sheet Steel.

ABSOLUTELY NON-BREAKABLE.

*Excels all others in Strength, Air  
Capacity, Workmanship  
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Full line of sizes.

Finished in various styles.

Let us tell you about them.

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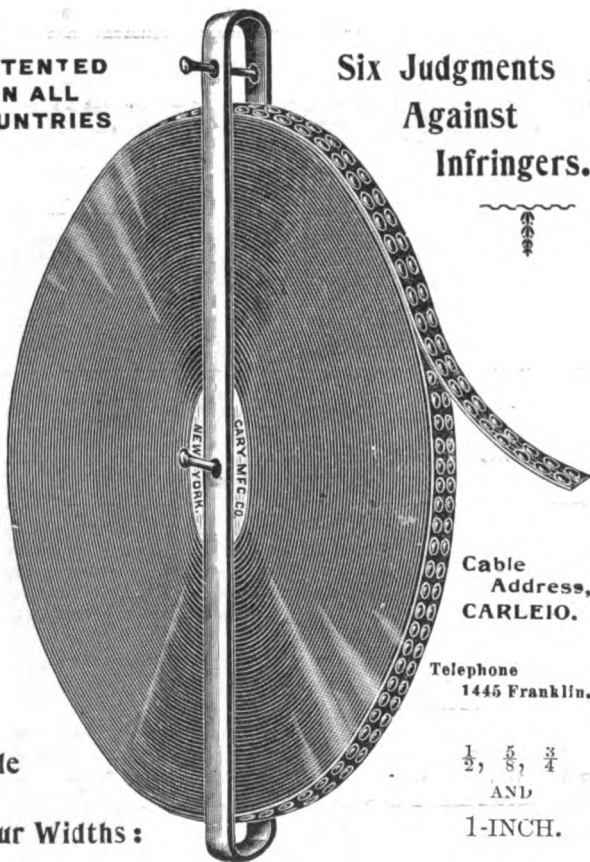
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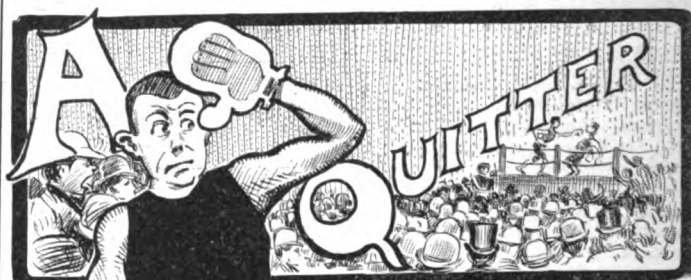
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$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH.

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"A QUITTER."

The Jobbers and Dealers  
know who are the  
"Quitters" in the bicycle  
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know that the makers of

## GOODYEAR TIRES

are finish fighters.

Be on the winning side and handle our  
tires. There is profit in them.

THE GOODYEAR TIRE & RUBBER CO., Akron, O.

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

|                                                     |                                         |
|-----------------------------------------------------|-----------------------------------------|
| <b>Adzes—</b>                                       |                                         |
| House Carpenters, Ogden's                           | 50c                                     |
| Ship Carpenters                                     | 50c                                     |
| Railroad                                            | 50c                                     |
| <b>Ammunition—</b>                                  |                                         |
| CAPS, PERCUSSION— $\frac{1}{2}$ 1000—               |                                         |
| U. M. C. Co., trimmed edge                          | 40c                                     |
| U. M. C. Co., ground edge, heavy                    | 50c                                     |
| Musket, Waterproof, 1-10's                          | 80c                                     |
| G. D.                                               | 85c                                     |
| <b>CARTRIDGES—</b>                                  |                                         |
| Rim Fire Cartridges                                 | 50c                                     |
| Rim Fire Military                                   | 15c                                     |
| Cent. Fire, Pistol and Rifle                        | 25c                                     |
| Cent. Fire, Military and Sport-                     | ing                                     |
| Blank Cartridges, 22 cal.                           | 15c                                     |
| Blank Cartridges, 32 cal.                           | 10c                                     |
| Primed Shells and Bullets                           | 15c                                     |
| B. B. Caps, Round Ball                              | 25c                                     |
| B. B. Caps, Con. Ball, Swgd.                        | net                                     |
| <b>PRIMERS—</b>                                     |                                         |
| Berdan Primers                                      | 5c                                      |
| B. L. Caps (for Starvant Shells)                    | 5c                                      |
| All other Primers                                   | 10c                                     |
| <b>SHELLS—</b>                                      |                                         |
| First quality, 4, 8, 10 and 12 gauge                | 25c                                     |
| First quality, 14, 16 and 20 gauge,                 | \$7.50                                  |
| New Club, New Rival and Climax                      | brands, 10 and 12 gauge                 |
| Primrose Club                                       | 33c                                     |
| Nitro                                               | 15c                                     |
| High Ball                                           | 15c                                     |
| Smokeless                                           | 33c                                     |
| Acme                                                | 33c                                     |
| Brass Shot Shells, 1st quality                      | 60c                                     |
| Brass Shot Shells, Club, Rival and                  | Climax                                  |
| <b>SHELLS, LOADED—</b>                              |                                         |
| "New Club," Black Powder                            | 40c                                     |
| "New Rival," Black Powder                           | 40c                                     |
| "Smokeless," Nitro Powder                           | 40c                                     |
| "Acme," Dense Nitro Powder                          | 40c                                     |
| "Trap," Nitro Powder                                | 40c                                     |
| <b>GUN WADS—<math>\frac{1}{2}</math> 1000—</b>      |                                         |
| B. E., 11 up                                        | 60c                                     |
| B. E., 9 & 10                                       | 70c                                     |
| B. E., 8                                            | 70c                                     |
| B. E., 7                                            | 80c                                     |
| P. E., 11 up                                        | 1.00                                    |
| P. E., 9 & 10                                       | 1.25                                    |
| P. E., 8                                            | 1.50                                    |
| P. E., 7                                            | 1.50                                    |
| <b>SHOT—</b>                                        |                                         |
| Tatham Bros., List June 11, 1900: $\frac{1}{2}$ bag |                                         |
| Drop Shot, sizes smaller than B,                    | 25-b bags                               |
| Drop Shot, sizes smaller than B,                    | 5-b bags                                |
| Drop Shot, B and larger sizes,                      | 25-b bags                               |
| Drop Shot, B and larger sizes,                      | 5-b bags                                |
| Buck Shot, 25-b bags                                | 40                                      |
| Buck Shot, 5-b bags                                 | 40                                      |
| Chilled Shot, 25-b bags                             | 1.65                                    |
| Chilled Shot, 5-b bags                              | 2.10                                    |
| Dust Shot, 25-b bags                                | .50                                     |
| Dust Shot, 5-b bags                                 | .50                                     |
| <b>POWDER—</b>                                      |                                         |
| Lafin & Rand Powder Co.:                            |                                         |
| <b>CANISTER POWDER—</b>                             |                                         |
| Orange Lightning,                                   | Each                                    |
| Nos. 1, 2, 3, 4, 5, 6, 7, in canis-                 | ters of 1 lb                            |
| Orange Ducking,                                     | Nos. 1, 2, 3, 4, 5, in canisters        |
| of 1 lb                                             | .45                                     |
| Orange Rifle "Extra,"                               | F, FF, FFF, in canisters of             |
| 1 lb                                                | .25                                     |
| F, FF, FFF, in canisters of                         | $\frac{1}{4}$ lb                        |
| F, FF, FFF, in canisters of                         | $\frac{1}{2}$ lb                        |
| KEG POWDER—                                         |                                         |
| Orange Ducking,                                     | Nos. 1, 2, 3, 4, 5, in kegs of          |
| 25 lb                                               | 8.00                                    |
| Nos. 1, 2, 3, 4, 5, in $\frac{1}{4}$ kegs           | of 12 $\frac{1}{2}$ lb                  |
| Nos. 1, 2, 3, 4, 5, in $\frac{1}{2}$ kegs of        | $\frac{1}{4}$ lb                        |
| Orange, Special,                                    | Nos. 1 and 2, in kegs of 25 lb          |
| Nos. 1 and 2, in $\frac{1}{4}$ kegs of              | 12 $\frac{1}{2}$ lb                     |
| Nos. 1 and 2, in $\frac{1}{2}$ kegs of              | $\frac{1}{4}$ lb                        |
| Orange Rifle "Extra,"                               | F, FF, FFF, in kegs of 25 lb            |
| F, FF, FFF, in $\frac{1}{4}$ kegs of                | 12 $\frac{1}{2}$ lb                     |
| F, FF, FFF, in $\frac{1}{2}$ kegs of                | $\frac{1}{4}$ lb                        |
| Meal Powder,                                        | In kegs of 25 lb                        |
| Shipping Powder,                                    | CC, C, F, FF, FFF, FFFF,                |
| FFFFF, FFFFFFFF, in kegs                            | of 25 lb                                |
| Blasting and Mining, "A,"                           | CC, C, F, FF, FFF, FFFF,                |
| FFFFF, FFFFFFFF, in kegs                            | of 25 lb                                |
| Blasting and Mining, "B,"                           | CC, C, F, FF, FFF, FFFF,                |
| in kegs of 25 lb                                    | Fourth of July Powder,                  |
| In kegs of 25 lb                                    | Lafin & Rand Smokeless,                 |
| 10-Can Drums                                        | Single Canisters                        |
| Discounts on application.                           |                                         |
| <b>CANISTER POWDER—</b>                             |                                         |
| E. I. Du Pont De Nemours & Co.:                     | In cases of 25 each                     |
| Crystal Grain, Nos. 1, 2, 3 and                     | 4, in canisters of 1 lb                 |
| Eagle Duck Shooting, Nos. 1, 2                      | and 3, in canisters of 1 lb             |
| Eagle Duck Shooting, Nos. 1, 2                      | and 3, in canisters of $\frac{1}{4}$ lb |
| Eagle Duck Shooting, Nos. 1, 2                      | and 3, in canisters of $\frac{1}{2}$ lb |
| Eagle Rifle and Superfine Sport-                    | ing, in canisters of 1 lb               |
| Du Pont Rifle, Fg, FFFg and                         | FFFg, in canisters of 1 lb              |
| Du Pont Rifle, Fg, FFFg and                         | FFFg, in canisters of $\frac{1}{4}$ lb  |
| Du Pont Rifle, Fg, FFFg and                         | FFFg, in canisters of $\frac{1}{2}$ lb  |
| <b>KEG POWDER—</b>                                  |                                         |
| Eagle Duck Shooting, Nos. 1, 2                      | and 3, in kegs, 25 lb                   |
| Eagle Duck Shooting, Nos. 1,                        | 2 and 3, in kegs, 12 $\frac{1}{2}$ lb   |
| Eagle Duck Shooting, Nos. 1, 2                      | and 3, in kegs, $\frac{1}{4}$ lb        |
| Du Pont Rifle, FFFg, FFFg, and                      | "Sea Shooting" Fg, in kegs,             |
| 25 lb                                               | 4.10                                    |
| Du Pont Rifle, FFFg, FFFg and                       | "Sea Shooting" Fg, in kegs,             |
| 12 $\frac{1}{2}$ lb                                 | 2.25                                    |
| Du Pont Rifle, FFFg, FFFg, and                      | "Sea Shooting" Fg, in kegs,             |
| $\frac{1}{4}$ lb                                    | 1.25                                    |
| "V. G. P." for Trap Shooting,                       | in kegs, 25 lb                          |
| "V. G. P." for Trap Shooting                        | in kegs, 12 $\frac{1}{2}$ lb            |
| "V. G. P." for Trap Shooting,                       | in kegs, $\frac{1}{4}$ lb               |
| Choke Bore, Nos. 5 and 7, in                        | kegs, 25 lb                             |
| Choke Bore, Nos. 5 and 7, in                        | kegs, 12 $\frac{1}{2}$ lb               |
| Choke Bore, Nos. 5 and 7, in                        | kegs, $\frac{1}{4}$ lb                  |
| Mealed Powder, in kegs, 25 lb                       | 4.00                                    |
| Shipping Powder, F, FF, FFF,                        | FFFF, FFFFFFFF, in kegs,                |
| 25 lb                                               | 2.25                                    |
| Mining and Blasting Powder,                         | (A), C, F, FF, FFF, FFFF,               |
| in kegs, 25 lb                                      | 2.25                                    |
| Mining and Blasting Powder,                         | (B), C, F, FF, FFF, FFFF,               |
| in kegs, 25 lb                                      | 1.50                                    |
| Du Pont Sporting Powder, for lots                   | 1000 lb 10% discount:                   |
| Du Pont Smokeless Shotgun                           | Powder:                                 |
| Kegs, equal in bulk to 25 lb                        | Black Powder                            |
| Half kegs, equal in bulk to                         | 12 $\frac{1}{2}$ lb Black Powder        |
| Quarter kegs, equal in bulk to                      | $\frac{1}{4}$ lb Black Powder           |
| Canisters, equal in bulk to                         | 1 lb Black Powder                       |
| Du Pont Smokeless Rifle                             | Powder No. 1, equal in bulk             |
| to 1 lb Black Powder                                | 1.04                                    |
| Du Pont Smokeless Rifle                             | Powder No. 2, equal in bulk             |
| to 1 lb Black Powder                                | 1.00                                    |

Du Pont U. S. 30 Calibre  
Smokeless Rifle Powder,  
per lb. 1.25  
Discounts on application.

**Animal Pokes—**

Iowa Farming Tool Co.:  $\frac{1}{2}$  doz. 7.25  
Hawkeye 8.25  
Western 8.75

**Anti-Rattlers—**

Fernald, Wire. 50c  
Burton's. 50c  
Gem. 60c  
Steel Drive. 40c  
Kobler's:  $\frac{1}{2}$  gro. 8.00  
Invisible, No. 3. 7.00  
Perfect, No. 2. 9.00  
Bolt Holder, No. 1. 9.00

**Anvils—**

American "Horse-Shoe" 94c  
Armstrong's Mouse Hole. 94c  
Cincinnati. 25c  
Eagle Anvils,  $\frac{1}{2}$  lb 9c. 15c  
Hay Budden, Wrought. 84c  
Peter Wright's. 94c  
Samson's. 40c  
Trenton. 15c

**ANVIL AND VISE COMBINED—**

Cheney Anvil and Vise. 40c  
Holt's. 40c  
Millers Falls (with drill), \$18.00. 15c

**Augers and Bits—**

Boring Machine. 60c  
Com. Auger Bits. 60c  
Cook's:  
Augers. 50c  
Augers, Millwrights. 45c  
Auger Bits. 50c  
Car Bits. 45c  
Forester Pat. Bits. 25c  
C. E. Jennings & Co.:  
Double Spur pattern car, No. 30. 60c  
Nobles Double Spur, No. 32. 50c  
No. 10 Extension Lip Car Bit. 40c  
Car Bits, No. 10. 40c  
Car Bits, No. 30. 50c  
Ring Augers. 70c  
Jennings' Pattern. 60c  
Job T. Pugh's, Black. 20c  
Job T. Pugh's, Jennings Pat. 35c  
Snell's Ship Auger Pattern Car  
Bits. 30c  
Swan's:  
Jennings' Pattern Auger Bits. 60c  
Jennings' Pattern Car. 4c  
Jennings' Pattern Machine. 25c  
Russell Jennings' Augers and Bits. 25c

**HOLLOW AUGERS—**

Ames. 25c  
Bonney's Adjustable, No. 4, \$24.00. 25c  
Cincinnati Nos. 1, 2 and 3. 25c  
Douglass'. 25c  
Ives. 25c  
Millers Falls, Goodell. 15c  
Swan's. 10c  
Universal, each \$4.50. 20c

**EXPANSIVE BITS—**

C. E. Jennings & Co. 33c  
Clark's small, \$18. 50c  
Clark's large, \$28. 50c  
Ives' Model,  $\frac{1}{2}$  doz. \$80. 50c  
Swan's. 50c

**DOUBLE CUT GIMLET BITS—**

Common. 40c  
Mayhew's Diamond  $\frac{1}{2}$  doz. \$1.25. 40c  
Swan's. 40c  
C. E. Jennings & Co. 45c  
Ladd's. 60c  
Mayhew's. 40c  
Snell's. 40c  
Snell's Bell Hangers. 50c

**BIT STOCK DRILLS—**

Cincinnati Tool Co., for wood, 40c  
for metal, 60c  
Cleveland Wood Bits for Brace. 50c  
Detroit. 10c  
K. & F. 60c  
Morse. 60c  
Swan's, for wood. 40c  
Syracuse, for wood. 40c

**TWIST DRILLS—**

Cleveland. 60c  
K. & F. Straight Shank. 60c  
Morse Straight Shank. 60c  
New Process. 60c  
Standard. 60c  
Standard Oil Tube Drills. 15c  
Syracuse. 60c  
W. & B. Diamond. 60c  
W. & B. Universal Self-Oiling. 10c

**SHIP AUGERS AND BITS—**

L'Hommiedieu's. 15c  
Snell's. 3c  
Watrous'. 83c

**Awl and Auger Handles—**

See Handles

**Awls—**

Handled Brad. 40c  
Handled Scratch. 10c  
Patent Peg. 70c  
Sewing, Com. 88c  
Shouldered Peg. 70c  
Shouldered Brad. 50c  
Socket Scratch  $\frac{1}{2}$  doz. \$1.00  
Stanley Rule & Level:  
Handled Brad. 30c  
Patent Pegging. 50c

**Awl and Tool Sets—**

Aiken's Awls and Tools:  
No. 10,  $\frac{1}{2}$  doz. \$7.50; No. 20,  $\frac{1}{2}$  doz. \$10.  
Brad Sets:  
No. 42, \$10.50; No. 45, \$12.50.  
Fray's Adj. Tool Hds., Nos. 1, \$12;  
2, \$18; 3, \$12; 4, \$9; 5, \$7.  
Ice Awls. 55c  
Millers Falls Adj. Tool Holders:  
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.  
C. E. Jennings & Co.'s Adjustable  
Tool Handles. 33c  
Stanley's Excelsior, No. 1, \$7.10;  
No. 2, \$4.00; No. 3, \$3.50.

**Axes—**

First quality, best brands. \$6.50  
First quality, other brands. 6.00  
Beveled, add 25c.  $\frac{1}{2}$  doz.

**HATCHETS—**

Hunt's, Underhill's or Blood's. 40c  
Peck's:  
Champion Blade. 45c  
Empire Brand. 50c  
Fayette R. Plumb:  
Broad, New List. 33c  
Lathing. 33c  
Shingling. 33c  
Warehouse. 33c  
Vulcan Tool Co. 40c  
D. Simmons & Co.:  
Broad Shingling and Claw. 50c  
Lath, Hunters', etc. 50c  
M. C. Ogden's:  
Broad Shingling, Claw, etc. 40c  
Handled. 40c  
Boys. 5c

**Axle Grease—**

Dixons' "Everlasting":  
1-lb box. 15c  
2-lb box. 25c  
10-lb pail. \$1.20  
25-lb keg. 2.75  
50-lb keg. 5.00

**Balances—**

Chatillon's:  
Light, Class A. 40c  
Circular Balances, Class C. 50c  
Ice Balances, Class B. 50c  
Straight Balances, Class A1 and A2. 40c  
Large Dial, Class D. 30c

**Balances, Sash—**

Pullman's. 50c

**Barn Door Hangers—**

See Hangers.

**Barrel Drainers—**

National. 30c

**Beef Shavers—**

Enterprise:  
Japanned, each. \$7.50. 25c  
Tinned, each, \$9.00. 25c

**Bells—****HAND—**

Extra Heavy Brass. 60c  
Light Brass. 60c  
Eastlake. 60c  
Pure Bell Metal. 55c  
Globe (Cone's Patent). 35c  
Silver Chime. 35c  
White Metal. 65c

**DOOR—**

Trip, Gem. 40c  
Alarm, Abbe's. 40c  
Alarm, Yankee. 50c  
Gong, Abbe's. 40c  
Gong, Yankee. 50c  
Lever, H. & E. Mfg. Co.'s. 50c  
Multi-Stroke. 40c  
New Departure. 45c

**COW—**

Common Wrought. 70c  
Kentucky. 70c  
Kentucky, Sargent's List. 70c  
Texas Star. 50c  
Western, Sargent's List. 70c

**Bellows—**

Blacksmiths'. 60c  
Hand. 25c  
Moulders'. 25c

**Beltting, Rubber—**

Boston Beltting Co.:  
"Boston". 50c  
"Imperial", seamless, stitched. 40c  
Cleveland Rubber Co.:  
Buckeye. 60c  
Shed High Grade. 50c  
War. 2 XL. 40c

|                                |          |
|--------------------------------|----------|
| Common Standard.....           | 75&10%   |
| Extra.....                     | 60&10&5% |
| N. J. Car Spring & Rubber Co.: |          |
| Extra Para.....                | 40&10%   |
| Reliable.....                  | 50&10%   |
| Staple.....                    | 60&10%   |
| Standard.....                  | 70&10%   |

**Bench Stops—**

|                                                            |        |
|------------------------------------------------------------|--------|
| Cincinnati.....                                            | 25&10% |
| Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....     | 40&10% |
| Seymour Smith & Sons.....                                  | 25&10% |
| Terrell's Nos. 1 and 2, \$3.00; No. 3, \$3.00 per doz..... | 25%    |
| Miller's Falls.....                                        | 15&10% |
| Weston's.....                                              | 40%    |

**Blinder Twine—**

|                                 |         |
|---------------------------------|---------|
| White Sisal, 500 ft. to lb..... | 8 1/4c  |
| Standard, 500 ft. to lb.....    | 8 1/4c  |
| Manila, 600 ft. to lb.....      | 11 1/4c |
| Pure Manila, 650 ft. to lb..... | 12 1/4c |

**Bit Holders—**

|                                 |        |
|---------------------------------|--------|
| Angular.....                    | 45%    |
| Extension:                      |        |
| Barber's, per doz. \$15.00..... | 45&50% |
| Ives' per doz. \$20.00.....     | 60&10% |

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

|                                  |          |
|----------------------------------|----------|
| Domestic, per doz. \$3.00.....   | 33 1/4%  |
| Excelsior, per doz. \$10.00..... | 50&10&2% |
| North's.....                     | 10%      |
| Zimmerman's.....                 | 50%      |

**Blind Fastenings and Tenons—**

|                                    |         |
|------------------------------------|---------|
| Austin & Eddy per gro. sets.....   | \$5.50  |
| Forhan's Improved Star Tenon       |         |
| per gro. \$1.00.....               | 25%     |
| Holt's Tenons.....                 | 70%     |
| Merriman's Brass Lever per gr..... | \$15.00 |
| Merriman's Iron Lever per gr.....  | 9.00    |
| Miller's Falls per set \$1.00..... | 15&10%  |
| Security Gravity per gr.....       | \$9.00  |
| Washburne's Plate per gr.....      | 9.00    |
| Zimmerman's.....                   | 50%     |

**Blind Hinges—**

See Hinges.

**Blocks—**

|                                         |              |
|-----------------------------------------|--------------|
| Chisholm & Moore Crane Load Blocks..... | 15%          |
| Cleveland Block Co. Steel.....          | 60&10&70%    |
| Eddy's.....                             | 60&10&70%    |
| Harz's Steel.....                       | 50&60&10%    |
| Iron Strapped.....                      | 70%          |
| Rope Strapped.....                      | 60&10%       |
| L. V. Sheaves.....                      | 60%          |
| Lanes:                                  |              |
| Junior, Self Sustaining.....            | 30%          |
| Pat. Automatic.....                     | 30%          |
| Perfect Safety.....                     | 30%          |
| Stowell, Novelty Block.....             | 50&10%       |
| Regular Iron Strapped Blocks.....       | 60&10&10&70% |

**Bolts—**

|                                             |                     |
|---------------------------------------------|---------------------|
| DOOR AND SHUTTER—                           |                     |
| Cast Iron Barrel, Square, &c.....           | 50&10%              |
| Cast Iron Chain.....                        | 50&10%              |
| Cast Iron Shutter Bolts.....                | 45&10%              |
| Ives' Patent Door Bolts.....                | 65%                 |
| Wrought Barrel.....                         | 66 1/2%&65 1/2%&15% |
| Wrought Square.....                         | 60&60&15%           |
| Wrought Shutter, Standard list.....         | 40&10%              |
| Wrt Sunk Flush, Sargent's list.....         | 50&50&10%           |
| Wrt Sunk Flush, Stanley's list.....         | 45&45&10%           |
| Wrt B. K. Flush, Com'n, Stanley's list..... | 50&50&15%           |
| Wrought Spring, Sargent's.....              | 75%                 |

**CARRIAGE, MACHINE, &c.—**

|                                     |              |
|-------------------------------------|--------------|
| Bolt Ends.....                      | 70&70&10%    |
| Machine.....                        | 70&10&70&10% |
| Carriage, Common.....               | 70&70&10%    |
| Norway Iron, list Oct. '84.....     | 75%          |
| Phila., Eagle, 1st June 1, '99..... | 70%          |
| R. B. & W., \$2.40 list.....        | 70%          |
| Sleigh Shoe.....                    | 50&10%       |

**TIRE—**

|                                          |         |
|------------------------------------------|---------|
| American Screw Co.:                      |         |
| Bay State, Plain, list Dec. 28, '99..... | 65%     |
| Bay State, Fluted.....                   | 65%     |
| Eagle Phila., list Feb. 28, '98.....     | 77 1/4% |
| Norway, Phila., list Feb. 28, '96.....   | 75%     |
| Common, list Dec. 28, '99.....           | 65%     |
| Norway, Phila.....                       | 75%     |
| R. B. & W., Norway.....                  | 75%     |

**STOVE AND FLOW—**

|                               |        |
|-------------------------------|--------|
| Plow.....                     | 50&10% |
| R. B. & W. Plow.....          | 50%    |
| Stove, list Dec. 28, '99..... | 60%    |

**MISCELLANEOUS —**

|           |         |
|-----------|---------|
| Sink..... | 62 1/2% |
|-----------|---------|

**Bone Mills.**

|                 |        |
|-----------------|--------|
| Enterprise..... | 25&30% |
| Stearns.....    | 40%    |

**Borers, Bung.**

|                       |                        |
|-----------------------|------------------------|
| Enterprise.....       | 25&30%                 |
| Each.....             | \$1.25, \$1.65, \$2.50 |
| Nos.....              | 1 2 8                  |
| C. E. Jennings & Co.: |                        |
| No. 6.....            | 40%                    |
| No. 10.....           | 25%                    |

**Borers, Tap—**

|                  |        |
|------------------|--------|
| Common Ring..... | 20&10% |
| Enterprise.....  | 25&30% |
| Ives.....        | 25&10% |

**Boring Machines—****WITHOUT AUGERS —**

|                          |          |          |
|--------------------------|----------|----------|
|                          | Upright. | Angular. |
| Douglass'.....           | \$2.75   | \$3.38   |
| Jennings'.....           | 3.00     | 3.75     |
| Miller's Falls.....      |          | 7.50 15% |
| Snell's, Rice's Pat..... | 2.75     | 3.00     |

**Bow Pins—**

|                |        |
|----------------|--------|
| Hotchkiss..... | 60&10% |
|----------------|--------|

**Boxes, Mail.**

|               |       |
|---------------|-------|
| Heller's..... | 40&5% |
|---------------|-------|

**Box Strapping—**

|                                   |  |
|-----------------------------------|--|
| Cary's "Universal," in case lots, |  |
| 20&10&20&10&10%                   |  |

**Braces—**

|                                    |              |
|------------------------------------|--------------|
| Barbers'.....                      | 50&10&60&10% |
| Barbers' Ratchet.....              | 60&60&10%    |
| Common Ball American.....          | 60&60&10%    |
| Ives':                             |              |
| Barbers'.....                      | 60&5%        |
| Barbers' Ratchet.....              | 60&60&10%    |
| New Haven Novelty.....             | 70%          |
| New Haven Ratchet.....             | 60&10%       |
| Spofford.....                      | 60&5%        |
| C. E. Jennings & Co.:              |              |
| No. 10&11 1/4.....                 | 50&10%       |
| No. 20&21 1/4.....                 | 50&10%       |
| Lancaster Mach. & Knife Works..... | 40%          |
| Peck's (P. S. & W. Co.).....       | 60&60&5%     |
| Gen. Spofford's.....               | 50&10&60%    |

**Brackets—**

|                                   |         |
|-----------------------------------|---------|
| Door Screen.....                  | 60&10%  |
| Shelf, Bradley's Patent.....      | 70%     |
| Shelf, Plain, Regular list.....   | 65 1/2% |
| Shelf, Fancy, Sargent's list..... | 40&10%  |
| Window Screen Corner.....         | 60&10%  |
| Reading, Plain.....               | 60%     |
| Reading, Rosette.....             | 60%     |

**Bracket Saw Frames—**

|                        |     |
|------------------------|-----|
| Miller's Falls Co..... | 25% |
|------------------------|-----|

**Bracket Sets—**

|                        |         |
|------------------------|---------|
| Miller's Falls Co..... | 33 1/4% |
|------------------------|---------|

**Box Hooks, Openers and Scrapers—**

|                          |           |
|--------------------------|-----------|
| Humason & Beckley's..... | 60&60&10% |
|--------------------------|-----------|

**Bright Wire Goods—**

|                         |     |
|-------------------------|-----|
| Standard. New list..... | 80% |
|-------------------------|-----|

**Bull Rings—**

|                                |     |
|--------------------------------|-----|
| Humason, Beckley & Co.'s.....  | 90% |
| Peck, Stow & Wilcox Co.'s..... | 60% |
| Sargent's.....                 | 60% |
| Seymour Smith & Sons.....      | 60% |

**Bull Punches—**

|                          |     |
|--------------------------|-----|
| Humason & Beckley's..... | 25% |
|--------------------------|-----|

**Bush Hooks—**

See Hooks.

**Butchers' Cleavers—**

|                                  |             |
|----------------------------------|-------------|
| Bradley's.....                   | 25&30%      |
| Beatty's.....                    | 40%         |
| Foster Bros. Flat Hds.....       | 30%         |
| Foster Bros. Round Hds.....      | 30%         |
| Lancaster Mach. & Knife Wks..... | 33 1/4%&40% |
| I. & J. White.....               | 25%         |
| New Haven Edge Tool Co.'s.....   | 40%         |
| P. S. & W.....                   | 33 1/4%&5%  |

**Butcher Knives—**

See Knives.

**Butchers' Saw Blades—**

|                              |           |
|------------------------------|-----------|
| Miller's Falls Co. Star..... | 15&15&10% |
| C. E. Jennings & Co.....     | 25&10%    |

**Butter and Cheese Triers—**

|                            |        |
|----------------------------|--------|
| Ordinary Black Handle..... | 25%    |
| Humason & Beckley's.....   | 25&10% |

**Butt and Rabbit Gauges—**

|                |        |
|----------------|--------|
| Stanley's..... | 25&10% |
|----------------|--------|

**Butts —****BRASS —**

|                                    |           |
|------------------------------------|-----------|
| Cast Brass, Fast Joint.....        | 40&10&50% |
| Cast Brass, Ice House.....         | 40%       |
| Cast Brass, Loose Joint.....       | 40&10&30% |
| Wrought Brass, list Sept. '96..... | 25&10%    |

**CAST IRON —**

|                  |     |
|------------------|-----|
| Loose Joint..... | 70% |
|------------------|-----|

|                                    |           |
|------------------------------------|-----------|
| Loose Joint, Japanned.....         | 70%       |
| Loose Joint, Jap. with Acorns..... | 70%       |
| Loose Pin.....                     | 70%       |
| Mayer's Hinges.....                | 70%       |
| Parliament Butts.....              | 70%       |
| Fast Joint, Broad.....             | 60&60&10% |
| Fast Joint, Narrow.....            | 60&60&10% |

**WROUGHT STEEL—**

|                                   |            |
|-----------------------------------|------------|
| List April 1, 1896.               |            |
| Bronzed Inside Blind Butts.....   | 45&45&15%  |
| Bronzed, Narrow.....              | 45&45&15%  |
| Fast Joint, Narrow.....           | 65&11 1/4% |
| Fast Joint, Light Narrow.....     | 65&10%     |
| Fast Joint, Broad.....            | 65&10%     |
| Loose Joint.....                  | 65%&70&15% |
| Loose Pin.....                    | 65%&70&15% |
| Table Butts, Back Flaps, etc..... | 65%&70&15% |

**Calipers—**

|                             |            |
|-----------------------------|------------|
| Bemis & Call:               |            |
| Wing.....                   | 65%        |
| Double.....                 | 65&10%     |
| Inside and Outside.....     | 65&11 1/4% |
| Straight Leg.....           | 65&10%     |
| Call's Pattern, Inside..... | 50%        |

**Can Openers—**

|                                        |                            |
|----------------------------------------|----------------------------|
| American.....                          | per gross, \$1.75 @ \$2.00 |
| Goodell's Acme.....                    | per gross, 6.00            |
| No. 5, Iron Handle.....                | per gross, \$2.00 @ 25     |
| Sardine Scissors.....                  | 75&10%                     |
| Sardine Scissors, Forged Steel.....    | per doz., \$4.50           |
| Sprague, No. 1, \$2.00; No. 2, \$2.25; |                            |
| No. 3, \$2.50.....                     | 75&10%                     |
| Universal, per doz., \$3.00.....       | 50%                        |

**Cards—**

|                      |        |
|----------------------|--------|
| Cotton.....          | 2 1/2% |
| Horse and Curry..... | 25%    |
| Wool.....            | 25%    |

**Carpet Stretchers—**

|                                  |                           |
|----------------------------------|---------------------------|
| Montross' "Excelsior," per doz., |                           |
| \$3.00.....                      | 30%                       |
| Bullard's.....                   | 33 1/4%                   |
| Cast Iron Steel Points.....      | per doz., 50c             |
| Socket.....                      | per doz., \$1.75 @ \$2.00 |

**Carpet Sweepers—**

|                                        |                   |
|----------------------------------------|-------------------|
| Bissell Carpet Sweeper Co.:            |                   |
| American Queen.....                    | per doz., \$27.00 |
| Crystal.....                           | 31.00             |
| Gold Medal.....                        | 24.00             |
| Grand.....                             | 36.00             |
| Grand Rapids.....                      | 22.00             |
| Hall.....                              | 60.00             |
| Prize.....                             | 24.00             |
| Premier.....                           | 24.00             |
| Superior.....                          | 24.00             |
| Welcome.....                           | 24.00             |
| Club.....                              | 54.00             |
| Crown Jewel, Japan Finish.....         | 19.00             |
| Crown Jewel, Nickel.....               | 21.00             |
| Furniture Protector, Japan.....        | 22.00             |
| Furniture Protector, Nickel.....       | 24.00             |
| "Standard A," Japan.....               | 20.00             |
| "Standard A," Nickel.....              | 22.00             |
| Lots of 5 dozen, \$1.00 per doz. less. |                   |
| Goshen Sweeper Co.:                    | New Prices        |

|                                     |                  |
|-------------------------------------|------------------|
| Goshen Junior.....                  | per doz., \$9.00 |
| Eureka.....                         | 12.50            |
| Champion.....                       | 17.00            |
| Our Leader.....                     | 18.00            |
| Unrivaled, Broom-Action, Jap.....   | 18.00            |
| Unrivaled, Broom-Action, Nic.....   | 20.00            |
| Star, Broom Action, Japan.....      | 19.00            |
| Banner, Broom Action, Japan.....    | 20.00            |
| Banner, Broom-Action, Nickel.....   | 22.00            |
| Reliable, Broom-Action, Japan.....  | 30.00            |
| Reliable, Broom-Action, Nickel..... | 22.00            |
| Rapid, Broom Action, Japan.....     | 30.00            |
| Rapid, Broom-Action, Nickel.....    | 22.00            |
| Select, Broom Action, Japan.....    | 20.00            |
| Select, Broom-Action, Nickel.....   | 22.00            |
| Easy, Cam Action, Japan.....        | 30.00            |
| Easy, Cam Action, Nickel.....       | 22.00            |

**Carriage Bolts—**

See Bolts.

**Carriage Makers' Clamps—**

See Clamps.

**Cartridges—**

See Ammunition.

**Casters—**

|                                  |           |
|----------------------------------|-----------|
| Bed.....                         | 60&10%    |
| Bracket Bed.....                 | 60&10&5%  |
| French or Phila. Iron Wheel..... | 60%       |
| Brass Wheel.....                 | 40&10%    |
| Martin's Patent (Phoenix).....   | 50&50&10% |
| Plate.....                       | 60&10%    |
| Payson's Truck Casters.....      | 60&10%    |
| Payson's Furniture.....          | 70%       |
| Payson's Truck.....              | 70%       |
| Tucker's Patent, low list.....   | 50%       |

**Cattle Leaders—**

|                               |        |
|-------------------------------|--------|
| Humason, Beckley & Co.'s..... | 70&10% |
| Peck, Stow & W. Co.....       | 65%    |
| Sargent's.....                | 70&10% |
| Weltons.....                  | 70&10% |

**Chain—**

|                                            |          |
|--------------------------------------------|----------|
| Aluminum Coll and Halter.....              | 50&5%    |
| American Halter Chain.....                 | 50&50&5% |
| American Proof Coll, 1000-lb lots,         |          |
| Inch.....                                  | Per lb.  |
| 3 1/8.....                                 | \$7.50   |
| 3 1/2.....                                 | 6.00     |
| 4.....                                     | 5.00     |
| 5.....                                     | 4.15     |
| 7 1/8.....                                 | 4.00     |
| 7.....                                     | 3.50     |
| 9 1/8.....                                 | 3.00     |
| 9.....                                     | 2.70     |
| 10.....                                    | 2.05     |
| 12.....                                    | 1.55     |
| 1.....                                     | 1.55     |
| Less than cask lots, add 40c. per 100 lbs. |          |

**Bridgeport Chain Co.:**

|                                             |           |
|---------------------------------------------|-----------|
| Brown, Coll.....                            | 60%       |
| Brown, Halter.....                          | 60%       |
| Competition Sash.....                       | 50&10%    |
| Monarch, Sash.....                          | 40&10%    |
| Triumph, Coll.....                          | 55%       |
| Triumph, Halter.....                        | 55%       |
| Covert Mfg. Co., Breast Chain.....          |           |
| Covert Mfg. Co., Halter Chain.....          | 35%       |
| Covert Mfg. Co., Heel Chain.....            |           |
| Covert Mfg. Co., Rein Chain.....            |           |
| Covert Mfg. Co., Stallion Chain.....        |           |
| Galvanized Pump Chain.....                  | 5 1/2%&6c |
| German Coll, list July 24, '97.....         | 60&60&10% |
| German Halter Chain, list July 24, '97..... | 60&60&10% |
| Jack Chain, Iron.....                       | 50&10&60% |
| Jack Chain, Brass.....                      | 50&50&10% |
| Onida:                                      |           |
| Niagara.....                                | 60%       |
| Eureka.....                                 | 60%       |
| Trace, Wagon and Fancy Chains.....          |           |
| New List.....                               | 50&50&10% |

**COW TIES—**

|                  |        |
|------------------|--------|
| American.....    | 35&40% |
| Niagara.....     | 45&50% |
| Covert Mfg. Co.: |        |
| Cotton.....      | 45%    |
| Hemp.....        | 45%    |
| Jute.....        | 35%    |
| Sisal.....       | 30%    |

**Chain Guards—**

|                          |     |
|--------------------------|-----|
| Aluminum S. & N. Co..... | 50% |
|--------------------------|-----|

**Chain Hoists—**

|                              |     |
|------------------------------|-----|
| Moore's "Anti-Friction"..... | 30% |
| Moore's "Direct".....        | 50% |

**Cherry Stoners—**

|                 |                     |
|-----------------|---------------------|
| Enterprise..... | 25&30%              |
| Family.....     | net per doz. \$4.00 |



|                            |         |
|----------------------------|---------|
| <b>Cleaners, Sidewalk—</b> | per doz |
| Challenge Shank            | \$3.25  |
| Star Shank                 | 4.00    |
| Star Socket                | 4.25    |

**Clippers—****HORSE—**

|                                      |               |
|--------------------------------------|---------------|
| <b>Chicago Flexible Shaft Co.'s:</b> |               |
| Chicago Belt Clipping Machine,       |               |
| Each                                 | \$15.00 net   |
| New '98, Chicago                     | Each 8.75 net |

**TOILET**

|                                      |            |
|--------------------------------------|------------|
| <b>Chicago Flexible Shaft Co.'s:</b> | per doz.   |
| Mascot                               | \$8.40 net |
| Monitor                              | 9.00 net   |
| Stewart Pat.                         | 10.00 net  |

**Clips—**

|                         |           |
|-------------------------|-----------|
| Norway Axle             | 60&10&10% |
| Norway Spring Bar Clips | 60&10&10% |
| Superior Axle Clips     | 60&10&10% |

**Coffee Mills—**

|                             |            |
|-----------------------------|------------|
| Box and Side                | 50&10&60%  |
| Enterprise Mfg. Co.         | 25@30      |
| Logan & Strobbridge Co.     | net prices |
| National Specialty Mfg. Co. | 30%        |
| The Swift Lane Bros. Co.    | 30%        |
| Waddell's New Box Mills     | 10%        |
| Ideal Brand, New List       | 60@60&10%  |

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

|                                |           |
|--------------------------------|-----------|
| Athol Calipers and Dividers    | 40%       |
| Bemis & Call Co.'s:            |           |
| Compasses                      | 50&5%     |
| Dividers                       | 65%       |
| Compasses, Calipers, Dividers, | 70@70&10% |
| Copeland's Extension           | 40%       |
| Stevens' "Ideal"               | 25&10%    |
| Stevens' "Leader"              | 25&10%    |
| Starrett's Fay's Patent        |           |
| Spring Calipers and Div.       | 25&10%    |
| Wright's                       | 33%       |

**Coopers' Tools—**

|                             |              |
|-----------------------------|--------------|
| Bradley's                   | 20%          |
| Barton's                    | 20@20&5%     |
| Beatty's                    | 33%          |
| L. & I. J. White            | 20@20&5%     |
| Sandusky Tool Co.           | 25&10@30&10% |
| Shaver, Cincinnati Tool Co. | 15@15&10%    |

**Corkscrews—**

|                            |                 |
|----------------------------|-----------------|
| Detroit Cork-Screw Co.     | 33%             |
| Howe Bros. & Hulbert       | 40%             |
| Humason & Beckley Mfg. Co. | 40&10%          |
| Samson                     | per doz \$10.00 |
| Williamson's               | 40%             |

**Corn Hooks—**

|                     |                    |
|---------------------|--------------------|
| Kretzinger Cut-Easy | per doz \$3.00 net |
|---------------------|--------------------|

**Corn Knives and Cutters—**

|             |     |
|-------------|-----|
| Bradley's   | net |
| Wadsworth's | net |

**Counter-inks—**

|                  |        |
|------------------|--------|
| Mayhew's Diamond | 40%    |
| Smith's          | 25%    |
| Spell's          | 50%    |
| Wheeler's Patent | 50&10% |

**Crayons—**

|                |          |
|----------------|----------|
| Sargent's List | 20%      |
| Dixie          | per gro. |
| Eclipse        | \$3.75   |
| Emerald        | 5.00     |
| Orisole        | 5.00     |
| Rainbow        | 2.81     |
| Solid          | 7.50     |

**Curry Combs—**

|                                   |        |
|-----------------------------------|--------|
| Fitch's List, Nov. 20, '96        | 25&10% |
| Kohler's                          | 30@35% |
| New York Stamping Co. List, Sept. |        |
| 17, '97                           | 40%    |
| Perfect                           | 40%    |
| Rubber, per doz.                  | \$7.50 |
| Southampton Cutlery Co.'s         | 25&10% |

**Cycle Hangers—**

|        |        |
|--------|--------|
| Lane's | 33%&5% |
|--------|--------|

**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

|                                     |           |
|-------------------------------------|-----------|
| <b>Chapman Mfg. Co.'s New List:</b> |           |
| Chain (full assortment)             | 40%       |
| Leather (full assortment)           | 40&10%    |
| <b>Pope &amp; Stevens:</b>          |           |
| Brass                               | 40%       |
| Embossed                            | 30&10%    |
| Leather                             | 40%       |
| <b>Union Hardware Co. New List</b>  | 50@50&10% |

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

|            |                 |
|------------|-----------------|
| Bardsley's | 33%&40%         |
| Columbia   | 50&10%          |
| Eclipse    | 50&10%          |
| Home       | 45&10@45&10&10% |
| Korton's   | 50@50&10%       |
| Orden's    | 33%&40%         |

**Door Springs—**

|                                |               |
|--------------------------------|---------------|
| Champion (Coll)                | 70%           |
| Gem (Coll), list Oct. '95      | 20%           |
| Rubber, complete, per doz.     | \$5.50 45@50% |
| Star (Coll), list Oct. '95     | 30%           |
| Torrey's Rod, 39 in., per gro. | \$15.00       |
| Torrey's Rod, 43 in., per gro. | 42.00         |
| Victor, Coll.                  | 50&10&10%     |

**Drawer Pulls—**

|                |     |
|----------------|-----|
| Sargent's List | 60% |
|----------------|-----|

**Drawing Knives—**

|                    |           |
|--------------------|-----------|
| Adjustable Handle  | 25@25&10% |
| Bradley's          | 85%       |
| Douglass           | 70&10%    |
| Jennings & Griffin | 66%       |
| Mix                | 70&10%    |
| Ohio Tool Co.      | 70&10%    |
| P. S. & W.         | 70&10%    |
| Witherby           | 70&10%    |
| Watrous            | 30&10%    |
| L. & I. J. White   | 20&1@25%  |

**Drills and Drill Stocks—**

|                                    |          |
|------------------------------------|----------|
| Automatic Boring Tools             | 50%      |
| Bench, Manneers                    | 66%      |
| Blacksmiths'                       | 60%      |
| Breast, Bartholomew's              | 25&10%   |
| Breast, Goodell's                  | 25@30%   |
| Breast, Millers Falls, each \$3.00 | 15&10%   |
| Clamp                              | 20%      |
| Ratchet, Billings' Double Acting   | 33%      |
| Ratchet, Ingersoll's               | 25%      |
| Ratchet, Merrill's                 | 20@20&5% |
| Ratchet, Moore's Triple Act.       | 25@30%   |
| Ratchet, Fletcher's                | 40%      |
| Ratchet, Whitney's                 | 50%      |
| Ratchet, Weston's                  | 20@25%   |
| Stearns' Bench                     | 30%      |
| Upright, B. & P.                   | 50%      |
| Hand, Goodell's                    | 30&10%   |
| Whitney's Hand Drill, No. 1        | \$10.00  |
| Adjustable No. 10                  | \$12.00  |
| Wilson's Drill Stocks              | 10%      |

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

|          |     |
|----------|-----|
| Coe's    | 60% |
| Prentice | 60% |

**Drug Mills—**

|                             |        |
|-----------------------------|--------|
| National Specialty Mfg. Co. | 30%    |
| Enterprise Mfg. Co.         | 25@30% |

**Easy Lawn Swings—**

|                 |                  |
|-----------------|------------------|
| Ulrich Mfg. Co. | per doz. \$85.00 |
|-----------------|------------------|

**Egg Beaters—**

|                                       |                      |
|---------------------------------------|----------------------|
| <b>Dover Stamping Co.:</b>            |                      |
| New Dover, per doz. 75 cts., per gro. | \$7.50               |
| Extra Family Size                     | per doz. 2.00        |
| Keystone                              | 33%                  |
| Spiral                                | per gro. \$4.25@4.70 |
| Standard Co.:                         | per gro.             |
| Dover, No. 5                          | \$5.50               |
| Dover, No. 10                         | 7.00                 |
| Dover, Steel Handle, No. 10           | 7.00                 |
| Dover, Extra Heavy, No. 15            | 12.00                |
| Rival                                 | 9.00                 |

**Emery—**

|                                |     |
|--------------------------------|-----|
| Genuine Turkish Walpole Mills, |     |
| No. 6 to 46, per lb.           | 10c |
| No. 54 to 150, per lb.         | 10c |
| Flour, per lb.                 | 8c  |

**Enameline—**

|       |                 |
|-------|-----------------|
| No. 4 | per gro. \$4.50 |
| No. 6 | 7.20            |

**Escutcheons—**

|      |     |
|------|-----|
| Wood | 25% |
|------|-----|

**Expansive Bits—**

See Augers and Bits.

**Farriers' Knives—**

|              |                     |
|--------------|---------------------|
| "Challenge"  | per doz. \$8.00     |
| Pope's       | 8.00                |
| Wilkinson's  | per doz. \$3.10 net |
| Wostenholm's | \$3.25. 10%         |

**Faucets—**

|                                  |           |
|----------------------------------|-----------|
| Brass Globe Cocks                | 70@70&5%  |
| Brass Racking                    | 70@70&5%  |
| Compression Bibbs                | 50&10@6%  |
| Red Cedar                        | 40@40&10% |
| Red Cedar, bbl. lots             | 5%        |
| Fratt's Pat. Petroleum           | 70@70&10% |
| John Sommer's "Peerless," Tin    | Key       |
| John Sommer's "Boss," Tin Key    | 40%       |
| John Sommer's "Victor," Metal    | Key       |
| John Sommer's "Duplex," Metal    | Key       |
| John Sommer's "Buckeye," Metal   | Key       |
| John Sommer's "Rochester," Metal | Key       |
| John Sommer's "Rival," Metal Key | 50%       |
| John Sommer's "Crescent," Metal  | Key       |
| John Sommer's "Diamond," Lock    | 40%       |
| John Sommer's "Eclipse," Lock    | 40&10%    |
| John Sommer's "Union," Lock      | 50%       |
| John Sommer's "I. X. L.," Cork   | Lined     |
| John Sommer's "Reliable," Cork   | Lined     |

|                                   |          |
|-----------------------------------|----------|
| John Sommer's "Common," Cork      | Lined    |
| John Sommer's "O. K.," Cork       | Lined    |
| John Sommer's "Chicago," Cork     | Lined    |
| John Sommer's "Perfection," Cedar | 40%      |
| John Sommer's "No Brand," Cedar   | 50&10%   |
| Star                              | 60@60&5% |

**SELF MEASURING—**

|                             |         |
|-----------------------------|---------|
| Enterprise per doz.         | \$36.00 |
| Lane's per doz.             | \$36.00 |
| National Specialty Mfg. Co. | 33%     |

**Files—****DOMESTIC—**

|                                |           |
|--------------------------------|-----------|
| <b>New List, Nov. 1, 1899.</b> |           |
| American                       | 70&10%    |
| Arcade                         | 70%       |
| Derby                          | 75&10%    |
| Diaston                        | 70%       |
| Diaston's Superfine            | 25@30%    |
| Eagle                          | 70%       |
| Economy                        | 75&10%    |
| Great Western                  | 70&10%    |
| Kearney & Foot                 | 70&10%    |
| Nicholson                      | 70%       |
| Nicholson's X. F. Files        | 80@25&10% |
| Royal                          | 75        |
| Second Quality Files           | 80&10%    |
| Tiger                          | 75%       |
| Victor                         | 75&10%    |

**IMPORTED—**

|       |                     |
|-------|---------------------|
| Stubs | Stub's List, 30@33% |
|-------|---------------------|

**Fish Hooks—**

|                                       |           |
|---------------------------------------|-----------|
| Amer. Fish Hook Co. list              | 60@60&10% |
| Kirby & Limerick, low list (50c base) | 10%       |

**Fish Scalers—**

|                                 |        |
|---------------------------------|--------|
| <b>Covert's Saddlery Works:</b> |        |
| Great American                  | 60&20% |
| Fitch's                         | 25&10% |

**Fluting Scissors—**

|      |     |
|------|-----|
| List | 45% |
|------|-----|

**Forges—**

|                    |     |
|--------------------|-----|
| Boydton & Plummers | 60% |
|--------------------|-----|

**Forks—**

|                                                    |           |
|----------------------------------------------------|-----------|
| <b>Steel Goods Association List, Aug. 1, 1899.</b> |           |
| Barn or Ice Forks                                  | 40&5%     |
| Ballast or Stone Forks                             | 40&5%     |
| Beet Forks                                         | 40&5%     |
| Coal Forks                                         | 40&5%     |
| Coke and Cotton Seed Forks                         | 40&5%     |
| Hay Forks, Four Tine, Standard                     | Size      |
| Hay Header and Baler Forks, Four                   | Tine      |
| Manure Forks, Four Tine                            | 75%       |
| Manure Forks, Five and Six Tine                    | 70%       |
| Grain or Barley Forks                              | 70&10&2%  |
| Heavy Mill, Manure or Street Forks                 | 75%       |
| Oyster Forks                                       | 40&5%     |
| Potato Digging Forks                               | 65%       |
| Potato Scoop Forks                                 | 50%       |
| Shaving Forks                                      | 40&5%     |
| Stirrer Forks                                      | 40&5%     |
| Socket Hay Forks, Four Tine                        | 60%&5%    |
| Socket Manure Forks, Four Tine                     | 70%       |
| Socket Spading Forks, Four Tine                    | 70&5&5&2% |
| Spading Forks                                      | 70&5%     |
| Stone Picking Forks                                | 65%       |
| Tanner's Forks                                     | 40&5%     |
| Hay Forks, Three Tine, Standard                    | Size      |
| Hay Header and Baler Forks, Three                  | Tine      |
| Hay Forks, Two Tine, Standard                      | Size      |

**Fruit, Wine and Jelly Presses.**

|            |        |
|------------|--------|
| Enterprise | 20@.5% |
|------------|--------|

**Fry Pans—**

|                          |                                    |
|--------------------------|------------------------------------|
| <b>Acme Fry Pans</b>     |                                    |
| Burnished, regular goods | 70@70&5%                           |
| Standard List            | 75@75&10%                          |
| No. 0                    | 1 2 3 4                            |
| per doz.                 | \$3.00 \$3.75 \$4.25 \$4.75 \$5.25 |
| No. 5                    | 6 7 8                              |
| per doz.                 | \$6.00 \$7.00 \$8.00 \$9.00        |

**Fuse—**

|                                         |     |
|-----------------------------------------|-----|
| <b>Common Hemp Fuse, per 1000 ft.</b>   |     |
| \$4.50                                  | 25% |
| <b>Common Cotton Fuse, per 1000 ft.</b> |     |
| \$1.75                                  | 25% |
| <b>Single Taped Fuse, per 1000 ft.</b>  |     |
| \$9.00                                  | 25% |
| <b>Double Taped Fuse, per 1000 ft.</b>  |     |
| \$10.00                                 | 25% |

**Gate Hinges—**

See Hinges.

**Gauges—**

|                        |                |
|------------------------|----------------|
| Bemis & Call's Steel   | 50%            |
| Boss, Screw Pitch      | 33%            |
| Clothboard             | 25&10%         |
| Marking, Mortise, etc. | 55&10&5&10&10% |

|                                |                     |
|--------------------------------|---------------------|
| Stanley's                      | 60&10%              |
| Stanley's Chisel               | 20&10%              |
| Starrett's Surface, Center and | Scratch             |
| Copeland Champion Bit          | per doz. \$2.00 net |
| Stub's Wire and Drill          | 25%                 |
| Wire, Morse's                  | 25%                 |
| Wire, P. S. & W., low list     | 10 & 10%            |
| Wire, Wheeler, Madden & Co.    | 10%                 |

**Gimlets—**

|                                   |             |
|-----------------------------------|-------------|
| <b>"Diamond" Gimlets, per gr.</b> | \$4.00@4.25 |
| Double Cut                        | 40&10&50%   |
| Metal Head                        | 50&10%      |
| Wood Head                         | 50%         |
| Swan's, German Pattern            | 40&10%      |

**Gimlet Bits—**

See Augers and Bits.

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

|                    |           |
|--------------------|-----------|
| Dodd's Liquid Glue | 25&25&10% |
| Le Pages Liquid    | 15&25&10% |
| Mystic             | 40%       |
| Martins            | 40%       |

**Glue Pots—**

|        |               |
|--------|---------------|
| Tinned | 40&5@40&10&5% |
|--------|---------------|

**Graters—**

|                 |                  |
|-----------------|------------------|
| Champion Nutmeg | per doz. \$9.00  |
| Edgar's Nutmeg  | per gro. \$10.50 |
| Enterprise      | 25@30%           |
| Rotary Nutmeg   | per gro. \$9.00  |

**Griddles—**

|         |     |
|---------|-----|
| Cronk's | 70% |
|---------|-----|

**Grindstone Fixtures—**

|                  |        |
|------------------|--------|
| P. S. & W. Co.   | 50&10% |
| Russell & Erwin  | 70&10% |
| Sargent's Patent | 70&10% |
| Stowell          | 55&10% |

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**

|           |                 |
|-----------|-----------------|
| Britton's | per doz. \$6.50 |
|-----------|-----------------|

**Halters—**

|                         |     |
|-------------------------|-----|
| <b>Covert Mfg. Co.:</b> |     |
| Jute Rope Halters       | 35% |
| Sisal Rope              | 20% |
| Web Halters             | 45% |

**Halter Chain—**

See Chain.

**Hammers—**

| HANDLED HAMMERS—             |               |
|------------------------------|---------------|
| Atha Tool Co.                | 50&10%        |
| Henry Cheney Hammer Co.:     |               |
| Handled Claw                 | 40&10%        |
| Machinists'                  | 60&10%        |
| Humason & Beckley            | 40&10%        |
| Dunlap's Patent              | 25%           |
| Magnetic Tack, Nos. 1, 2, 8  | \$1.25.       |
| \$1.50&\$1.75                | 40&10%        |
| H. & B., Tack                | 50&10%        |
| Maydole's                    | 33½&5@40&10%  |
| Peck, Stow & Wilcox          | 4%            |
| Fayette R. Plumb:            |               |
| Artisan's Choice, A. E. Nail | 38½&10%       |
| Engineers and B. S. Hand     | 40%           |
| A. E. Nail                   | 38½&5%        |
| O. C. Brands                 | 40&10%        |
| Sargent's New List           | 40&40&10%     |
| Ulrich's Handy               | ¥ doz. \$8.00 |
| Vorree                       | 50&10%        |
| Warner & Noble's New List    | 25%           |

## STORE DOOR HANDLES—

|                             |           |
|-----------------------------|-----------|
| Bronzed, with Cylinder Lock | 50%       |
| Bronzed                     | 50@50&10% |
| Japanned, with Nuts         | 45&10%    |
| Japanned, with Plate        | 45&10%    |
| Japanned, without Plate     | 45&10%    |

## DOOR PULL—

|                             |           |
|-----------------------------|-----------|
| Bar                         | 60@60&10% |
| Barn Door                   | 50&10%    |
| Chest and Lifting           | 60@60&10% |
| Drawer Pulls                | 50&10@60% |
| Plain B. M.                 | 6@60&10%  |
| Push Plates, Sargent's List | 60@60&10% |
| Sash Pull Plates            | 70&10%    |
| Sash Pulls                  | 60&10&10% |
| Window Pulls                | 66%       |

## WOOD—

|                                    |                                               |
|------------------------------------|-----------------------------------------------|
| Auger, assorted                    | gr. \$2.25@2.50                               |
| Auger, large                       | gr. 3.00@3.25                                 |
| Auger, Douglass' Pat.              | gr. set, No. 1, \$1.00; No. 2, \$1.40. 60&10% |
| Auger, Ives' Pat., No. 1           | 60&10%                                        |
| No. 2 to 32 1/2                    | 40%                                           |
| Auger, Swan's Pat.                 | gr. set, No. 3, \$1.00; No. 4, \$1.25. 25&10% |
| Bradawl                            | gr. \$1.75@2.00                               |
| Chisel, Worcester, Leather Cap'd   | 1 50                                          |
| Disston's Crosscut                 | 50%                                           |
| File, assorted                     | gr. \$1.25@1.40                               |
| Firmer Chisel, Apple, large        | gr. \$2.25@2.50                               |
| Firmer Chisel, Hickory, ass'd      | gr. \$2.75@3.00                               |
| Firmer Chisel, Hickory, large      | gr. \$2.00@2.25                               |
| Firmer Chisel, Socket, ass'd       | gr. \$2.50@2.75                               |
| Hammer, Hatchet, Axe, Sledge, etc. | 50&2%                                         |
| Hoe, Rake and Fork                 | 60&10@60&10%                                  |
| Saw and Plane                      | 40&10@50%                                     |
| Shovel and Spade, Wood D. Handle   | 60@60&10%                                     |

## CROSS-CUT SAW HANDLES—

|          |           |
|----------|-----------|
| Atkins   | 40%       |
| Champion | 45@45&10% |

## Hangers—

|                        |                                 |
|------------------------|---------------------------------|
| American Trackless     | 33 1/2@20%                      |
| Barn Door, old pattern | 60&10%                          |
| Barn Door, New England | 66 1/2@70%                      |
| Barry                  | \$6.00                          |
| Best Anti-Friction     | 60&10%                          |
| Challenge Barn Door    | 50%                             |
| Cronk's Roller Bearing | No. 0.....\$4.50 net per dozen. |
| No. 4.....             | 5.50                            |
| No. 5.....             | 6.50                            |

|                                  |           |
|----------------------------------|-----------|
| Cronk's Steel, cov'd, Loose Axle | 60&5%     |
| Columb                           | 40%       |
| Davis Parlor Door                | 50@50&5%  |
| Duplex (Wood Track)              | 60&10&5%  |
| Kidder's                         | 50@50&10% |

## Lane's Barn Door:

|                     |                |
|---------------------|----------------|
| Barn Door, Standard | 60%            |
| Covered             | 50&10@50&10&5% |
| Special             | 60%            |
| No. 50              | 50&10@60&5%    |
| New Model, Tinned   | 30&10@40%      |

|                                |                                        |
|--------------------------------|----------------------------------------|
| Parlor                         | Standard.....gr. set, net, \$3.50@3.60 |
| Ball Bearing                   | 4.50@                                  |
| New Model                      | 3.00@                                  |
| New Champion                   | 2.40@ 2.50                             |
| Manhattan                      | 60%                                    |
| McKinney's "None Better" No. 2 | \$18.00; No. 1 Special, \$13.00.       |
| dozen pairs                    | 60&10%                                 |
| Richards' Single Track, Steel  | 40&10%                                 |
| Richards' Anti-Friction        | 50%                                    |

## Stearns:

|                     |        |
|---------------------|--------|
| Single Track, No. 5 | 20&30% |
| Gem                 | 60%    |
| Royal               | 60%    |
| Challenge           | 60%    |
| Warner, 1 and 2     | 40%    |

## Stowell Mfg. Co.'s Barn Door:

|                                              |           |
|----------------------------------------------|-----------|
| Badger                                       | 60&10%    |
| Climax                                       | 55&5%     |
| Interstate                                   | 60%       |
| Magie                                        | 60%       |
| Matchless, Covered                           | 60&10%    |
| Nansen, Roller Bearing                       | 50&10%    |
| Parlor Door                                  | 60%       |
| Wild West                                    | 50&5%     |
| Zenith, for Wood Track                       | 55&5%     |
| Baggage Car Door                             | 53 1/2%   |
| Elevator                                     | 40%       |
| Railroad                                     | 55&5%     |
| Street Car Door                              | 50&10%    |
| Victor, No. 1, \$15.00; No. 2, \$20.00;      |           |
| No. 3, \$25.00; No. 4, \$35.00. 60&10&2 1/2% |           |
| Warner's Patent                              | 30&10&10% |
| Wilcox                                       | 40%       |

## Harness Snaps—

See Snaps.

## Hasps and Staples—

|                                   |           |
|-----------------------------------|-----------|
| McKinney's "Perfect," \$1.10 doz. | 40&10%    |
| Wrought                           | 80&10@85% |
| Wrought, Stanley                  | 80%       |

## Hatchets—

See Axes.

## Hay Hooks—

|                   |        |
|-------------------|--------|
| Humason & Beckley | 60&10% |
|-------------------|--------|

## Hay Racks—

|                                                              |  |
|--------------------------------------------------------------|--|
| Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net. |  |
|--------------------------------------------------------------|--|

## Hay and Straw Knives—

|                                  |       |
|----------------------------------|-------|
| Auburn Hay, Com. and Spear Point | 50%   |
| Auburn Straw                     | 40%   |
| Lightning, from Jobbers          | 60&5% |
| Wadsworth's                      | 40%   |

## Hinges—

## WROUGHT IRON HINGES—

|                                                                                 |               |
|---------------------------------------------------------------------------------|---------------|
| Corrugated Strap and T, 66 1/2@10%                                              |               |
| Rolled Blind Hinges, Nos. 32 and 34                                             | 70&10%        |
| Rolled Plate                                                                    | 50&10%        |
| Rolled Raised                                                                   | 70%           |
| Plate Hinges, "Providence," 6 to 12 in., 3/4 lb, 5c., 14 to 35 in., 3/4 lb, 4c. |               |
| 6 to 12 in., 3/4 lb.                                                            | 3 1/2@3 3/4c. |
| 14 to 20 in., 3/4 lb.                                                           | 3 1/2@3 3/4c. |
| 22 to 36 in., 3/4 lb.                                                           | 3 1/2@3 3/4c. |

## STRAP AND T HINGES—

|                      |                      |
|----------------------|----------------------|
| Light Strap Hinges   | 60 1/2@66 1/2@10&10% |
| Heavy Strap Hinges   | 70&70&10&10%         |
| Light T Hinges       | 10&10@60&10%         |
| Heavy T Hinges       | 60&10@60&10&10%      |
| Extra Heavy T Hinges | 66 1/2@70&10%        |
| Long Chest Hinges    | 45@50&10%            |
| Hinge Hasps          | 45@50&10%            |
| Crate Hasps          | 45@50&10%            |
| Crate Hinges         | 6 1/2@70&10%         |

## SPRING HINGES—

|                                     |              |
|-------------------------------------|--------------|
| Bommer's                            | 33 1/2%      |
| Bardley's Patent Checking           | 1 1/2%       |
| Chicago                             | 25%          |
| Champion                            | 60%          |
| Kell's American                     | 30%          |
| Matchless, Double Acting Pivot      | 25%          |
| New Idea, No. 1                     | gr. \$7.50   |
| New Idea, No. 2                     | gr. \$8.00   |
| Rex                                 | gr. \$8.00   |
| Royal, Japanned                     | 66 1/2%      |
| Rubber                              | 66 1/2%      |
| Sargent's List, 1894:               |              |
| Bronze Metal                        | 70&10&10%    |
| Japanned Surface, Single            | 70&10%       |
| Japanned Surface, Double            | 60&10%       |
| Mortise                             | 70&10%       |
| Model                               | 70@70&10&10% |
| Tuscan Surface, Single              | 70%          |
| Tuscan Surface, Double              | 60&10%       |
| Vigilant                            | 60%          |
| Stearns                             | 75%          |
| Union Spring Hinge Co.'s List,      |              |
| March, 1894                         | 30%          |
| Union Mfg. Co.                      | 25%          |
| Van Wagoner & Williams Hdw. Co.:    |              |
| Acorn                               | gr. \$12.50  |
| Acme                                | 30%          |
| Acme, Brass                         | 20%          |
| American                            | 20%          |
| Clover Leaf                         | gr. \$12.50  |
| Columbia, No. 14                    | gr. 9.00     |
| Columbia, No. 18                    | gr. 25.00    |
| Crown                               | 30%          |
| Gem                                 | 2 1/2%       |
| Knoxall                             | gr. \$9.00   |
| Oxford                              | 25%          |
| Wiles', No. 1, gr., \$16.00; No. 2, | \$13.00      |

## GATE HINGES—

|                                   |                       |
|-----------------------------------|-----------------------|
| Automatic                         | gr. doz. \$12.50, 50% |
| Clark's, Nos. 1, 2, 3             | 50&10@60&10%          |
| N. E., gr. doz. \$7.80            | 60%                   |
| N. E. Reversible, gr. doz. \$5.60 | 60%                   |
| N. Y. State, gr. doz. \$4.90      | 60%                   |
| Shepard's, Nos. 1, 2, 3           | 60&10%                |
| Western, gr. doz. \$4.30          | 60%                   |

## BLIND HINGES—

|                                           |           |
|-------------------------------------------|-----------|
| Clark's:                                  |           |
| Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2 | 70&10%    |
| Mortise Gravity                           | 50%       |
| Nos. 1, 3, 5                              | 70&10%    |
| Nos. 40 and 50                            | 55@60%    |
| Huffer                                    | 70&10%    |
| Parker                                    | 70&10%    |
| Sargent's Nos. 1, 3, 5, 11, 13            | 70&10%    |
| Shepard's or Wrightville Hdw. Co.:        |           |
| Acme, Lull & Porter                       | 70&5%     |
| Buffalo Gravity Locking, Nos. 1, 3 and 5  | 70&10%    |
| Champion Gravity Locking, No. 75          | 70&10&10% |
| 1868, Old Pattern, Nos. 1, 3 and 5        | 70&5%     |
| Tip Pattern, Nos. 1, 3 and 5              | 70&5%     |
| Double Locking, Nos. 30 and 25            | 70%       |
| Empire, Nos. 101 and 103                  | 70%       |
| Niagara Gravity Locking, Nos. 1, 3 and 5  | 70&10%    |
| Noiseless, Nos. 50, 60, 65 and 85         | 80%       |
| O. S., Lull & Porter                      | 80&10%    |
| Pioneer, Nos. 090, 45 and 5 1/2           | 70%       |
| Steamboat Gravity Locking, No. 10         | 70&10&5%  |
| Stenger's Positive Locking                | 70%       |
| W. H. Co.'s No. 2 Mortise Gravity         | 60%       |
| Stanley's Steel Gravity Blind Hinges      | 10&10%    |
| No. 1, 647 1/2, no Screws, 75c. with      |           |
| Screws, \$1.20 doz. sets                  |           |
| Stanley's Rolled                          | 20&10%    |
| Stanley's Rolled Center                   | 80%       |

## HITCHING CORDS—

|                 |     |
|-----------------|-----|
| Covert Mfg. Co. | 45% |
|-----------------|-----|

## HOES—

|                                            |        |
|--------------------------------------------|--------|
| Steel Goods Association List, Aug 1, 1899. |        |
| Asphalt Hoes                               | 6 1/2% |

## Cotton Hoes

|                              |              |
|------------------------------|--------------|
| Cotton Chopper Hoes          | 75&10&7 1/2% |
| Garden Hoes                  | 75&5%        |
| Harper's No. 7 Mortar Hoes   | 65%          |
| Jersey Hoes                  | 65%          |
| Kretzinger, Cut-Ezy          | 75&5%        |
| Ladies' Cotton Hoes          | 75&10&7 1/2% |
| Laid Steel Edge Hoes         | 25&5&2 1/2%  |
| Meadow and Rhode Island Hoes | 75&5%        |
| 5&2 1/2%                     |              |

## Mortar and Street Hoes

|                                |              |
|--------------------------------|--------------|
| Planter Hoes, Regular Pattern  | 70&30%       |
| Rough Finish Shank Cotton Hoes | 75&12 1/2%   |
| Special Hoes                   | 75&10&2 1/2% |
| Special Mortar Hoes            | 40&10&3 1/2% |
| Sunhem Meadow Hoes             | 75&5&5 1/2%  |
| Tobacco Hoes                   | 75&20%       |
| Toy Ladies' and Boys' Hoes     | 70&10&10%    |
| Truck Hoes                     | 50&10&10%    |
| Warren Hoes                    | 60%          |
| Weeding Hoes and Rakes         | 75%          |

## Hollow Augers—

See Augers and Bits.

## Hollow Ware—

## IRON—

|                              |            |
|------------------------------|------------|
| Lalance & Grosjean Mfg. Co.: |            |
| A rate-Nickel-Ware           | 40&10%     |
| Pearl, Agate                 | 40&10%     |
| Potteries Enamelled-Ware     | 70%        |
| Crystal Steel-Ware           | 50&10%     |
| Blue and White-Ware          | 40&10%     |
| White-Ware                   | 33 1/2@10% |

## STOVE HOLLOW WARE—

|          |           |
|----------|-----------|
| Gronud   | 60&10&10% |
| Unground | 75&5%     |

## WHITE ENAMELED WARE—

|                              |           |
|------------------------------|-----------|
| Boilers and Saucepans        | 45@50%    |
| Maslin Kettles               | 70@70&10% |
| Tinned Boilers and Saucepans | 45@50%    |

## SILVER-PLATED—

|                              |          |
|------------------------------|----------|
| 4 mo. or 5% cash in 30 days. |          |
| Hartford Silver-Plate Co.    | 40&5%    |
| Holmes & Edwards Silver Co.  | 40&15&5% |
| Meriden Britannia Co.        | 40&5%    |
| Reed & Barton                | 40&5%    |
| Rogers & Brother             | 40&5%    |
| Simpson, Hall, Miller & Co.  | 40&5%    |
| William Rogers Mfg. Co.      | 40&10%   |

## Hooks—

|                       |              |
|-----------------------|--------------|
| Potato, all kinds     | 70%          |
| Manure                | 70%          |
| Iowa F. T. Co.'s Clam | 60&10&2 1/2% |

## RUBB—

|                      |           |
|----------------------|-----------|
| Jennings & Griffin's | 58 1/2@5% |
|----------------------|-----------|

## CORN—

|                    |                  |
|--------------------|------------------|
| Kretzinger Cut-Ezy | gr. doz. \$8 net |
|--------------------|------------------|

## CAST IRON—

|                              |           |
|------------------------------|-----------|
| Bird Cage, Sargent's list    | 60&10&10% |
| Bird Cage, Reading           | 60@0&10%  |
| Bird Cage, Williamson        | 50%       |
| Ceiling, Sargent's list      | 50&10%    |
| Chaneller                    | 70%       |
| Clothes, Sargent's list      | 50&10%    |
| Coat and Hat, Sargent's list | 50&10%    |
| Coat and Hat, Reading        | 60&10%    |
| Coat and Hat, Stowell's      | 70%       |
| Harness, Sargent's list      | 50&50&10% |
| Lamp                         | 55%       |
| Picture                      | 75%       |
| Screw Hat                    | 70%       |
| Stowell's:                   |           |
| Clothes Line                 | 70%       |
| Harness                      | 70%       |
| Hotel & School House         | 70%       |
| Wardrobe                     | 55%       |

## WROUGHT IRON AND STEEL—

|                                           |                    |
|-------------------------------------------|--------------------|
| Cotton                                    | gr. doz. \$1.25    |
| Cotton Pat. (N. Y. Mallet & Handle Works) | 2%                 |
| Hammock Hooks, E. C. Stearns,             | gr. doz. 60c       |
| Picture, T. & S. Mfg. Co.                 | 75%                |
| Tassel, T. & S. Mfg. Co.                  | 50&10%             |
| Wrought Staples, Hooks, &c.               | See Wrought Goods. |

## MEAT—

|                   |        |
|-------------------|--------|
| Enterprise        | 40%    |
| Humason & Beckley | 80&10% |

## WIRE—

|                             |                |
|-----------------------------|----------------|
| Atlas Coat and Hat          | 45%            |
| Belt                        | 75@75&10%      |
| Crecent, Coat and Hat       | 50&10@60%      |
| Wire Coat and Hat, Acme     | 50&10&50%      |
| Wire Coat and Hat, Gem      | 50&10&50%      |
| Wire Ceiling, Gem           | 50&10@50&10&5% |
| Wire Coat and Hat, Standard | 45%            |

## MISCELLANEOUS—

|                                              |           |
|----------------------------------------------|-----------|
| Covert Mfg. Co.:                             |           |
| Safety Gate and Scuttle Hooks                | 35%       |
| G. B. S. No. 2, \$1.65; 3, \$1.80; 4, \$2.00 |           |
| Hooks and Eyes—Brass                         | 60&10%    |
| Hooks and Eyes—Mal. Iron                     | 70@70&10% |
| Cot'on, Box and Hay                          | 60@60&10% |

## HOSE CLIPPERS—

See Clippers.

## Horse Nails—

|                 |                     |
|-----------------|---------------------|
| Nos. 6 7 8 9 10 |                     |
| A. C.           | 25c 25c 25c 25c 25c |

## American, all sizes

|                 |                     |
|-----------------|---------------------|
| Nos. 6 7 8 9 10 |                     |
| Ausable         | 25c 25c 25c 25c 25c |
| Anchor          | 25c 25c 25c 25c 25c |
| C. B. K.        | 25c 25c 25c 25c 25c |
| Capwell         | 19c 18c 17c 16c 16c |
| Champlain       | 25c 25c 25c 25c 25c |

## Clinton Fin

|                     |       |
|---------------------|-------|
| 19c 17c 16c 15c 14c | 30&5% |
|---------------------|-------|

## Essex

|                     |           |
|---------------------|-----------|
| 25c 25c 25c 25c 25c | 40&10@50% |
|---------------------|-----------|

## Lyra, all sizes

|              |                     |
|--------------|---------------------|
| Maud 8       | 25c 25c 25c 25c 25c |
| Neponset     | 25c 25c 25c 25c 25c |
| Northwestern | 25c 25c 25c 25c 25c |

## Putnam

|                     |          |
|---------------------|----------|
| 25c 25c 25c 25c 25c | 25@25&5% |
|---------------------|----------|

## Snowden

|                     |          |
|---------------------|----------|
| 25c 25c 25c 25c 25c | 25@25&5% |
|---------------------|----------|

## Vulcan

|                     |          |
|---------------------|----------|
| 25c 25c 25c 25c 25c | 25@25&5% |
|---------------------|----------|

## Horse Shoes—

|                                           |           |
|-------------------------------------------|-----------|
| Horse and Mule, per keg                   | \$3.75    |
| Burden's, all sizes                       | 3.75      |
| Bryden, Phoenix, Perkins, &c.             | 8.75      |
| Diamond State, Shoenberger, Crescent, &c. | \$3.75&5% |

## Factory Shipments.

## Horse Ties—

|                  |     |
|------------------|-----|
| Covert Mfg. Co.: |     |
| Cotton           | 45% |
| Hemp             | 45% |
| Jute             | 35% |
| Sisal            | 20% |

## Hose, Rubber—

|                                |     |
|--------------------------------|-----|
| Boston Belting Co.:            |     |
| "Boston"                       | 50% |
| Competition                    | 70% |
| Extra                          | 60% |
| N. J. Car Spring & Rubber Co.: |     |

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**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

|                                                    |                          |
|----------------------------------------------------|--------------------------|
| Cronk's Pruning Shears.....                        | 33½¢                     |
| Cronk's Heavy Pattern, ½ doz., \$2.50 net          |                          |
| Diston's Combined Pruning Hook and Saw.....        | \$18.00, 25¢&25¢10¢      |
| Diston's Pruning Hook, ½ doz., \$12.00, 25¢&25¢10¢ |                          |
| Henry's:                                           |                          |
| Pruning Shears.....                                | 50¢&50¢                  |
| Orange.....                                        | 50¢&50¢                  |
| Grape.....                                         | 50¢&50¢                  |
| Tree Pruners.....                                  | 75¢                      |
| Kohler's Pruning Shears: ½ doz., \$3.50            |                          |
| German, No. 46.....                                | \$3.50                   |
| American, No. 33.....                              | 2.50                     |
| E. S. Lee & Co.'s Pruning Tools.....               | 60¢                      |
| P. S. & W. Co.'s Shears.....                       | 60¢                      |
| Waters' Tree Pruners.....                          | 75¢&10¢                  |
| Wheeler, M. & C. Co.'s Combination.....            | ½ doz., \$12.00, 25¢&10¢ |

**Pulleys—**

|                                                                   |                    |
|-------------------------------------------------------------------|--------------------|
| Awning.....                                                       | 60¢&60¢10¢         |
| Axie.....                                                         | 50¢&10¢&60¢        |
| Brass Screw.....                                                  | 45¢&10¢            |
| Celling.....                                                      | 50¢&10¢&60¢        |
| Clothes Line, Japanned.....                                       | 60¢                |
| Common Sense.....                                                 | 60¢                |
| Dumb Waiter.....                                                  | 60¢&60¢10¢         |
| Empire Sash Pulley.....                                           | 60¢                |
| Hay Fork, Swivel Eye, ½ doz., 4-inch, \$3.75; 6-inch, \$5.00..... | 52¢                |
| Hay Fork, Hartz, 4¼-inch, ½ doz., \$6.00.....                     | 50¢&10¢            |
| Hay Fork, 5-inch, Solid, \$5.70.....                              | 50¢                |
| Hot House.....                                                    | 50¢&10¢&50¢&10¢10¢ |
| Stowell's Anti-Friction, 5-in. Wheel, ½ doz., \$12.00.....        | 40¢                |
| Side, Anti Friction.....                                          | 50¢                |
| Shade Rack.....                                                   | 45¢                |
| Upright.....                                                      | 50¢&10¢&50¢&10¢10¢ |

**Pumps—**

|                                                         |             |
|---------------------------------------------------------|-------------|
| Cistern, Best Grades.....                               | 50¢&10¢&10¢ |
| Pitcher Spout, Best Grades.....                         | 70¢&10¢     |
| F. E. Myers & Bro.:                                     |             |
| No. 1, Fig. 328, 3 in. Shallow Well Pump.....           | \$13.00     |
| No. 8, Fig. 328, 3¼ in. Shallow Well Pump.....          | 15.00       |
| No. 5, Fig. 307, 3 in. Deep Well Pump.....              | 15.00       |
| No. 6½, Fig. 307, 3¼ in. Deep Well Pump.....            | 17.00       |
| No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump..... | 15.00       |
| No. 32, Fig. 323, 3 in. Deep Well Pump.....             | 17.00       |
| No. 56, Fig. 331, 3 in. Shallow Well Pump.....          | 14.00       |
| No. 59, Fig. 332, 3¼ in. Shallow Well Pump.....         | 17.00       |
| No. 70, Fig. 333, 2½ in. Deep Well Pump.....            | 15.00       |
| No. 72, Fig. 333, 3 in. Deep Well Pump.....             | 15.00       |
| No. 73, Fig. 333, 3¼ in. Deep Well Pump.....            | 16.00       |
| No. 102, Fig. 448, 3 inch Lift Pump.....                | 9.00        |
| No. 108, Fig. 448, 3¼ in. Lift Pump.....                | 11.00       |
| No. 128, Fig. 510, 3 in. Lift Pump.....                 | 7.00        |
| No. 131, Fig. 510, 3¼ in. Lift Pump.....                | 8.50        |
| No. 225, Fig. 389, Windmill Pump.....                   | 12.50       |
| No. 235, Fig. 403, Windmill Pump.....                   | 10.00       |
| No. 240, Fig. 406, Regulator Pump.....                  | 28.00       |
| No. 265, Fig. 372, Cyclone Tank Force Pump.....         | 16.00       |
| No. 267, Fig. 483, Geyser Tank Force Pump.....          | 16.00       |
| No. 268, Fig. 518, Low Down Tank Force Pump.....        | 16.00       |
| No. 302, Fig. 477, Spray Pump, complete.....            | 11.50       |
| No. 330, Fig. 547, Knapeack Spray Pump.....             | 5.00        |
| Discount, 50% f. o. b. Ashland.                         | 10.00       |

**PUMPS AND PUMP SPECIALTIES—**

|                                           |         |
|-------------------------------------------|---------|
| Torrent Pump Co., Cleveland, O.: Net      |         |
| Purifying Pump, each.....                 | \$3.00  |
| Chain for same, ½ foot.....               | 1.11    |
| Torrent C. P. Curbs, each.....            | 1.50    |
| Same, fitted for 2-inch tubing.....       | 1.60    |
| Poplar Tubing, ½ 100 feet.....            | 4.00    |
| 2-inch Tubing, ½ 100 feet.....            | 5.00    |
| Galvanized Iron Tub'g, ½ 100 ft.....      | 6.00    |
| Couplings for same, pair.....             | 1.50    |
| Galvanized Chain, ½ 100 pounds.....       | 5.00    |
| Torrent Rubber Buckets.....               | 7.50    |
| Victor Buckets, ½ 100.....                | 4.50    |
| Cleveland Buckets, ½ 100.....             | 5.00    |
| Torrent Water Drawer.....                 | 50¢     |
| Roberts Water Drawer.....                 | 50¢     |
| Wood Suction Pumps.....                   | 50¢&50¢ |
| Galvanized Iron Pumps.....                | 50¢     |
| Cyclone Force Pump.....                   | 50¢     |
| Oatman Handy Hoops.....                   | 40¢&10¢ |
| Kave-Trough Hangers.....                  | 40¢     |
| Net.....                                  |         |
| Sprayers, ½ dozen.....                    | \$4.50  |
| Acme Riveter, ½ dozen.....                | 4.50    |
| Dreyer Spoke Re-irer, ½ doz.....          | .60     |
| Delivered f. o. b., Miles Avenue Station. |         |

**Punches—**

|                                            |             |
|--------------------------------------------|-------------|
| Bemis & Call Co.'s:                        |             |
| Cast Steel Drive.....                      | 50¢&55¢     |
| Check.....                                 | 55¢         |
| Spring.....                                | 50¢&55¢     |
| Springfield Socket.....                    | 65¢         |
| Morrill's Universal.....                   | 35¢         |
| Niagara Hollow.....                        | 45¢         |
| Niagara Solid.....                         | 55¢         |
| Saddlers' or Drive, good.....              | 60¢&65¢     |
| Snell's Timmers.....                       | 50¢         |
| Spring, good quality, ½ doz., \$1.70@1.80  |             |
| Spring, Leach's Pat.....                   | 15¢         |
| Timmers' Solid, P. S. & W. Co., ½ doz..... | \$1.44, 55¢ |
| Timmers' Hollow, P. S. & W. Co., 20¢&25¢   |             |

**Rail—**

|                                                     |                  |
|-----------------------------------------------------|------------------|
| Barn Door, Light, In. ¼ ½ ¾                         |                  |
| ½ 100 feet.....                                     | \$1.40 1.85 2.60 |
| Barn Door, "None Better" No. 1, ½ foot.....         | 25¢              |
| Barn Door, "None Better" No. 2, ½ foot.....         | 34¢              |
| B. D. for N. E. Hangers:                            |                  |
| Angular, ½ foot, 6c.....                            | 70¢              |
| Double Flange, ½ foot, 8c.....                      | 70¢              |
| Carrier Steel Rail, ½ foot.....                     | 45¢              |
| Cronk's: ½ foot.....                                |                  |
| O. N. T. Style, No. 18.....                         | 8 c              |
| Double Braced.....                                  | 34¢              |
| Lane's: ½ 100 ft.....                               |                  |
| O. N. T., 1 in.....                                 | \$3.00           |
| O. N. T., 1¼ in.....                                | 3.15             |
| Standard, 1¼ in.....                                | 4.25             |
| Stowell's Wrought Steel.....                        | 35¢              |
| Sliding Door, Bronzed Wrought Iron, ½ foot.....     | 64¢              |
| Sliding Door, Steel, Brass Plated, ½ foot.....      | 54¢              |
| Sliding Door, Wrought Brass, 1¼ in., ½ lb. 38c..... | 10¢&20¢          |
| Victor Track Rail, 7c ½ ft., 60¢&10¢&24¢            |                  |

**Rakes, Etc.—**

|                                               |           |
|-----------------------------------------------|-----------|
| Cronk's:                                      |           |
| Wrought Steel Garden.....                     | 60¢&20¢   |
| Queen City Lawn.....                          | 40¢       |
| Kohler's:                                     |           |
| Lawn Queen, net ½ doz., \$3.25@3.15           |           |
| Lawn Queen, Improved, net ½ doz., \$3.50@3.60 |           |
| 24-Tooth.....                                 | 3.60@3.75 |
| Jumbo, net ½ doz.....                         | 7.00@3.00 |
| Paragon, net ½ doz.....                       | 3.25@3.50 |
| Steel Garden Rakes.....                       | 70¢&5¢&2¢ |
| Steel Garden Rakes Stamped Blank.....         | 70¢       |
| Steel Road Rakes.....                         | 65¢       |
| Steel Tar or Asphalt Rakes.....               | 55¢       |
| Turf Edger.....                               | 60¢&5¢    |
| Prize Bow Braced Steel.....                   | 70¢&5¢&2¢ |
| Peerless Shank.....                           | 70¢&5¢&2¢ |
| Peerless Socket.....                          | 70¢&5¢&2¢ |
| Level Head Shank.....                         | 70¢&5¢&2¢ |

**Rasps, Horse—**

|                               |     |
|-------------------------------|-----|
| Diston's.....                 | 70¢ |
| New Nicholson Horse Rasp..... | 70¢ |
| See also Files.               |     |

**Razors—**

|                                       |          |
|---------------------------------------|----------|
| Electric.....                         | List net |
| J. R. Torrey Razor Co.....            | 20¢      |
| Wostenholm and Butcher, \$10.00 to 20 |          |
| £.....                                | 10¢      |

**Registers—**

|                                   |         |
|-----------------------------------|---------|
| HOT AIR—                          |         |
| New List, Feb. 1, 1899:           |         |
| Black Japanned.....               | 30¢     |
| White Japanned.....               | 25¢     |
| Bronze Finishes.....              | 30¢     |
| Electro-Plated.....               | 30¢&10¢ |
| Nickel Plated.....                | 30¢&10¢ |
| White Porcelain.....              | 30¢&10¢ |
| Solid Brass and Bronze Metal..... | 20¢     |

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

|                      |                |
|----------------------|----------------|
| Belt with Burrs..... | 40¢&5¢@40¢&10¢ |
| Hose with Burrs..... | 40¢&5¢@40¢&10¢ |

**IRON—**

|                                            |      |
|--------------------------------------------|------|
| American Screw Co.:                        |      |
| List, Nov. 1, 1894.                        |      |
| Ordinary, in bulk.....                     | 62½¢ |
| Thousand, in bulk.....                     | 62½¢ |
| Thousand in papers.....                    | 62½¢ |
| Coopers', in bulk.....                     | 62½¢ |
| Block and Carriage, in papers.....         | 62½¢ |
| Hame.....                                  | 62½¢ |
| Belt with Burrs, Tinned or Cop- pered..... | 62½¢ |

**Rivet Sets—**

|                   |     |
|-------------------|-----|
| Regular List..... | 70¢ |
|-------------------|-----|

**Rollers—**

|                   |      |
|-------------------|------|
| Lane's, Stay..... | 39½¢ |
|-------------------|------|

**Rope—**

|                               |           |
|-------------------------------|-----------|
| Cotton Rope, Best, ½ lb.....  | 15 ¢18¢   |
| ¼ inch and larger.....        | 12 ¢14¢   |
| Common, ¼ in. and larger..... | 10½¢@12½¢ |

**Jute Rope:**

|                          |      |
|--------------------------|------|
| A grade.....             | 7½¢  |
| C grade.....             | 7 c  |
| Manila:                  |      |
| 7 ½ in. and larger.....  | 10 c |
| ¾ in.....                | 10½¢ |
| ¾ and 5-10 in.....       | 11 c |
| Hay Rope, Medium.....    | 10½¢ |
| Sisal:                   |      |
| 7-16 in. and larger..... | 8½¢  |
| ¾ in.....                | 7 c  |
| ¾ and 5-16 in.....       | 7½¢  |

**Rules—**

|                                                 |                     |
|-------------------------------------------------|---------------------|
| Athol, Steel.....                               | 38½¢                |
| Boxwood.....                                    | 75¢&10¢&10¢&10¢     |
| Ivory.....                                      | 35¢&10¢&35¢&10¢&10¢ |
| Lufkin's:                                       |                     |
| Steel.....                                      | 55¢                 |
| Lumber.....                                     | 50¢&10¢             |
| Miscellaneous, Stanley's.....                   | 55¢&10¢             |
| Starrett's Rules and Straight Edges, Steel..... | 25¢&10              |

**Sad Irons—**

|                      |               |
|----------------------|---------------|
| Chinese Laundry..... | ½ lb 4½¢      |
| Chinese Sad.....     | 3½¢           |
| Crown, Polished..... | ½ doz. \$6.50 |
| Crown, Nickel.....   | ½ doz. 7.00   |
| Common 4 to 10.....  | ½ lb 3¼¢@3½¢  |

**COLD HANDLED—**

|                                |                     |
|--------------------------------|---------------------|
| Enterprise Mfg. Co. of Pa..... | 30¢&5¢              |
| Self-heating.....              | ½ doz. \$10.00, 25¢ |
| Self-heating, Tailors'.....    | ½ doz. \$2.10, 25¢  |
| Sensible Nickel.....           | ½ doz. \$7.00       |
| Sensible Polished.....         | ½ doz. 6.50         |
| Sensible, Tailors'.....        | ½ lb 4½¢            |

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

|                           |         |
|---------------------------|---------|
| Burr Mfg. Co., Steel..... | 50¢@10¢ |
|---------------------------|---------|

**Sand and Emery Paper and Cloth—**

|                           |            |
|---------------------------|------------|
| Baeder, Adamson & Co.'s:  |            |
| Emery Cloth.....          | 50¢&10¢    |
| Garnet Paper.....         | 30¢@30¢&5¢ |
| Sand and Emery Paper..... | 50¢&10¢    |

**Sash Chain—**

|                  |         |
|------------------|---------|
| Competition..... | 50¢&10¢ |
| Giant.....       | 40¢     |
| Monarch.....     | 40¢&10¢ |
| Red Metal.....   | 40¢&10¢ |
| Steel.....       | 40¢&10¢ |

**Sash Cord—**

|                                     |               |
|-------------------------------------|---------------|
| Cable Laid Italian Sash.....        | ½ lb 16¢@18¢  |
| Cable Laid Russia.....              | ½ lb 18½¢@14¢ |
| Common India.....                   | ½ lb 8½¢@9¢   |
| Common Russia Sash.....             | ½ lb 12½¢@18¢ |
| Patent India.....                   | ½ lb 11¢      |
| Samson:                             |               |
| "Mass." White, Cotton.....          | 24¢           |
| "Samson" Braided White, Cotton..... | ½ lb 30¢      |
| "Samson" Braided Drab, Cotton.....  | ½ lb 35¢      |
| "Samson" Braided Italian Hemp.....  | ½ lb 38¢      |
| "Samson" Braided Linen.....         | ½ lb 56¢      |

|                                 |                       |
|---------------------------------|-----------------------|
| Silver Lake:                    |                       |
| A Quality, Drab.....            | ½ lb 40¢, 15¢@15¢&7½¢ |
| A Quality, White.....           | ½ lb 35¢, 15¢@15¢&7½¢ |
| B Quality, Drab.....            | ½ lb 35¢, 15¢@15¢&7½¢ |
| B Quality, White.....           | ½ lb 30¢, 15¢@15¢&7½¢ |
| United States:                  |                       |
| B Quality.....                  | ½ lb 18¢              |
| C Quality.....                  | ½ lb 16½¢             |
| White Cotton, Hard Braided..... | ½ lb 16¢              |

**Sash Fasteners, Holders, &c.**

|                               |             |
|-------------------------------|-------------|
| Sash Lifts.....               | 60¢&10¢&10¢ |
| Sash Lifts Flush.....         | 50¢         |
| Sash Lifts With Lock.....     | 60¢&10¢&10¢ |
| Sash Rollers.....             | 70¢         |
| Shutter Bars.....             | 60¢&10¢&10¢ |
| Shutter Sheaves.....          | 60¢         |
| Window Screen Sash Lifts..... | 60¢         |

**Sash Locks—**

|                                        |         |
|----------------------------------------|---------|
| Champion Meeting Rail.....             | 70¢     |
| Champion Slide.....                    | 60¢     |
| Davis, Bronze, Barnes Mfg. Co.....     | 50¢     |
| Elting's Ventilating.....              | 45¢     |
| Fitch's:                               |         |
| Iron.....                              | 70¢     |
| Bronze and Brass.....                  | 60¢     |
| Gale's Automatic, List Nov., 1897..... | 65¢     |
| Ives' Patent:                          |         |
| Wrought Steel.....                     | 60¢     |
| Bronze M. Knob.....                    | 60¢     |
| Wrought Bronze and Brass.....          | 55¢&5¢  |
| Cast Iron.....                         | 65¢     |
| Cast Bronze and Brass.....             | 62½¢    |
| Payson's Perfect.....                  | 70¢     |
| Reading.....                           | 60¢&10¢ |

**Sash Weights—**

|                          |               |
|--------------------------|---------------|
| Small lots.....          | ½ ton \$27.00 |
| Ton lots at factory..... | 25.00         |

**Sausage Stuffers or Fillers—**

|                                 |                   |
|---------------------------------|-------------------|
| Draw Cut, No. 4.....            | each \$30.00, 20¢ |
| Enterprise Mfg. Co.....         | 25¢@25¢&7½¢       |
| National Specialty Mfg. Co..... | 25¢               |

**Saws—**

|                                                             |             |
|-------------------------------------------------------------|-------------|
| Atkins:                                                     |             |
| Band 7 to 14 in. Wide.....                                  | 60¢&10¢     |
| Band 2 to 6 in. Wide.....                                   | 60¢         |
| Band ½ to 2 in. Wide.....                                   | 60¢         |
| Butcher, Pruning and Compass.....                           | 40¢&5¢      |
| Circular.....                                               | 50¢&10¢     |
| Cross Cut.....                                              | 35¢&5¢      |
| Gang.....                                                   | 50¢         |
| Hand, Panel and Rip.....                                    | 40¢         |
| Wood.....                                                   | 40¢         |
| Diston's:                                                   |             |
| Circular, Solid and Inserted Tooth.....                     | 50¢         |
| Band 8 in. to 14 in. Wide.....                              | 71¢         |
| Band ¼ in. to 2¼ in.....                                    | 71¢         |
| Cross Cuts.....                                             | 45¢         |
| Narrow Cross Cuts.....                                      | 55¢         |
| Mulay, Mill and Drag.....                                   | 50¢         |
| Framed Wood Saws.....                                       | 35¢         |
| Wood Saw Blades.....                                        | 40¢         |
| Wood Saw Rode.....                                          | 25¢         |
| Hand Saws, Nos. 12, 90, 9, 16, D100, D8, 120, 76, 7, 8..... | 25¢         |
| Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination..... | 30¢         |
| Compass, Keyhole, Pruning, Dove-tail, &c.....               | 25¢         |
| Butcher Saws and Blades.....                                | 35¢         |
| Haines' Needle Point.....                                   | 40¢         |
| C. E. Jennings & Co.'s:                                     |             |
| Butcher.....                                                | 25¢&10      |
| Hand Panel, Rip and other Saws.....                         | 25¢@30¢     |
| Peace:                                                      |             |
| Cross Cuts.....                                             | 45¢&10¢     |
| Hand Panel and Rip.....                                     | 25¢&10¢     |
| Richardson:                                                 |             |
| Circular and Mill.....                                      | 50¢@50¢&10¢ |
| X Cuts.....                                                 | 45¢&10¢     |
| Hand Saws.....                                              | 25¢&10¢     |
| Star, Butcher.....                                          | 25¢         |
| Woodrough & McParlin Cross Cuts.....                        | 45¢&10¢     |

**BACK SAWS AND FRAMES—**

|                                                   |         |
|---------------------------------------------------|---------|
| Chattillon.....                                   | 30¢     |
| Diston's:                                         |         |
| Concave Blades.....                               | 25¢     |
| Keystone, Flexible Back and Ma- chine Blades..... | 30¢     |
| Hack Saw Frames.....                              | 30¢     |
| Griffin's:                                        |         |
| Complete.....                                     | 40¢@45¢ |
| Saw Blades.....                                   | 45¢     |
| Star, Saws and Blades.....                        | 25¢     |

**Saw Filer—**

|                                                 |     |
|-------------------------------------------------|-----|
| Diston's D8 Clamp and Guide, \$30.00 ½ doz..... | 25¢ |
|-------------------------------------------------|-----|

**Saw Frames—**

|                          |     |
|--------------------------|-----|
| C. E. Jennings & Co..... | 25¢ |
| Richardson's Wood.....   | 25¢ |

**Saw Sets—**

|                                                       |               |
|-------------------------------------------------------|---------------|
| Atkins:                                               |               |
| Criterion Saw Sets.....                               | ½ doz. \$6.00 |
| Excelsior Saw Tools.....                              | ½ doz. 6.00   |
| Bemis & Call Co.'s:                                   |               |
| Cross Cut.....                                        | 30¢&5¢        |
| Hammer, New Pat.....                                  | 45¢           |
| Plate.....                                            | 20¢           |
| Spring Hammer.....                                    | 30¢&5¢        |
| Diston's Monarch, Nos. 1 & 10 and Star.....           | 25¢           |
| Hart's Pat. Lever.....                                | 20¢           |
| Kohler's:                                             |               |
| "Giant Royal".....                                    | ½ doz. \$9.00 |
| "Royal".....                                          | ½ doz. 6.00   |
| Leach's.....                                          | 33½¢          |
| Morrill's:                                            |               |
| No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00..... | 40¢&20¢       |
| Cross Cuts Nos. 3 and 4, \$23.00; No. 5, \$31.00..... | 40¢&20¢       |
| Richardson's.....                                     | 25¢           |
| Seymour Smith & Son, Hammer ½ doz.....                | \$4.75        |
| Stillmans.....                                        | ½             |



|                                           |  |                                      |  |                                          |  |                                           |  |
|-------------------------------------------|--|--------------------------------------|--|------------------------------------------|--|-------------------------------------------|--|
| <b>WINDOW—</b>                            |  | <b>Tinners' Snips</b> .....40%       |  | <b>Sargent's:</b>                        |  | <b>Tacks, Brads, &amp;c.</b>              |  |
| Porter Screen Mfg. Co.....60@60&5%        |  | Pruning. See Pruning Hooks & Shears. |  | Patent Guarded.....66 3/4%               |  | List Jan. 15, 1893.                       |  |
| <b>Phillips:</b>                          |  | Seymour's Standard List:             |  | Covered Spring.....50@55%                |  | American Cut Tacks.....90&10&10%          |  |
| Bonanza Screens.....50&10&2 1/4%          |  | Japanned.....70%                     |  | Covert Mfg. Co.:                         |  | Carpet Tacks:                             |  |
| Express.....50&10&2 1/4%                  |  | Nickel.....60%                       |  | Breast Strap Buckle Snaps.....           |  | American, Blued.....90&10&10&10%          |  |
| Flyer.....50&10&2 1/4%                    |  | Standard Cutlery Co.:                |  | Breast Strap Protector.....              |  | American, Tinned.....10&10&10&10%         |  |
| Perfection Screens.....10&10&2 1/4%       |  | Japanned.....70&10%                  |  | Double for Bits or Trace Carrier.....45% |  | Swedes Iron Tacks:                        |  |
| Northwest.....60%                         |  | Nickel.....10&10%                    |  | Trojan Snaps.....                        |  | S. S.....90&10&10%                        |  |
| Window Screen Frames.....60%              |  | Star Brand:                          |  | High Grade Snaps.....                    |  | Bill Posters' and Railroad Tacks:         |  |
| <b>Stearns:</b>                           |  | Nickel Scissors.....60%              |  | Jockey Snaps.....40%                     |  | S. S.....90&30%                           |  |
| Frames and Corners.....25@25&10%          |  | Nickel Shears.....60%                |  | Derby Snaps.....35%                      |  | Common and Patent Brads.....70&10%        |  |
| Gem Window Screen Frames.....25&10%       |  | Japan Shears.....70%                 |  | Rope Snaps.....40%                       |  | Finishing Nails.....70&10%                |  |
| Monarch Adjustable Window Screens.....50% |  | Tailors' Shears.....40&10%           |  | <b>Snaths—</b>                           |  | Gimp Tacks:                               |  |
|                                           |  | Pruners.....70%                      |  |                                          |  | S. S.....90&40%                           |  |
|                                           |  | Tinners' Snips.....40&10%            |  | Scythe.....40@45%                        |  | Hungarian Nails, Steel.....80&20%         |  |
|                                           |  | Wies & Sons:                         |  | <b>Soldering Irons—</b>                  |  | Lace Tacks:                               |  |
|                                           |  | Japanned.....70%                     |  |                                          |  | S. S.....90&20%                           |  |
|                                           |  | Nickel.....60%                       |  | Covert Mfg. Co.....20%                   |  | Looking Glass Tacks.....70&10%            |  |
|                                           |  | Tailors' Shears.....40%              |  |                                          |  | Trimmers' Tacks:                          |  |
|                                           |  | Tinners' Snips.....40%               |  |                                          |  | S. S.....90&10&10%                        |  |
|                                           |  |                                      |  |                                          |  | Trunk and Clout Nails:                    |  |
|                                           |  |                                      |  |                                          |  | Steel, Black.....80%                      |  |
|                                           |  |                                      |  |                                          |  | Steel, Tinned.....80%                     |  |
|                                           |  |                                      |  |                                          |  | Upholsterers' Tacks:                      |  |
|                                           |  |                                      |  |                                          |  | S. S.....90&40%                           |  |
|                                           |  |                                      |  |                                          |  | <b>MISCELLANEOUS—</b>                     |  |
|                                           |  |                                      |  |                                          |  | Double Point, in dozens. 90&10&10&10%     |  |
|                                           |  |                                      |  |                                          |  | Double Point, in bulk.....8%              |  |
|                                           |  |                                      |  |                                          |  | Matting.....60%                           |  |
|                                           |  |                                      |  |                                          |  | Shade, in dozens.....90&10&10%            |  |
|                                           |  |                                      |  |                                          |  | Shade, in bulk.....80%                    |  |
|                                           |  |                                      |  |                                          |  | <b>Tack Pullers—</b>                      |  |
|                                           |  |                                      |  |                                          |  | Columbia, No. 1, 1/2 doz., net.....\$1.00 |  |
|                                           |  |                                      |  |                                          |  | Columbia, No. 2, 1/2 doz., net.....1.50   |  |
|                                           |  |                                      |  |                                          |  | Little Jack.....1.00                      |  |
|                                           |  |                                      |  |                                          |  | <b>Tapes, Measuring—</b>                  |  |
|                                           |  |                                      |  |                                          |  | American Ases' Skin.....40&10&50%         |  |
|                                           |  |                                      |  |                                          |  | Leather Case.....25@25&10%                |  |
|                                           |  |                                      |  |                                          |  | Steel.....33 1/4 @ 40%                    |  |
|                                           |  |                                      |  |                                          |  | Chestermans.....25@25&5%                  |  |
|                                           |  |                                      |  |                                          |  | Keuffel & Esser Co., New List, 1898:      |  |
|                                           |  |                                      |  |                                          |  | Steel and Metallic.....85%                |  |
|                                           |  |                                      |  |                                          |  | Lufkin's Steel and Metallic.....25@30%    |  |
|                                           |  |                                      |  |                                          |  | <b>Tap Borers—</b>                        |  |
|                                           |  |                                      |  |                                          |  | See Borers, Tap.                          |  |
|                                           |  |                                      |  |                                          |  | <b>Taps—</b>                              |  |
|                                           |  |                                      |  |                                          |  | American Screw Co.:                       |  |
|                                           |  |                                      |  |                                          |  | Machine Screw.....70%                     |  |
|                                           |  |                                      |  |                                          |  | Holroyd & Co.:                            |  |
|                                           |  |                                      |  |                                          |  | Blacksmiths.....60@63&7 1/4%              |  |
|                                           |  |                                      |  |                                          |  | Machine Screw.....70&10@7 1/4%            |  |
|                                           |  |                                      |  |                                          |  | Machinists' Hand.....60@60&10&10%         |  |
|                                           |  |                                      |  |                                          |  | Pipe, 1/4 to 1 1/2.....70@70&10%          |  |
|                                           |  |                                      |  |                                          |  | Pipe, 2 to 4.....70@70&10%                |  |
|                                           |  |                                      |  |                                          |  | <b>Thumb Latches—</b>                     |  |
|                                           |  |                                      |  |                                          |  | See Handles.                              |  |
|                                           |  |                                      |  |                                          |  | <b>Tinware—</b>                           |  |
|                                           |  |                                      |  |                                          |  | Stamped, Japanned and Plated.             |  |
|                                           |  |                                      |  |                                          |  | Net Prices.                               |  |
|                                           |  |                                      |  |                                          |  | <b>Tire Bolts—</b>                        |  |
|                                           |  |                                      |  |                                          |  | See Bolts.                                |  |
|                                           |  |                                      |  |                                          |  | <b>Tobacco Cutters—</b>                   |  |
|                                           |  |                                      |  |                                          |  | National Specialty Co.....40%             |  |
|                                           |  |                                      |  |                                          |  | Enterprise Mfg. Co.....25@30%             |  |
|                                           |  |                                      |  |                                          |  | <b>Toilet Clippers—</b>                   |  |
|                                           |  |                                      |  |                                          |  | See Clippers.                             |  |
|                                           |  |                                      |  |                                          |  | <b>Torches—</b>                           |  |
|                                           |  |                                      |  |                                          |  | National Cement and Rubber Mfg. Co.:      |  |
|                                           |  |                                      |  |                                          |  | No. 1 Medium Gasoline Torch.....\$1.12    |  |
|                                           |  |                                      |  |                                          |  | No. 2 Large Gasoline Torch.....6.98       |  |
|                                           |  |                                      |  |                                          |  | <b>Trammel Points—</b>                    |  |
|                                           |  |                                      |  |                                          |  | Bachus and Union.....40%                  |  |
|                                           |  |                                      |  |                                          |  | C. E. Jennings & Co., "Eureka".....25%    |  |
|                                           |  |                                      |  |                                          |  | Cook's.....25%                            |  |
|                                           |  |                                      |  |                                          |  | Sargent's.....40&10%                      |  |
|                                           |  |                                      |  |                                          |  | Stanley's.....30&10%                      |  |
|                                           |  |                                      |  |                                          |  | Tower & Lyon.....33 1/4%                  |  |
|                                           |  |                                      |  |                                          |  | Prentiss'.....20@25%                      |  |
|                                           |  |                                      |  |                                          |  | <b>Tracks, &amp;c.—</b>                   |  |
|                                           |  |                                      |  |                                          |  | F. E. Myers & Bro.:                       |  |
|                                           |  |                                      |  |                                          |  | Comb. Car, Double Steel T.....\$3.50      |  |
|                                           |  |                                      |  |                                          |  | Comb. Car, Wood Track.....3.25            |  |
|                                           |  |                                      |  |                                          |  | Common 6 in. Wood Sheave Pulley.          |  |
|                                           |  |                                      |  |                                          |  | Fig. 443.....1.75                         |  |
|                                           |  |                                      |  |                                          |  | D. H. Fork Steel Regular.....each, .85    |  |
|                                           |  |                                      |  |                                          |  | Double Grapple Fork.....each, 3.50        |  |
|                                           |  |                                      |  |                                          |  | Double Rail Steel Track, complete         |  |
|                                           |  |                                      |  |                                          |  | with clamps.....ft. 10                    |  |
|                                           |  |                                      |  |                                          |  | Faultless Steel Frame K. P. Pulley.       |  |
|                                           |  |                                      |  |                                          |  | Fig. 435.....doz. 2.15                    |  |
|                                           |  |                                      |  |                                          |  | Faultless Steel Frame 6 in. Plain         |  |
|                                           |  |                                      |  |                                          |  | Pulley, Fig. 485.....doz. 1.90            |  |
|                                           |  |                                      |  |                                          |  | Floor Hooks, 3/4 in.....doz. .70          |  |
|                                           |  |                                      |  |                                          |  | Floor Pulley, Wood Sheave. Fig.           |  |
|                                           |  |                                      |  |                                          |  | 486.....doz. 2.25                         |  |
|                                           |  |                                      |  |                                          |  | Hanging Hooks for Double Steel            |  |
|                                           |  |                                      |  |                                          |  | Track.....doz. .65                        |  |
|                                           |  |                                      |  |                                          |  | Hanging Hooks for Single Steel            |  |
|                                           |  |                                      |  |                                          |  | Track.....doz. .65                        |  |
|                                           |  |                                      |  |                                          |  | Hanging Hooks for Wood Track.             |  |
|                                           |  |                                      |  |                                          |  | 10 in.....doz. .55                        |  |
|                                           |  |                                      |  |                                          |  | Hanging Hooks for Wood Track,             |  |
|                                           |  |                                      |  |                                          |  | 14 in.....doz. .65                        |  |
|                                           |  |                                      |  |                                          |  | Malleable Frame K. P. Pulleys.            |  |
|                                           |  |                                      |  |                                          |  | Fig. 676.....doz. 2.40                    |  |
|                                           |  |                                      |  |                                          |  | Malleable Rafters Brackets, 1/2 doz. .40  |  |
|                                           |  |                                      |  |                                          |  | Nellis Fork.....each, 1.60                |  |
|                                           |  |                                      |  |                                          |  | New Myers Iron Rod Car.....3.25           |  |
|                                           |  |                                      |  |                                          |  | Reed Wood Frame Pulley with               |  |
|                                           |  |                                      |  |                                          |  | Hook, Fig. 444.....doz. 2.00              |  |
|                                           |  |                                      |  |                                          |  | Rev. Car, Double Steel Track.....3.50     |  |
|                                           |  |                                      |  |                                          |  | Rev. Car, Wood Track.....3.25             |  |
|                                           |  |                                      |  |                                          |  | Rope Hitch.....doz. 1.75                  |  |
|                                           |  |                                      |  |                                          |  | Single Rail Car, Single Steel T.....3.50  |  |
|                                           |  |                                      |  |                                          |  | Single Rail Steel Track with              |  |
|                                           |  |                                      |  |                                          |  | clamps.....ft. 10                         |  |

Sprout's Shear Fork, each.....\$1.60  
Steel Frame Pulley with Iron  
Sheave, Fig. 565,  $\frac{3}{4}$  doz.....1.85  
Sure Grip Sling Car, Steel or Wood  
Track.....6.00  
Walker Fork, each.....1.25  
Wrought Rafter Brackets,  $\frac{3}{4}$  doz......40

**Transom Lifters—**

Ajax.....50&10&50&10&5  
Bronze Metal, with Safety Spring.....  
50&50&10  
Crescent.....70&70&10  
Dickson's.....60  
Nickel Plated.....50&10  
Payson's Solid Grip, Nos. 808 and  
804,  $\frac{3}{4}$  100.....\$12.00  
Shaw's:  
Copper Finished.....80&10  
Lever.....70&70&10

**Traps—**

**FLY—**  
Balloon..... $\frac{3}{4}$  doz. \$1.50,  $\frac{3}{4}$  gro. \$15.00  
Globe..... $\frac{3}{4}$  doz. 1.50,  $\frac{3}{4}$  gro. 15.00  
Harper..... $\frac{3}{4}$  doz. 1.75,  $\frac{3}{4}$  gro. 18.00

**GAME—**

Star, Blake's Pattern.....60&10&10  
Enterprise Mole.....15  
H. & N.....65  
Newhouse.....40  
Victor.....70&5

**MOUSE AND RAT—**

Erie Rat.....40&40&10  
**Hotchkiss:**  
Metallic Mouse.....50  
Improved Rat.....50  
New Rat.....50  
Mouse, Bonanza,  $\frac{3}{4}$  doz.....90c@1.00  
Mouse, Catch-'em-alive,  $\frac{3}{4}$  doz. \$2.50, 15c  
Mouse, Delusion.....40  
Mouse, Ideal,  $\frac{3}{4}$  gro.....\$9.00  
Mouse, Round Wire,  $\frac{3}{4}$  doz.....\$1.50, 1c  
Mouse, Wood, Choker,  $\frac{3}{4}$  doz. holes. 10c  
Marty French Rat and Mouse Traps  
(Genuine):  
No. 1. Rat, each \$1.13,  $\frac{3}{4}$  doz.....\$12.00  
No. 3. Rat,  $\frac{3}{4}$  doz., \$6.00; case  
of 50.....5.25  
No. 3 $\frac{1}{2}$ . Rat,  $\frac{3}{4}$  doz., \$4.75; case  
of 72.....4.25  
No. 4. Mouse,  $\frac{3}{4}$  doz., \$3.50; case  
of 72.....2.75  
No. 5. Mouse,  $\frac{3}{4}$  doz., \$2.75;  
case of 150.....2.25  
Schuyler Rat Killer, No. 1,  $\frac{3}{4}$  gro.....  
\$15.00; No. 2,  $\frac{3}{4}$  gro.....\$15.00  
Mouse, No. 8.....9.00  
Smith & Egge Mfg. Co.:  
Superior Rat Trap.....\$15.00  
Yankee Mouse Trap.....5.50  
Yankee Rat Trap.....11.00  
J. M. Mast Mfg. Co.:  
Snap Shot, 2-Hole.....\$3.00@4.00  
Snap Shot, 4-Hole.....5.40@6.00  
Blizzard, No. 12.....4.20  
Reddy, No. 10.....8.50  
Reddy, No. 40.....8.00  
Reddy Rat Traps, No. 2.....9.00  
Blizzard Rat Traps, No. 1.....10.00

**Trowels—**

Brade's Brick.....30  
Dixon's:  
Brick and Pointing.....30  
Plastering.....25  
"Standard Brand" and Garden.....40  
C. E. Jennings & Co.:  
Brick.....30  
Plastering.....25  
Pointing.....30  
Wm. Johnson's:  
Brick.....40  
Plastering.....40  
Pointing.....40  
W. & McP. Plastering.....25@35&10  
Peace's Plastering.....25@25&10  
Richardson.....25@25&10  
"Hose" Brick, Plastering and Mould-  
ers.....30@30&10  
Sargent's Garden, No. 1.....50  
Sargent's Garden, No. 15.....45

**Vegetable Slicers—**

Enterprise Mfg. Co.....25

**Vises—**

Solid Box.....40@40&10&5  
V. W. & W.....40  
Fisher-Norris.....15&10

**PARALLEL—**

Armstrong's:  
Combination.....50  
Plain and Hinge.....60  
Athol, Oval Slide.....60  
Adams, Diamond.....40  
Bonney's Champion.....40  
Fisher & Norris Double Screw.....15  
Holland's.....40  
Howard's.....40  
Little Giant Bench.....25&10  
Lowell Hand.....35&5

Massey:  
Perfect.....15@20  
Clincher.....30@40  
Wood-Working.....15@20  
Planer.....15@20  
Comb. Pipe.....40  
Millers Falls:  
Mechanics'.....net@10  
Oval Slide.....50&10  
Ball Clamp.....40  
Gravity.....net  
Hand.....15  
Moore's.....20  
Parker's:  
Regular.....20@25  
Combination Pipe.....55@60  
Oval Slide.....55@60  
Victor.....20@25  
Vulcan.....40@45  
Phenix.....20@20&10  
Prentiss.....20@20  
Sargent's.....70  
Simpson's Adjustable.....40  
Stephens.....25@35&5  
Trenton.....40@40&5  
V. W. & W. Parallel.....40  
Coach Makers.....40  
Oval Slide.....40  
Wright's Pipe.....40

**SAW FILERS—**

Bonney's No. 2, \$15.00.....40&10&50  
Cincinnati.....40  
Stearns Com. No. 0, 1, 2 and 3,  
50c@50&10  
Stearns Rubber Jaw, Nos. 10 and 33,  
85c@40  
Wentworth's.....40

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel.....45  
Lane's Steel.....30

**Washer Cutters—**

Otis A. Smith's.....20&10&10

**Well Wheels—**

Japaned, 8 to 14 inches.....70

**Weed Extractors—**

"Pastime"..... $\frac{3}{4}$  doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co.....40  
Clayton's.....25&10

**Window Stop Adjusters—**

Ives' New List.....40  
Taplin's "Perfection".....50

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire.....20  
Bright Wire Goods, New List.....35&10

Cast Steel Wire.....50  
Copper Wire.....15  
Annealed and Tinned on Spools.....50  
Brass and Copper on Spools.....40  
Spooled Wire, ass'd for Retailing.....60  
Market Wire, Bright and Annealed:  
Nos. 6 to 9.....75  
Nos. 10 to 18.....75&5  
Nos. 19 to 26.....75&15  
Nos. 27 to 36.....75&10&2 $\frac{1}{2}$

Coppered and Galvanized:  
Nos. 6 to 9.....70  
Nos. 10 to 18.....70&5  
Nos. 19 to 26.....70&10  
Nos. 27 to 36.....70&10&10

Tinned:  
Nos. 6 to 14.....70&10&10  
Nos. 15 to 18.....70&10&5  
Nos. 19 to 26.....70&10  
Nos. 27 to 36.....70&5

Picture Wire, List of Oct. 2, 1900.....  
80&10@80&10&10  
Steel Music Wire, Nos. 12 to 30, im-  
ported..... $\frac{3}{4}$  lb. 60c@70c  
Stub's Steel Wire.....\$8.00 to \$1 $\frac{1}{2}$

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting.....50c@30&10  
Painted Screen Cloth, good quality,  
 $\frac{3}{4}$  100 sq. ft. \$1.50

**Wire Rope—**

New List July 1, 1899.  
Cast Steel.....30  
Iron.....35  
Iron, Galvanized.....30

**Wire Rope Clips—**

Crosby.....25

**Wire Stretchers—**

W. C. Heller's Grip..... $\frac{3}{4}$  doz. \$1.50

**Wrenches—**

Agricultural.....70&10  
Aiken's Pocket (Bright).....\$2.00@3.30  
Alligator.....70  
Baxter's.....60&10

Bemis & Call's:  
Briggs Pattern.....30&10  
No. 2 Cylinder.....55  
No. 3 Pipe, Bright.....50  
Patent Combination Black.....40&5  
Patent Combination Bright.....40

Bicycle:  
Club.....40  
Superior.....40  
Featherweight.....40  
Protection.....40

Boardman's.....30@35  
Coes':  
Genuine.....40&10&5&5  
"Mechanics".....40&10&10&5&5  
Coes' Pattern, Wrought Bar.....60&5

Donohue's Engineer.....40  
Eagle Pipe.....50&10  
Gem.....35  
Stillson Pipe.....50  
Taylor Pipe and Nut.....40  
Acme.....60@60&5  
Bull Dog.....60&10  
Hercules.....70  
J. H. Williams & Co.....25

**Wringers, Clothes—**

In lots of less than one dozen.....Cash  
Am. Wringer Co.'s list, July, 1895..... $\frac{3}{4}$   
Colby Wringer Co., list May 1, 1894..... $\frac{3}{4}$   
Lovell Mfg. Co., list July 2, 1894..... $\frac{3}{4}$   
National Wringer & Mfg. Co., list  
Jan. 1, 1895..... $\frac{3}{4}$   
Peerless Mfg. Co., list Feb., 1892..... $\frac{3}{4}$   
NOTE.—On lots of 1 dozen a discount  
of 10% is often given.

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels,  $\frac{3}{4}$  gal. 61c  
Linseed, City, Boiled, in barrels,  
 $\frac{3}{4}$  gal. 70c

Out of Town on Spot..... $\frac{3}{4}$  gal. 68c

Calcutta, Raw, in barrels,  $\frac{3}{4}$  gal. 85c

Lard, Prime City..... $\frac{3}{4}$  gal. 55c@57c

Extra, No. 1.....48c@50c

No. 1.....41c@43c

**Paints and Colors—**

Barytes, Foreign Floated,  $\frac{3}{4}$  ton,  
\$20.00@31.00

Barytes, American Floated,  $\frac{3}{4}$  ton,  
\$19.00@30.00

Barytes, Crude..... $\frac{3}{4}$  ton 9.00@10.00

White Lead, American, Dry, in bbls.  
 $\frac{3}{4}$  lb. 6c@6 $\frac{1}{2}$ c

White Lead, American, in Oil, in lots  
of less than 500 lbs..... $\frac{3}{4}$  lb. net 7c

In lots of 500 lbs. and over..... $\frac{3}{4}$  lb. 6 $\frac{1}{2}$ c

White Lead, Foreign, in Oil, in lots  
of less than 500 lbs..... $\frac{3}{4}$  lb. 8c@9 $\frac{1}{2}$ c

Litharge, Kegs..... $\frac{3}{4}$  lb. 6 $\frac{1}{2}$ c@7c

Zinc, American, Dry..... $\frac{3}{4}$  lb. 4 $\frac{1}{2}$ c@5 $\frac{1}{2}$ c

**Putty—**

In bulk.....\$1.90

In bladders.....2.40

In cans, 50 lb.....2.00

In cans, 25 lb.....2.25

In cans, 12 $\frac{1}{2}$  lb.....2.50

In cans, 5 lb.....3.50

In cans, 3 lb.....4.00

In cans, 2 lb.....4.50

In cans, 1 lb.....5.00

**Spirits Turpentine—**

In regular bbls.....41 $\frac{1}{2}$ c

In machine bbls.....42 c

**Dry Colors—**

Blue, Chinese.....35 @40 c

Blue, Prussian.....33 @38 c

Blue, Ultramarine.....6 @30 c

Sienna, Italian, burnt &  
powdered.....4 $\frac{1}{2}$ @10 c

Sienna, Italian, raw &  
powdered.....8 @7 c

Umber, Turkey, burnt.....2 $\frac{1}{2}$ @3 $\frac{1}{2}$ c

Umber, Turkey, raw.....2 $\frac{1}{4}$ @3 $\frac{1}{2}$ c

Green, Chrome, Ordinary.....5 @7 c

Green, Paris, in bulk.....15 @16 c

Indian Red, American.....2 $\frac{1}{4}$ @3 c

Indian Red, English.....4 $\frac{1}{2}$ @8 $\frac{1}{2}$ c

**Colors in Oil—**

Black Lampblack, best.....13 @15 c

Black Lampblack, common.....8 @10 c

Blue, Chinese.....35 @40 c

Blue, Prussian.....33 @38 c

Blue, Ultramarine.....6 @30 c

Sienna, Italian, burnt &  
powdered.....4 $\frac{1}{2}$ @10 c

Sienna, Italian, raw &  
powdered.....8 @7 c

Umber, Turkey, burnt.....2 $\frac{1}{2}$ @3 $\frac{1}{2}$ c

Umber, Turkey, raw.....2 $\frac{1}{4}$ @3 $\frac{1}{2}$ c

Green, Chrome, Ordinary.....5 @7 c

Green, Paris, in bulk.....15 @16 c

Indian Red, American.....2 $\frac{1}{4}$ @3 c

Indian Red, English.....4 $\frac{1}{2}$ @8 $\frac{1}{2}$ c

Sienna, raw.....11 @13 c

Umber, burnt.....11 @13 c

Umber, raw.....11 @13 c

Brown, Vandyke.....11 @13 c

**MAPLE SUPPLIES**

**SYRUP  
CANS.**

**SAP PAILS,**

**PAIL  
COVERS,  
Etc.**

If you handle  
these goods, you  
need our cata-  
logue.

Inquiries Solicited.

**YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.**

**FRYING-PAN CLOCKS**

Are unique and ornamental as well  
as useful. They come in two sizes,  
10 in. dial, with raised figures, and  
6 in. dial, with painted figures.

Also Tile, Program and 60-Day Clocks.

SEND FOR CATALOGUE NO. 1000.

**The Prentiss Clock Improvement Co.,**

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Van Wagoner & Williams Hardware Co., New York  
and Cleveland. [Hinges, Anvils, etc.]: Having been  
represented in your columns almost from the first issue,  
we have a feeling of pride and pleasure in your achieve-  
ments.

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See Tackle Blocks.

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Sargent & Co., New York.

**Door Springs.**

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.  
Sargent & Co., New York.

**Drawing Instruments.**

Keuffel & Esser Co., New York.

**Drills, Bench.**

Geo. Burnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dumb Waiters.**

Kimball Bros., Council Bluffs, Iowa.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Electrotypers.**

A. Mugford, Hartford, Conn., and New York.

**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Emery-Wheel Tool Grinder.**

Buffalo Emery-Wheel Co., Buffalo, N. Y.

**Enameled Door and Number Plates.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Enameleine.**

J. L. Prescott & Co., New York.

**Enamelers.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Engravers, Wood and Photo.**

A. Mugford, Hartford, Conn., and New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fences, Wire and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.  
Detroit Fence Co., Detroit, Mich.  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland Ohio.

**Files.**

Arcade File Works, Anderson, Ind.  
G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Nicholson File Co., Providence, R. I.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Hartley & Graham, New York.  
Remington Arms Co., New York.

**Fishing Tackle.**

Enterprise Mfg. Co., Akron, O.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flour Sifters.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fly Traps.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Chas. D. Brown, New York.  
Sargent & Co., New York, and New Haven, Conn.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Brilliant Gas Lamp Co., Chicago, Ill.  
Chicago Solar Light Co., Chicago, Ill.  
Martin & Morehead, Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Motors.**

Lowell Model Works, Lowell, Mass.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

Smith & Hemenway Co., New York  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Gun Implements.**

Hartley & Graham, New York.  
Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
P. J. Courroy, Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.  
Russell & Erwin Mfg. Co., New York.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joint and Wall.**

Van Dorn Iron Works Co., Cleveland, Ohio.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

Allerton-Clarke Co., New York.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. K. Myers & Bro., Ashland, Ohio.



**Hay Forks.**

Iowa Farming Tool Co., Fort Madison, Ia.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York

**Heaters, Oil.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Hoisting Machinery.**

Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.

**Hones, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Hooks.**

Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**

Ansable Horse Nail Co., New York.  
Capwell Horse Nail Co., Hartford, Conn.

**Horse Raps.**

Arcade File Works, New York and Chicago.  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose Menders.**

John H. Graham & Co., New York.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

Boston Belting Co., Boston, Mass.  
F. E. Myers & Bro., Ashland, Ohio.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
Wm. T. Wood & Co., Arlington, Mass.

**India Oil Stones.**

Norton Emery Wheel Co., Worcester, Mass.  
Pike Mfg. Co., New York and Pike Station, N. H.

**Iron.**

Bruce & Cook, New York.

**Iron Fences.**

Detroit Fence Co., Detroit, Mich.  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Bicycle Step Ladder Co., Chicago.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

Detroit Fence Co., Detroit, Mich.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Mowers.**

Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

Underhill, Clinch & Co., New York.

**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Allerton-Clarke Co., New York.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Luminous Baits.**

Enterprise Mfg. Co., Akron, O.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Sickels & Nutting Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

**Office Railings.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Photo-Engraving.**

A. Mugford, Hartford, Conn., and New York.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Filters, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Polish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.

**Post Hole Diggers.**

John H. Graham & Co., New York.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Brass and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Hones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Razor Strops.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Refrigerators.**

Baldwin Refrigerator Co., Burlington, Vt.

**Refrigerator Door Fasteners.**

P. J. Conroy, Philadelphia.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.  
Novelty Mfg. Co., Jackson, Mich.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roofing Nails.**

Salem Nail Co., New York.

**Roofing and Roofers' Supplies.**

L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baeler, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand-Paper Blocks.**

T. L. Prevost, Racine, Wis.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sap Pails.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sap Pail Covers.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.

**Scales.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screws, Set and Cap.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screw Drivers.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Drivers, Electricians'.**

The Ducharmes & Co., Shelburne Falls, Mass.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.  
Pike Mfg. Co., Pike Station, N. H.

**Seal Presses.**

Charles Morrill, New York.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

National Sewing Machine Co., Belvidere, Ill.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Alfred Field & Co., New York.  
R. Heinich's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.  
Universal Scissor, Tool & Nov. Co., New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Boxes.**

W. C. Heller & Co., Inc., Montclair, N. J.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts.**

Baxter, Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shovels.**

Allerton-Clarke Co., New York.  
Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Signs, Enameled Steel.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Silver Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Sink Strainers.**

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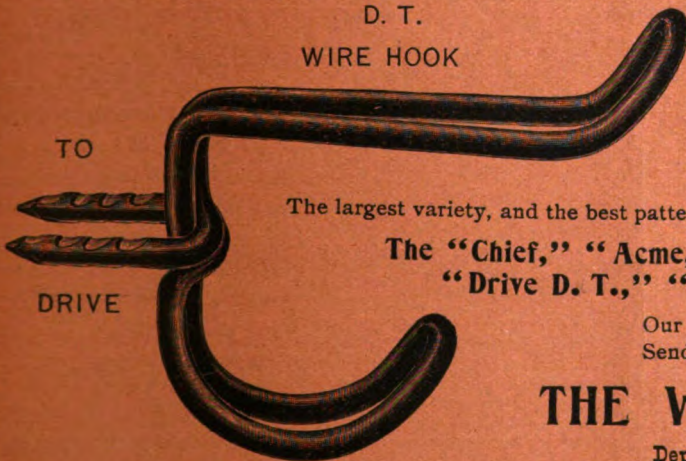
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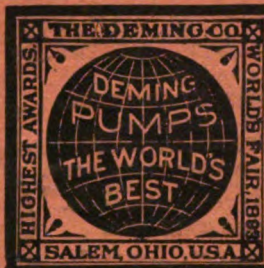
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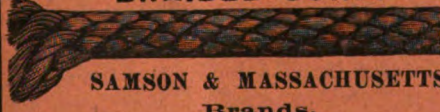
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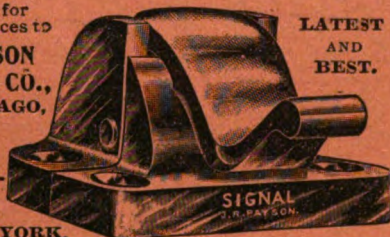
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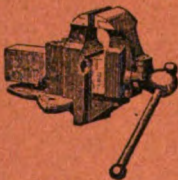
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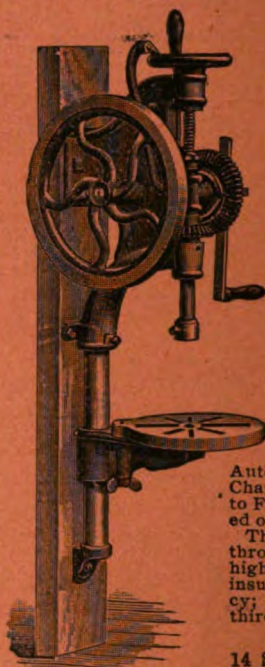
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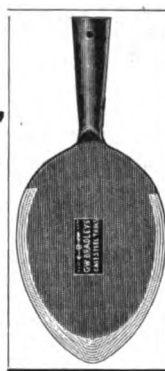
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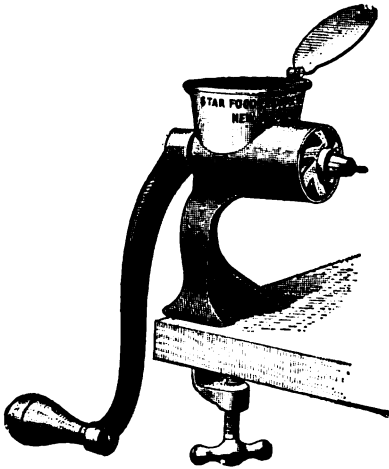
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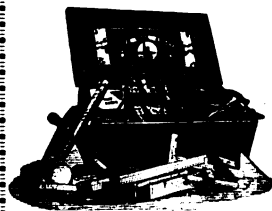
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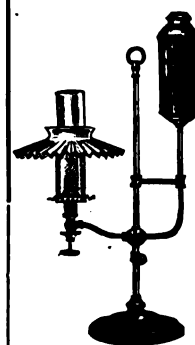
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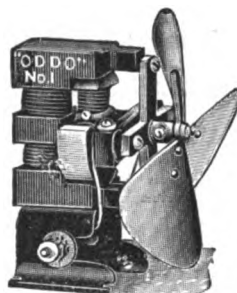
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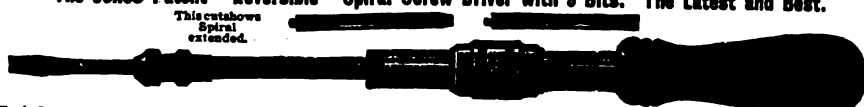
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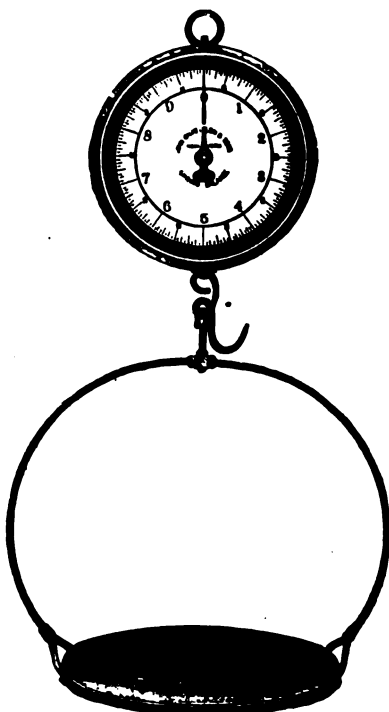
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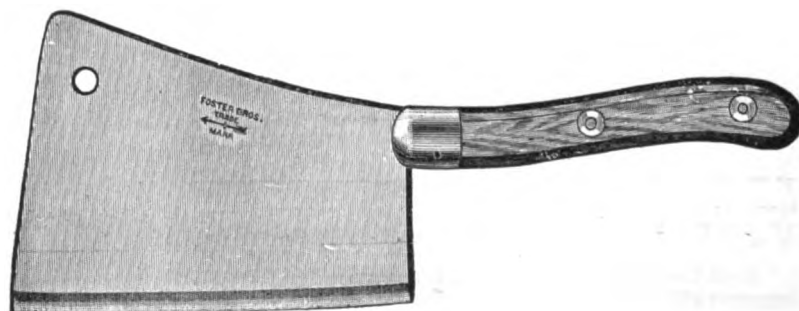


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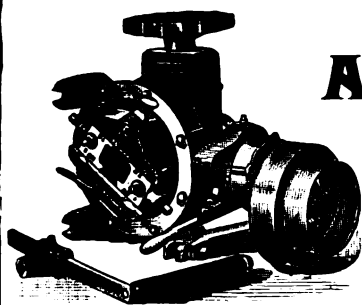
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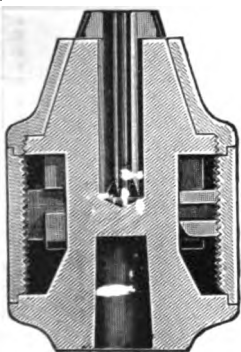
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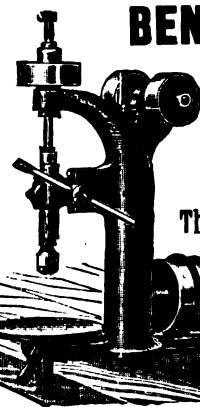
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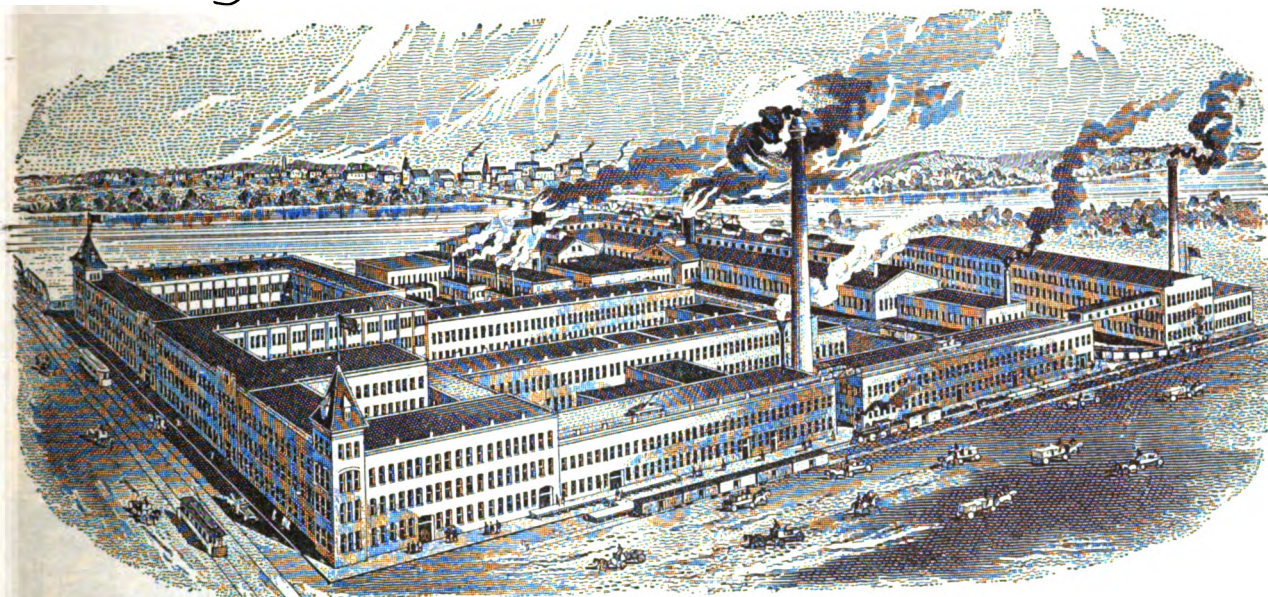
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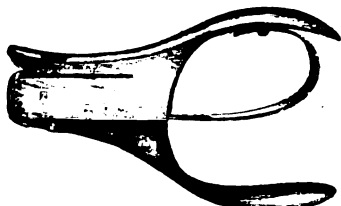
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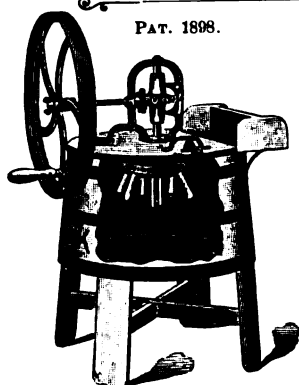


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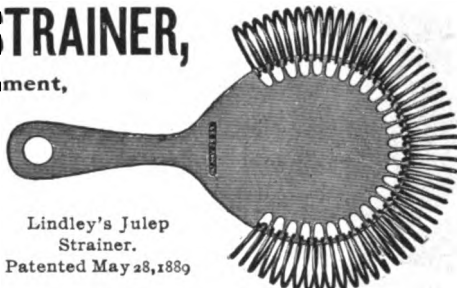
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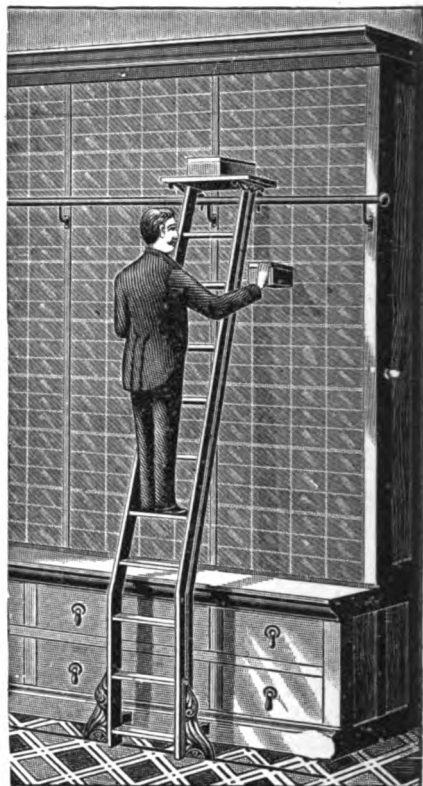
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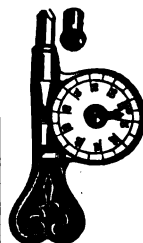
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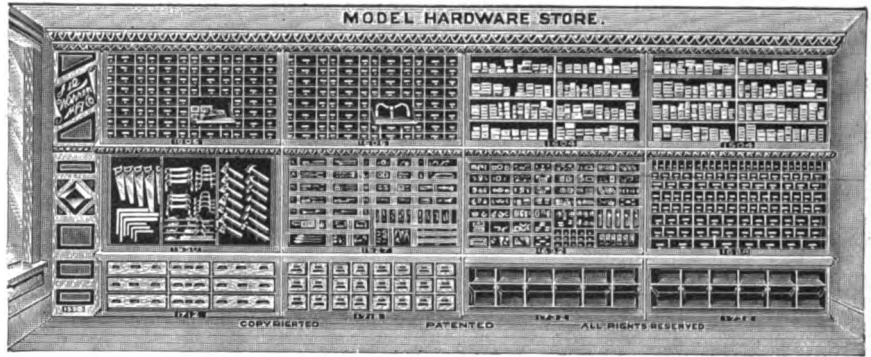
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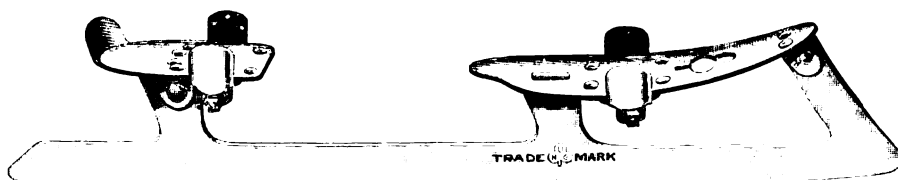
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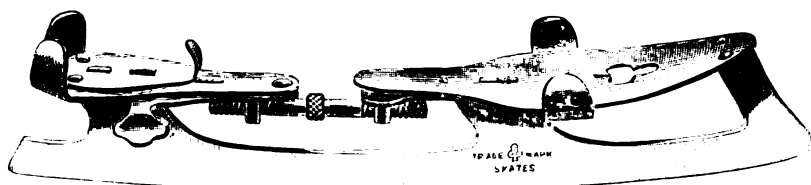
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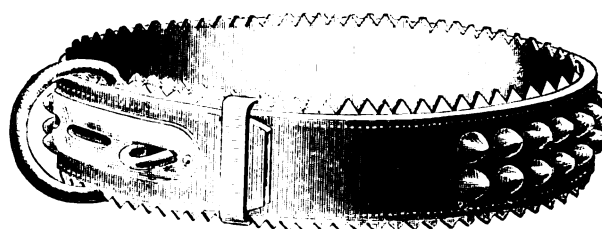
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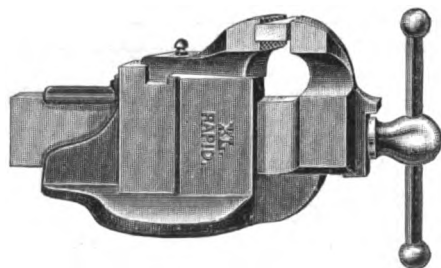
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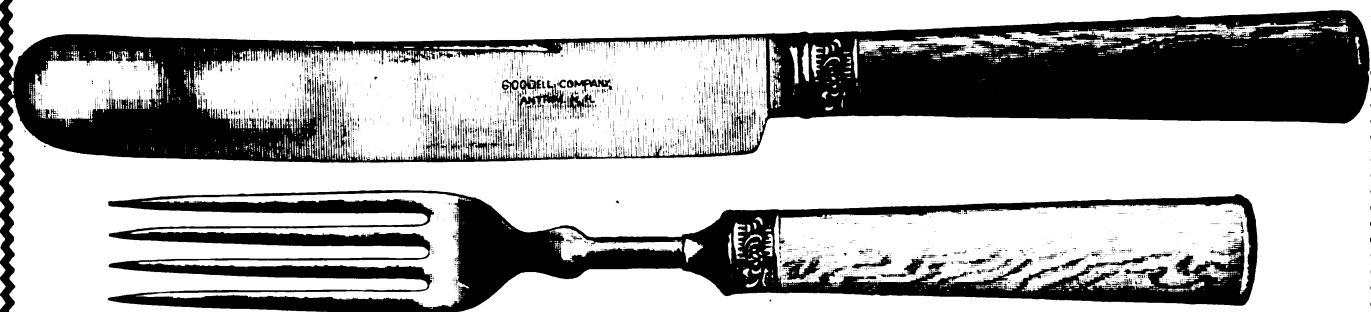
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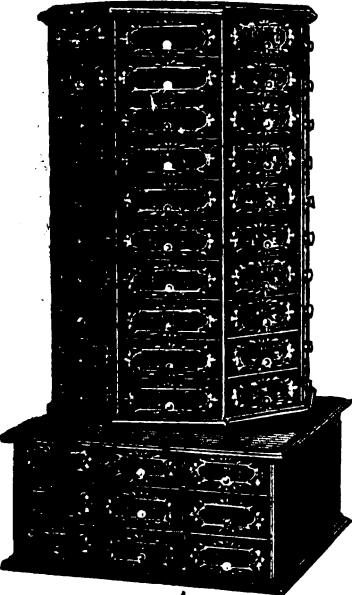
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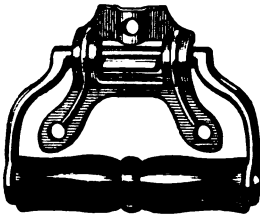
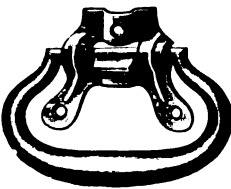
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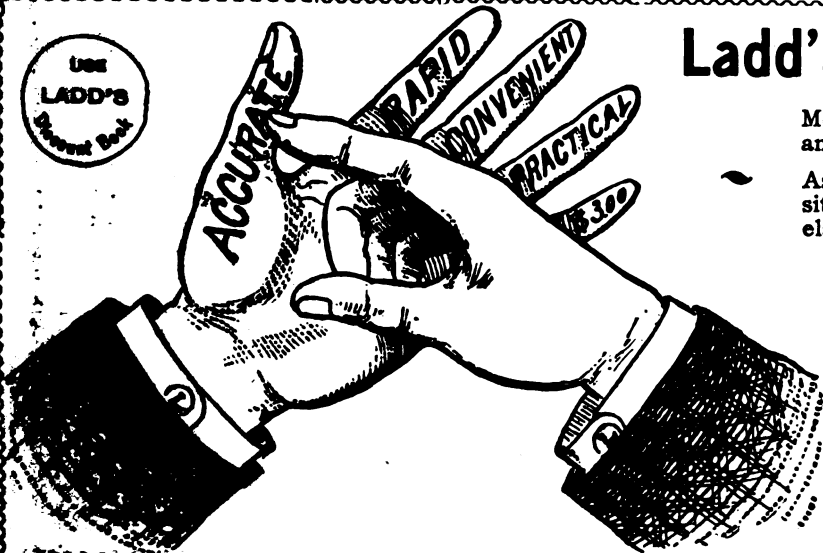
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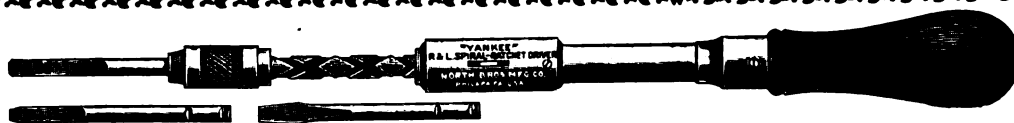
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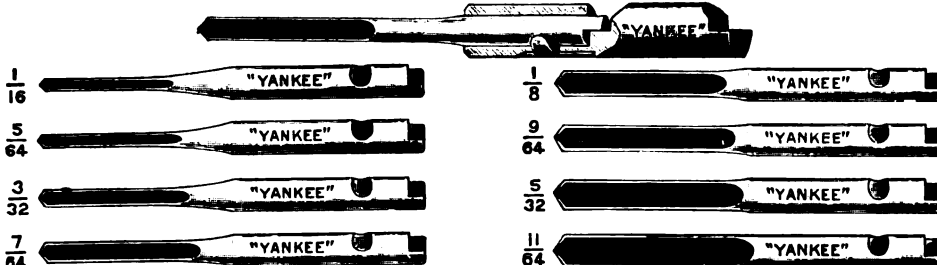
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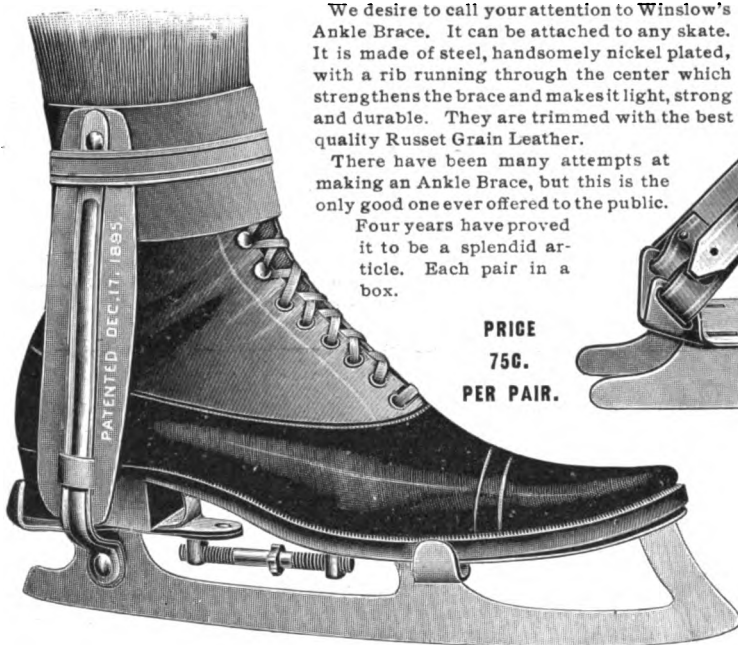
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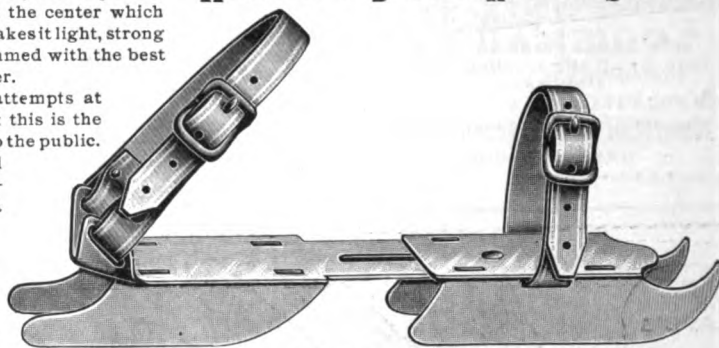
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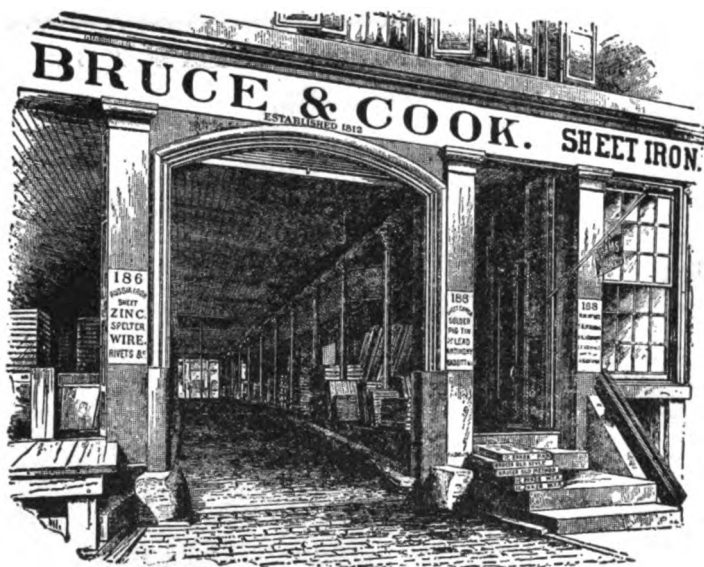
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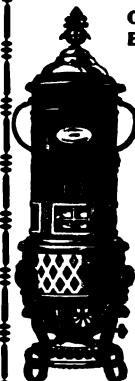


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Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

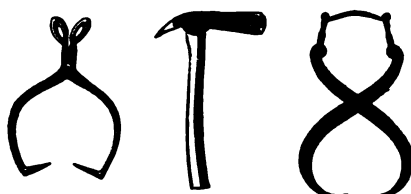
When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

# \$5

The Plume & Atwood Mfg. Co.

NEW YORK CHICAGO

Factories, . . . . . Waterbury and Thomaston, Conn.



## ICE TOOLS

OF FINEST QUALITY.

WM. T. WOOD & CO., Arlington, Mass.

Send for 1900 Summer Price List.

## Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,

Drive or Belt Punches,

Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

42 Lincoln St. BOSTON.

ESTABLISHED 1840.

## Luther Boardman

EAST HADDAM, & SON.

MANUFACTURERS  
OF NICKEL SILVER  
AND ELECTRO PLATERS  
FLAT TABLE WARE.

SPOONS, FORKS,  
BUTTER KNIVES ETC.

ALSO  
BRITANNIA SPOONS,  
QUALITY GUARANTEED.

THESE GOODS HAVE  
BEEN BEFORE THE PUBLIC  
FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPARALLELED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
UNEQUALLED IN DURABILITY.  
AND TAKING OTHER

# "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

... Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

**MCKINNEY MFG. CO.,**

**Allegheny, Pa.**



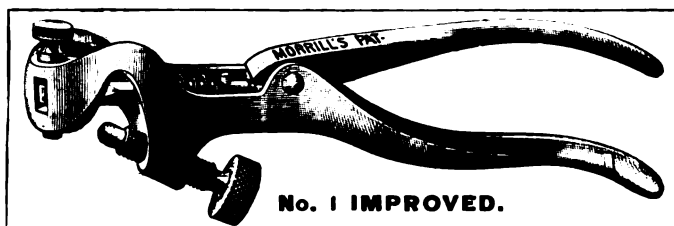
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

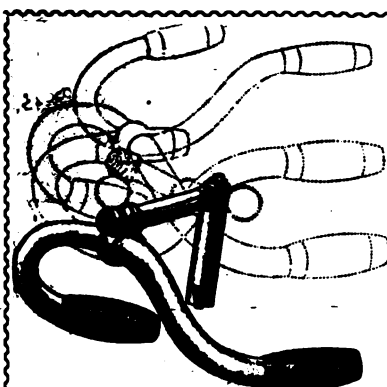


Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

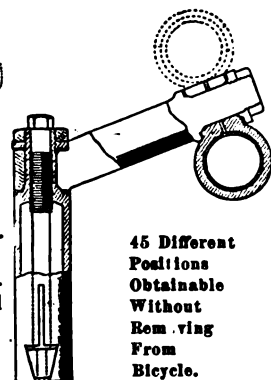
Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.



The Hussey Handle Bar  
Detachable  
Reversible  
Adjustable  
EXTENSION.

Positively the Best Expander ever used. It is self releasing. Electrotypes now ready for catalogues. Write for printed matter and full particulars to

**The Cycle Fittings Co.,**  
CINCINNATI, OHIO.



45 Different  
Positions  
Obtainable  
Without  
Removing  
From  
Bicycle.



WE ARE THE INVENTORS OF THE  
**CAULKING MALLET**

NOW USED IN ALL THE SHIP YARDS  
OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

**N. Y. MALLET & HANDLE WORKS,**  
Established 1845.

454 E. HOUSTON ST., NEW YORK, U. S. A.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.

## Baldwin Refrigerators.



New Styles and Designs for 1901.

Tile, Zinc, Steel or Spruce Lined.

Ash, Oak and Softwood Cases.

Dry Air and Positive Circulation.

Latest Cleanable Features.

Strong and Handsome Hardware.

The Best Lock in the World.

Air-tight Waste Trap.

Ball-bearing Casters.

Swing Base.

Workmanship and Finish Beyond Criticism.

We have the best and most thoroughly equipped exclusive refrigerator factory in the East. We have learned how to make the best refrigerator and we always do it. We have had 25 years' practical experience and are no experiment.

NEW CATALOGUE READY.

**Baldwin Refrigerator Co.,** Burlington, Vermont.

## The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

### SASH CHAINS.

"Giant," "Red Metal"

• • Cable and Jack

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

New York Agent : J. J. Halpin, 68 Reade Street.  
Philadelphia Agent : W. E. Trull, 18 N. Sixth Street.  
Chicago Agent : H. H. Munger, 149 Lake Street.  
St. Louis Agent : Chas. M. Groves, Chemical Bldg.

## Christmas Decorations

Will soon be in order and numerous small articles such as Christmas houses, gardens, etc., will require brightening up to be in keeping with the cheerful appearance of things incident to the season. We furnish paints and varnishes to the dealer in small packages suitable for this trade. Are you prepared to furnish either to your customers?

**Harrison Bros. & Co., Inc.,**

White Lead, Colors, Paints, Varnishes & Chemicals,

Thirty-fifth and Grays Ferry Road,  
PHILADELPHIA.

117 Fulton St.,  
NEW YORK.

27 Lake St.,  
CHICAGO.

## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

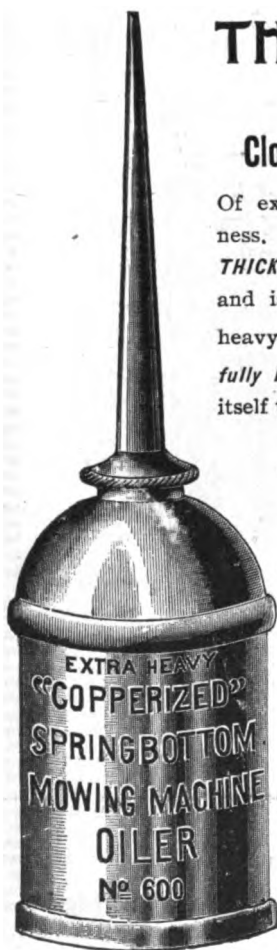
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

The Wilmot & Hobbs  
Mfg. Co., ▲ ▲ ▲

BRIDGEPORT,  
CONN. . .



## A BUILDING'S CROWNING GLORY IS ITS ROOF

## P & B RUBEROID ROOFING

Is a "crowning glory" to any building. And it isn't a fleeting glory either! It is always *there*! Unlike its tar-and-paper or asphaltum imitators, it won't rot out or dry out. Its backbone is the best, strongest felt, specially prepared to resist weather, water, heat, steam, acids, gases, alkalies, etc., and *we can prove* that it will outlast any roofing made. Extremes of temperature will not affect it. It is clean and easily applied, tasteless and odorless. We'd like to send you samples.



EVERY  
ROLL  
BEARS

THIS  
TRADE  
MARK.

THE STANDARD PAINT COMPANY,  
85-87 John St., NEW YORK.



# HARDWARE

Adelbert M. Woods, Wolcott, Conn., is about establishing a general store in that town, and would be pleased to hear from manufacturers and jobbers catering to that class of trade, with catalogues and discount sheets, giving him the necessary information in regard to the line of goods most desirable to carry.

Garland Chain Co., Rankin Station, Pa., have recently acquired the good will and business of the American Steel & Wire Co., in connection with the manufacture of galvanized pump chain, rivets, etc. They are increasing their facilities in order to give more attention to these particular lines than has been the case in the past.

An interest in the New York Export & Import Co., 56 Pine Street, New York, has been acquired by Henry T. Seymour, who has been connected with the Hardware trade of New York city for a number of years. This company acts in the capacity of selling agents for the products of leading manufacturers, having achieved considerable success in introducing a number of new lines in foreign countries. In the interest of this department of their business, it is in contemplation that Mr. Seymour will make a business trip around the world, visiting the various offices and agencies established by the company, in such places as Bombay, Calcutta, Hong Kong, Singapore, Shanghai and Manila, investigating the respective advantages of the future export trade and its many requirements.

Art Stove Co., Detroit, Mich., have recently elected as president of the company Henry Stephens, who is largely identified with the lumber business and well known in that connection for a number of years. He will succeed the former president, Neil McMillan.

I. L. Waterman and A. L. Waterman, composing the firm of I. L. Waterman & Son, have recently established themselves in business at 35 Warren Street, New York, as manufacturers' representatives. The members of this concern have had many years' experience in this locality in the Hardware and kindred metal trades, including brass and copper. Several first-class connections have already been made, and they are desirous of adding a few additional lines. Manufacturers, with a view of extending their trade in this market, might find it of advantage to open communication with this firm.

Grand Rapids Refrigerator Co., Grand Rapids, Mich., have in preparation an entirely new catalogue of their line of goods which will contain 124 pages, and will show the Leonard Cleanable Refrigerator in every grade—in zinc, nickeloid and with porcelain linings, and, in fact, embrace every one of their various styles of cabinet work and finish. They will be pleased to receive requests to forward this catalogue upon application, which will be promptly complied with.

The Union and Electric Supply Co. was recently incorporated at Providence, R. I., for the purpose of engaging in the business of selling and otherwise disposing of Hardware and other kinds of merchandise. The capital stock is stated at \$100,000; 500 shares each of preferred and common stock of the par value of \$100 a share. The incorporators are William H. Angell, of Swansea; Clarence S. Angell, of Barrington; Howard L. Perkins, of Cranston, and William L. Adams, Charles E. Dudley and Frederick S.

Clark, of Providence. The incorporators have all for some time been employed as clerks or otherwise connected with the well-known house of the Belcher & Loomis Hardware Co., Providence. At a subsequent meeting the following officers were elected: President, C. S. Angell; vice-president, W. H. Angell; secretary, W. L. Adams; treasurer, H. L. Perkins. The electrical end of the business will be under the management of W. L. Adams, who has managed the electrical department of the Belcher & Loomis Hardware Co. for several years past.

Under the title of "Should Old Acquaintance Be Forgotten" will be found on another page in our paper the initial reminiscence paper of an old Hardwareman, who for fifty years and over has been in close touch with the trade. His subsequent articles, commencing with the period when Southern trade only was canvassed by traveling salesmen from New York, who without large catalogues and many trunks of samples still sold large bills at good profits, will be looked forward to with undoubted interest.

At the November meeting of the Board of Governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in the club:

H. R. Ayers, 97 Liberty Street.  
George M. Landers, New Britain, Conn.  
William T. Brown, 126 Nassau Street.  
Lowrie C. Briggs, 10 Jay Street.  
Frank C. Jennings, 190 Water Street.

E. I. Du Pont De Nemours & Co., Wilmington, Del., have recently published an extremely attractive booklet under the title of "Field, Marsh and Fen," which deserves special mention for its artistic get-up. It has twenty pages of reading matter, printed on coated paper of high finish, the many illustrations, which are of unusual excellence, and the text, being printed in a characteristic brown which show them off to the best advantage. It is worthy of a wide distribution.

Charles S. Lawrence, now the Greater New York representative of Tower & Lyon, was instrumental in publishing in 1894 the fine lithographic picture of Representative Hardwaremen of New York City, still ornamenting a number of business offices identified with the industry. He is now engaged in his leisure moments in the preparation of a new grouping that promises to be even more popular, of the leaders in the trade to-day. There is every reason to believe it will be eagerly sought after, and will prove a truly representative gathering.

As will be noticed in their advertisement on page 39, the Laffin & Rand Powder Co. announce the publication of their 1901 calendar which will be ready for the trade at an early date, and will undoubtedly prove an acceptable addition to the office equipment of the dealer receiving it.

William H. Cole, of the firm of Tower & Lyon, 95 Chambers Street, New York, has in contemplation a visit to the Pacific Coast immediately after Christmas, in the interest of the Union Hardware Co., and the number of leading manufacturers for whom his firm has been the representative for so long a period. That he will be received by the jobbers of the Coast with a welcome greeting goes without saying, and he will no doubt return home laden with the fruits of his trip in the shape of big orders representing his entire line of goods, so many of which are of special importance. Warren M. Tower will accompany Mr. Cole on the trip, and he anticipates increasing his geological experience while visiting the Canyons of the Colorado. Before returning from this six weeks' trip, they intend visiting British Columbia and other British provinces.

# HARDWARE

VOL. XXII

DECEMBER 10, 1900.

NO. 5.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

**Change of Date.**—It takes two weeks to change the date, after your subscription is renewed.

**Expiration of subscriptions.** The date on the wrapper indicates when your subscription expires.

**Change of Address.**—Always give both your old and your new address when you ask us to change your address.

**The Name of your Post-office and of the State you live in should always follow your own name when writing to this office.** We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

|                 |   |   |                          |
|-----------------|---|---|--------------------------|
| L. E. MITCHELL, | - | - | President.               |
| A. P. MITCHELL, | - | - | Secretary and Treasurer. |
| HENRY HOPKINS,  | - | - | Editor.                  |
| A. E. BOLLES,   | - | - | Advertising Manager.     |

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The movement of business progresses favorably in all sections of the country, and from present indications the retail holiday trade will prove to be of larger volume than any similar season in a decade. Full employment for the workers producing wages that leave a margin for savings, with the prospect of another four years' happy continuance, opens the pocketbooks of the people, and benefactions are widely distributed at this the holiday season, warming many hearts with unexpected sunshine, and finding new opportunity for the development of that interest in the unfortunate, which shows we are but human even if we seek the almighty dollar, and treasure it for the good which it may accomplish.

The steadiness given to the general market at the present time is commented upon favorably by the trade. What business demands for the commencement of the 20th century, is that we shall have no "boom" conditions to unsettle confidence in the future, but a steadily progressive programme, founded on common sense and past experience, that will enable stock orders to be given without fear of wide fluctuations either one way or the other, so that all branches of trade may be benefited by the present conditions surrounding every branch of the industry, and the natural growth of the consumer's wants will furnish an increase of trade that will make the year memorable for its aggregate business.

Fearing a natural upward trend to prices, which is so apt to follow a large demand for staple supplies, a number of long-headed buyers are already on the manufacturers' books with orders covering Spring requirements. In-

dications point to a larger domestic demand than usual, arising from the growing cash surplus among our agricultural communities, whose products have been sold at record prices and the proceeds already banked for prompt payments in the future for improvements seriously contemplated to increase present facilities for production.

This state of affairs is likely to continue unless some unwise movement is inaugurated to advance present quotations unnecessarily and stultify the efforts of the whole trade, now ready and willing to take the fullest advantages of the prosperous state of affairs noticeable on every hand.

The stiffening prices seen in all recent transactions in iron and steel tell a story of their own to the wary buyer for stock, creating as it does a greater degree of confidence respecting future values. Especially is this the case with the transactions in Heavy Hardware, or lines of goods in which material enters more largely than labor. Where orders are possible of being placed at prices lately in vogue, advantage is taken to protect stock possibilities by booking their accustomed specifications for future delivery.

When comparisons of last month's trade are made with the tide of traffic prevailing a year ago, it is remembered how much higher quotations were at that time, and how great a volume of business it must show when the recorded amount of sales are placed beside the increased tonnage of to-day's business. The sales for the present month, as reported by the jobbers, continue in ample fullness, and the returning travelers give every encouragement for the continuance of these conditions.

The long spell of favorable weather has had a good effect in hastening forward the completion of many building enterprises that might otherwise have been postponed until Spring. It even permitted outdoor work to be prosecuted with vigor, all of which had its effect upon the extraordinary demand for staple requirements, which bids fair to open the new year under the most encouraging auspices if not discouraged by too much juggling with the discount sheets.

The mild weather has interfered with the hopes of the skate manufacturers in the marketing of a large product at present quotations. Unless we obtain freezing weather between now and the holidays it is feared that the stocks of skates carried over from last season will be found almost sufficient for current wants among the greater part of the retail trade. The skate business has always realized the greatest sales when ice production follows closely upon Thanksgiving Day.

The absence of snow is also mourned by the Eastern markets, as orders for sleds, snow shovels, ice chisels, etc., have to be given early in the season to anticipate positive delivery on time, and the large amount of space required by these bulky goods makes an active market the most desirable one.

In footing up the present stocks in the annual inventory it will be a matter of surprise for many of the jobbers to notice the great differences that have been produced by the changing fluctuations of the year. It would seem almost incredible that so great a difference could have prevailed on a number of leading lines, as this comparison of cost will give evidence of. Let us hope all the old stocks have been pushed out during the year with but little or no loss, and that the inventory will show only fresh new goods bought at the lowest prices prevailing since

June first. One consolation is still to be enjoyed: at present prices there can be no possible drop that can demoralize Spring trade.

Many of the buyers are anticipating greater concessions in prices of steel goods, shovels, scythes, etc., which they argue are still held at prices abnormally out of proportion to those prevailing a few years ago under equally as favorable conditions in the markets for material. The trade is slow to realize how terribly demoralized were prices in these extensive lines at the period referred to, many orders being booked at prices unproductive of any profit, and that a similar condition of affairs is scarcely possible. Orders, they know, must be booked without much greater delay, or the chances for prompt delivery will surely be jeopardized.

### A Statistical Abstract of the World's Commerce.

A statistical abstract of the world which will show the imports and exports of every country in the world having statistical reports is the ambition of the Bureau of Statistics of the Treasury Department. To present in a single volume a picture of the world's commerce, not only of today, but extending back over a long term of years, and to show that commerce in detail as to principal articles, country by country, with quantities and values stated in United States currency and measures of quantity, is a work of no small magnitude, but of such great importance to the commercial interests of the country that it is being resolutely undertaken by the Bureau of Statistics. The details of this work, which will be carried on under the personal supervision of the Chief of the Bureau, have been entrusted to Mr. Benjamin T. Welch, whose long service in the Bureau especially fits him for this duty.

The opening chapter of the proposed volume has already been completed. It shows the total imports and exports of each country of the world having statistical records, from the earliest date for which the figures are attainable down to the present time. In the case of the United Kingdom, the report begins with the year 1800, and shows the total imports, total exports, and excess of imports or exports in each year from that date to the present time. In the case of Austria-Hungary, the record begins with the year 1860; Belgium, 1831; France, 1831; Germany, 1872; Italy, 1861; Netherlands, 1860; Russia, 1861; Spain, 1860; Norway, 1860; Sweden, 1860; Canada, 1851; Mexico, 1873; Argentina, 1870; Chile, 1860; China, 1868; Japan, 1874; India, 1851; Australia, 1851; Egypt, 1874, and Cape of Good Hope and Natal, 1851, in each case the figures covering the entire period from the earliest date named to the present time. The subsequent chapters will give the details of the commerce of each of these countries, the principal articles imported and exported during a term of years down to the latest attainable date, and the principal countries from which its exports are obtained and to which its exports are distributed.

The figures on the total commerce, country by country, which have already been completed, afford material for some interesting comparisons with our own growth meantime. The imports for home consumption of the United Kingdom, for instance, which in the year 1800 amounted to \$81,310,000, amounted in 1890 to \$2,043,896,450, an increase of 2400 per cent., while in the case of the United States, the imports for home consumption in 1800 were \$52,121,891, and in 1899, \$685,441,392, an increase of 1215 per cent. Taking the export side, the contrast is much more clearly in favor of the United States. The exports of articles of home production from the United Kingdom in 1800 were \$111,107,000, and in 1899 \$1,287,151,345, an increase of 1059 per cent.; in the case of the United States, the exports of home products in 1800 were \$31,840,903, and in 1899, \$1,203,931,222, an increase of 3681 per cent.

In the case of France, the comparison is equally interesting. The imports for consumption into France in 1831 were \$72,182,000, and in 1899, \$872,032,000, an increase of 1108 per cent.; while the exports of articles of home production were, in 1831, \$88,088,000, and in 1899, \$801,452,000, an increase of 810 per cent. In the case of the United States the imports for home consumption in 1831 were \$82,008,110, and in 1899, \$685,441,889, an increase of 734 per cent., and the exports of articles of home production were, in 1831, \$59,218,583, and in 1899, \$1,203,931,222, an increase of 1933 per cent.

The official data covering the commerce of the German Empire in its present form begin with the year 1872, in which year the imports for home consumption were \$793,726,000, and in 1899, \$1,304,977,000, an increase during that period of 64 per cent. The exports of home products were, in 1872, \$564,165,000, and in 1899, \$801,452,000, an increase of 42 per cent. A comparison of the figures of the commerce of the United States covering the same period shows the imports for home consumption in 1872 to be \$560,419,034, and in 1899, \$685,441,892, an increase of 24 per cent., and the exports of home products in 1872, \$428,487,131, and in 1899, \$1,203,931,222, an increase of 181 per cent.

One especially interesting fact developed by a study of these figures is that in the case of the United States they show, with much greater frequency than in any other countries, a favorable "balance of trade," or excess of exports over imports. In the United Kingdom, Germany, France, Belgium, Italy, Netherlands, Sweden and Norway, and Spain, the imports exceed the exports, in some cases by large sums, and this is true also of China and Japan. In the newer and greater producing countries, Canada, Mexico, Argentina, Australia and India, the exports exceed the imports in nearly every case, though in sums which are insignificant when compared with the enormous balance of trade in favor of the United States in recent years.

The commerce of forty-seven countries other than the United States is pictured in the opening tables of the proposed volume. Of this number, eighteen countries show an excess of exports over imports, and twenty-nine show an excess of imports over exports. The principal countries which show an excess of exports over imports are Canada, Mexico, Argentina, Chile, Australasia, India, Egypt, Spain, Austria-Hungary and Russia. A study of the detailed figures in this group of favored countries whose exports exceed their imports, and a comparison of their exports with that of the United States alone furnish a striking evidence of the phenomenal prosperity of our own country. No one of the eighteen countries whose exports exceed imports shows a favorable balance of trade approaching that enjoyed by the United States, and a compilation of the excess of exports in the entire group of eighteen countries having such excess gives a grand total of only \$414,845,000, in the latest attainable year, as against an excess of \$544,542,131 in favor of the United States alone in the fiscal year 1900.

### Chinese Banknote Five Centuries Old.

In the showcases devoted to exhibits of early printing from Japan and China, the British Museum authorities have just placed an interesting addition—a Chinese banknote issued during the reign of the Emperor Hung-Wu, A. D. 1368-99. This is the earliest specimen of a banknote known to exist in any country, and is three hundred years earlier than the establishment at Stockholm of the first European bank which issued notes. About eighteen inches in length and half that in width, it is a curious looking document.

Mr. Bowser—Hulda, how do I look in this evening dress?

Mrs. Bowser—Why, Daniel, you look just splendid.

Mr. Bowser—I ought to, Hulda. I don't think I ever was more uncomfortable in my life.—*Ex.*



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION: Kindly inform me what steps are necessary to be taken to wind up the affairs of a corporation in New York State?

REPLY: The New York statutes generally provide three methods for dissolving a corporation. An action may be brought by the Attorney-General of the State in the nature of a *quo warranto*, for the failure of the corporation to exercise its franchise or for the misuse of its franchise. An action may also be instituted by the Attorney-General where a corporation has remained insolvent for a year, and also upon some other grounds mentioned in the statute. The third means provided by the statute is a special proceeding for the voluntary dissolution of the corporation, which may be instituted by a majority of the directors when, in their opinion, it is for the best interest of the creditors and stockholders that the corporation should be dissolved. This latter proceeding is perhaps the commonest and the means most frequently used to terminate the existence of a corporation in New York State. The directors petition the Supreme Court in the county where the company has its principal place of business, and a referee is appointed to determine the facts alleged in the petition. If the corporation is insolvent and about to be sued, often the best thing the directors can do is to commence this proceeding and have a receiver appointed, when all suits will generally be restrained and the claims in time adjusted. After the necessary facts are in the possession of the directors' attorney, this decree can generally be obtained in four days and it frequently happens by taking this action promptly a creditor to a large amount is prevented from obtaining judgment against the corporation, and having his claim paid in full to the exclusion of smaller creditors.

QUESTION: My brother died recently leaving an insurance policy payable to his estate. He left no will and I am the only member of his family. Kindly tell me how I should proceed to collect the insurance?

REPLY: You should at once apply for letters of administration upon your brother's estate to the Surrogate of the county where he formerly resided or in which he owned personal property at the time of his death, and you should have the doctor who attended your brother sign the proper proofs of death required by the insurance company. The insurance company will not pay you the amount of the policy until you are able to show them that you have been duly appointed administrator of your brother's estate. No time should be lost in preparing proofs of death, as the insurance companies require these proofs of death to be filed with them generally not later than forty or sixty days after death. We would advise your consulting a lawyer at once and placing the matter in his hands.

QUESTION: Some months ago we delivered several cases of goods to Messrs. ——— and Company on thirty days' credit. We thought the company to which we delivered the goods was a company of the same name which was rated by Dun and Bradstreet as having good credit. We have since learned that the concern that received the goods is worthless and has been obtaining credit on the name of the good concern. We sent them goods amounting to \$500 and never received a cent. We understand that several creditors are contemplating an attachment of some of the goods and our agent has seen some of our goods still in the cellar of the store. What would you advise us to do?

REPLY: In cases of this kind the most important thing is to act promptly. A delay of a day, or sometimes of a few hours, is fatal to your interests. We are of the opinion that your best course would be to adopt the theory that the title to these goods is still in you, and that by the terms of

your sale you were still the owner of the goods until they were paid for. If you can take this ground, we would advise you to replevin the goods at once. Of course it will be necessary for you to place the matter in the hands of a lawyer to conduct for you. In this way if you can locate your goods you will, in all probability, recover them, and if you prove your case you would be entitled to a judgment against the firm in question for the balance due you, and for any damages you may have sustained by virtue of the wrongful detention of your goods.

QUESTION: I am desirous of forming a partnership with two friends of mine. What steps should I take to put matters in proper shape?

REPLY: You should communicate with a lawyer and state the terms upon which you would agree to become partners. It is not absolutely essential to the valid existence of a partnership that the articles of co-partnership should be in writing; but we would advise your insisting upon the agreement being reduced to writing, as it is much wiser and safer for all parties concerned. You should instruct your lawyer that you desire your interests protected, and it is wise to insert certain clauses, if possible, which permit you to withdraw under favorable terms should you and your partners disagree. It is also well to impose certain limitations on your partners, as, for instance, by agreeing in the articles of co-partnership that none of the partners will make or indorse notes in the firm name without the knowledge and consent in writing of all the partners. It should be borne in mind that each partner has authority to bind his co-partners within the scope of the partnership business, and for this reason it is to the interest of the firm for one partner to limit his co-partners in the matter of making notes or indorsing them. If the full name of at least one of the partners is not to be a part of the firm name and title, we would call your attention to Chapter 216 of the Laws of 1900, requiring him to file a certain certificate in the office of the County Clerk of the county in which you intend to do business.

## The Van Wagoner &amp; Williams Hardware Co.

The Van Wagoner & Williams Hardware Co., Cleveland, Ohio, was sold on November 20th to Walter D. Sayle, Cashier of the East End Banking and Trust Co., of Cleveland, Ohio, who purchased the property in the interest of the banks in the city of Cleveland who were stockholders in the company. This was the outcome of the report of a committee previously appointed by the guaranteed stockholders to take such action as might seem best for their interests and improve the future welfare of the company.

The company was crippled in the panic of 1893, and was reorganized with insufficient working capital. This condition soon became apparent to the banks of Cleveland, who owned about one-quarter of the guaranteed stock, and they expressed their willingness to be assessed, in common with the other guaranteed stockholders, for the purpose of providing the needed capital. About three-fourths of the guaranteed stock was held by Eastern banks, who were unwilling to advance any money for this purpose at that time, and ever since have steadily refused to contribute their portion of the capital evidently needed to develop the company and insure its permanent success. After repeated efforts to obtain the same, it was finally determined that this capital could not be obtained from the present guaranteed stockholders, and it was, therefore, decided to sell the company as the best way to serve the interests of all concerned.

The present owners intend to continue the plant as a going concern, and they are now considering what course is the best to pursue in order to put it in a favorable condition for successful and continuous operation.

A Frenchman named Dufour claims to have found a way of melting and molding quartz like glass.

## HARDWARE NOTES WITHIN THE PITTSBURGH RADIUS.

The age of the earth may be millions of years, but earth was never so young as she now is. Look about and compare.

If our merchants were to take more grains of salt than quinine, there would be fewer unassimilative dispositions.

The poker's admonition: "Hook on to me and I'll rake you good and hard." This is the tag motto noted as a stove display.

The Hardware dealers of every city may fund an enterprise aiming to maintain artificial ice rinks. There is a profitable end in sight.

Cold weather is coming on a-skate, and the small boy is daily blocking the Hardware dealer's window. But, as usual, there will be more in looks than sales.

A notable novelty in the shape of a traveler's post card is of sheet metal reduced almost to the thinness of foil. The metal has a slated surface.

Extract of an advertisement: "We lubricate our sales of patent axles with Mather Thousand Mile Axle Oil, and thus place our patrons and ourselves miles ahead of our competitors."

Andrew Carnegie is come home. His arrival was not heralded by cannonades and red fire, but by the boom of the iron and steel mills and blast furnaces. Fortuna smiles benevolently upon the laird's town.

I recently noted a Hardware dealer's delivery wagon, the body constructed along the lines of a mammoth wire mouse-trap. The driver himself was a monster mouse, i. e., he was accoutred in a semblance of mouse pelt uniform. It was not at Pittsburgh.

The autocar for business purposes is in little use here. The congested horse vehicle traffic does not admit of a wide use. But the cycle-autovehicular interest is as well developed as in larger metropolitan centres with magnificent street expanses, but fewer business fronts.

The first snows have fallen, and the waters are slowly creeping upon the river sands. River coal traffic is "looking up and down." Pittsburgh is not materially dependent upon river channel shipments, but during the period of car shortage, the waterways are of an importance not to be trifled with.

The typographical drum majors leading the army of American advertisement writers have accomplished great feats for the Hardware advertiser; yet quite a few dealers have learned that the public do not always become patrons through being amused by freak types, borders, sketches and such. It's merit alone that has won the success for the Hardware dealer, minus specialist.

Fireproofing wood promises to become more of a feature in the near future. Contractors are interested in the new developments in wood fireproofing, and Hardware dealers devote much valuable time to the consideration of personal and printed claims. The latest wood embalming process has been given various tests, but builders' time has been too valuable of late—any such innovations can only be casually introduced.

Mercantile statistics exhibit an insignificant number of failures, bad debt and hard-up cases in Pittsburgh's Hardware, iron and steel branches. Home pride, home money market, solid citizen wealth form the rock upon which Pittsburgh's industry and commerce are built. Eastern panics would affect local interests only in the sense of stock and bond holdings. The home money market seems practically unassailable.

A visit to the mills and salesrooms would prove the sheet steel industry to be in excellent condition as regards business expansion to fields thus far but indifferent buyers; while the immediate domestic demand meets anticipations. The demand includes all styles of embossed steel sheetings, sheet steel registers, crestings, eaves trough, steel sidings, conductor pipe, cornices, skylights, roofing, etc., the novelty line experiencing unchecked development.

A Hardware dealer of my acquaintance has a scheme in hand, which he expects will enable him to establish a special department. Beginning with this season, he will give with every bicycle selling at \$50, an office desk ordinarily selling at \$15 to \$18. He claims having secured optional orders aggregating \$500 in ten days, and curiously enough, the desks are of more interest to the prospective buyers than the wheel. Both desk and wheel are on exhibit at the main house and sales depots.

A Western Hardware house has plans and specifications in hand providing for the erection of a building with metal parts from the foundations up, every fixture in the store to be constructed of metal. It will be an expensive affair if built, but would be a monument of imperishable fame. So let's have this iron structure. It would be palatial, no matter how sober in construction. It would be a permanent exposition of American evolution of the metal industry—a fitting finis of a century of invention and improvements.

We are now practically unequalled in the production of tin, galvanized and copper ware, go where you may. That is, the one now catalogued as staples is the best and most comprehensive to be found in any market. But new enterprise is waiting to enter the field, and it looks as if its success in competition could only be facilitated by original and unique designs of the highest standard of quality. The novelistic mind will achieve great things in this line during the next decade, which will probably record the highest evolution in this class of goods.

The grateful heat of natural gas fuel meets one in almost every Pittsburgh business office, and natural gas continues to be the popular illuminant. Of course, the boom is all vanished, but few small industries now employing this fuel as power. Coal product fuels are now so abundant and inexpensive, natural gas would have been discarded had the supply been adequate to the industrial demand. The chief characteristic of natural gas as power fuel has proved to be unreliability and such a quantity cannot be thought of in a community striving for steady progress.

The store windows are gradually assuming holiday features, and 'tis well to anticipate the happy season. The Hardware dealer, by dint of various experiments, now practically occupies the same position as the jeweler, as a holiday purveyor. The mode of gift-giving has undergone a great change, the majority of persons now preferring the useful to

the ornamental and luxurious, the clientage for the latter class of gifts being conditionally large in so wealthy a city as is Pittsburgh. Holiday window displays are generally heralded by cutlery, but in these days of unlimited Hardware product evolutions, window space given over to cutlery seems almost a sacrifice; windows up to January should be changed weekly, and only such goods should be exhibited as would entail profits characteristic of the opportunity. Few look for bargains at such seasons. Cheap things will sell without special trouble. So get out the things of household use, art and ornament; things that please men, women and children, business men, artisans and professional men, and holiday buyers will crowd your salesrooms. Make your press announcements conjunctive with the exposition of your product. The advertisement will never fail to attract while the exhibit can but make the attraction the more potent.

J. B. RINDFLEISCH.

### "Should Auld Acquaintance Be Forgot."

You ask me to write up some of the old matters with which I was associated when young. How can I expect to compare favorably anything that I may indite with those emanating from so many abler pens? I have many doubts that my contributions would in any manner prove interesting to your many readers. So I shall not write anything relating to my reminiscences of over fifty years' experience in the Hardware trade with any such expectations; still, while my moving accidents by flood and field have been "crowned with sweet memories," and not a few bitter disappointments, I cannot forget my first appearance in mercantile life, when I entered the employ of William E. Millet, music dealer, at 329 Broadway, in 1846. This store was located next door to Stephen Conover's Hardware establishment, and I believe that "the influence" must have percolated through the walls, for while Mr. Millet was always kind to me, and I was with him about two years, while my time was employed in selling copies of "Melrose Abbey Waltzes," "Blue Bells of Scotland," and other musical publications, my mind would revert to Hardware, and I determined to "go higher," as I thought. I was full of life then, as well as possessed of an exuberance of fun (and have not gotten over that yet Hop). I recollect that my employer was about to move to a new location a block above the old store, and I was instructed to place in the window a notice to that effect. I did so, by putting in a prominent position, the following:

"Millet the music man  
Has gone to a better place above."

This notice attracted general attention, and proved a "good ad.," as was attested by the crowds in front of the window, asking if my kind employer had left this mundane sphere, etc., etc. I will say, just here, that I enjoyed the friendship of Mr. Millet to the day of his death, many years after I left his employ. After two years in the music store I placed a "want ad." in the columns of the *New York Commercial Advertiser*, then edited by Francis Hall & Son, corner of Pine and William Streets, soliciting a position in the Hardware business, and next day, lo and behold! I received an answer from James M. Weed, who succeeded Smith & Ruthven and Ruthven & Weed, at the corner of Platt and Pearl Streets, and Mr. Weed engaged me instantaneously. I was three years with Mr. Weed, and the only clerks in that store were his brother George W. Weed, and myself. I wonder if there are any of the "old timers" living who remember "Wash?" He was certainly a curiosity in dress, and general demeanor, but withal, in possession of a kind heart. We got along very pleasantly together. Shortly after my baptism in the mysteries of locks and screws, and other adjuncts of a jobbing Hardware house, I met on the street the financial editor of the *Commercial Advertiser*, an old and true friend of my widowed mother, who hailed me with congratulations upon

my advent in the Hardware trade, and he said to me that I probably agreed with the poet in deed as well as thought,

"That music hath charms to sooth the savage breast,  
But pots and pans could soften all the rest."

Ah, how well I kindly remember James M. Weed and his son Randolph! His son, I believe, is living in Utica, N. Y., and holds some high position in that city at the present day. Also how well I bring to mind the noble-hearted men in the Hardware trade at the time of my boyhood! There was Felix Ingoldsby, the Hyslops, the Wolfe family, George D. H. Gillespie, Lee, Coffin, Bruff and others. "Large eternal fellows" were the Hardware men of 1850. But while we pay our homage of love and affection to the men of those days—remember their worth, and nobleness of character—let us not live on the past, but cheerfully and gratefully acknowledge that the "Hardware men" of the present day are worthy successors to those of fifty years ago in every qualification that constitutes the true merchant and honorable citizen. Let any man study the faces of the present members of the Hardware Club, and he will agree with me that:

"There are large, eternal fellows making music hereabout,  
And large, eternal men are yet to be;  
And long will be the long, long years before the breed runs out,  
Strong as iron in the mountains, clean as saltness in the sea."

No wonder that my associations of boyhood days have not failed to leave their impressions on my mind, and up to the present day the influence of the noble men associated in the Hardware trade has had the effect of making those with whom they came in contact better men. I will close these reminiscences, commencing with 1846, and may drop you a few lines commencing with 1850. You know who I am, but to others will simply subscribe myself as a Hardware veteran.

KANT YOU GESS.

### English Wrought Iron Gates.

The apathy of the British nation about its old iron gates is astounding. Unless something is done, and done quickly, the old gates of Henry VIII.'s Sunbury Palace, on the Shepperton Road, will be lost to us forever.

The Yankees have taken our stud horses and our fancy dogs. The more reason, therefore, why they should not be permitted to cart away our old gates. But they will, unless somebody stops them.

Fortunately, this beautiful example of antique English beaters' ironwork is in the hands of a man who has the honor of his country sufficiently at heart to keep it here if he can. That man is Mr. Harman, of 136 Brompton Road.

And beautiful, indeed, these gates are. They are more than that, they are unique. It was the early days of iron gateways in England when Henry VIII. built this palace of Sunbury, while the flame of his love for Anne Boleyn still burned bright. Evidence of that is the arched pediment or frieze surmounting the gates.

The South Kensington Museum authorities covet this treasure, but their hands are so tied with building operations, not to mention red tape, that before they are ready to put down the money—less than £1000—the golden moment may have passed forever.

Less ancient, but not a whit less beautiful, are the great gates of Carshalton Park. Every wanderer round London knows them, tucked away in a lane in the middle of lavender land.

These were built in 1716-20 for the Scawens. The carved stone shafts are softened in the manner that nothing but time can accomplish, yet so wonderfully preserved that the pheasants hang there like dead birds. The iron piers are twenty feet high.

It will be a strange and shameful thing if for lack of a ready 6000 guineas the nation loses this legacy of the centuries.—*London Mail*.



## CONSULAR COMMERCIAL COMMENTS.

### MOLTEN WOOD IN FRANCE.

Vice-Consul-General Hanauer, of Frankfort, under date of September 29, 1900, says:

Molten wood is a new invention by M. De Gall, inspector of forests at Lemur, France. By means of dry distillation and high pressure, the escape of developing gases is prevented, thereby reducing the wood to a molten condition. After cooling off, the mass assumes the character of coal, yet without showing a trace of the organic structure of that mineral. This new body is hard, but can be shaped and polished at will; is impervious to water and acids, and is a perfect electrical nonconductor. Great results are expected from this new discovery.

### GERMANY'S FOREIGN TRADE IN NEEDLES.

Under date of October 20, 1900, Vice-Consul-General Hanauer, of Frankfort, writes as follows:

Germany has almost ceased to be a customer of foreign countries for needles, having imported only 128,000 marks' (\$30,720) worth during the first half of the present year, whereas she exported in the same period to the value of 6,679,000 marks (\$1,602,960) in sewing, embroidery, darning and knitting needles, or 38 per cent. more than she exported in the same time of 1899. The best customers were China, with 56.7 per cent.; France, Austria-Hungary, and British East India, with about 4 1-2 per cent. each, etc.

### RUSSIAN LICENSES FOR TRAVELING AGENTS.

Mr. Peirce, chargé at St. Petersburg, sends under date of September 29, 1900, translation of a note from the Russian Ministry for Foreign Affairs, the substance of which follows:

A note of the Council of the Empire, sanctioned by the Emperor on June 5, 1900, which is to take effect from January 1, 1901, authorizes commercial firms and industrial enterprises, both Russian and foreign, which do not pay less than 150 rubles (\$77.25) as impost on the industry, to avail themselves of traveling agents in Russia. The traveling agents will be held, as formerly, to pay a personal tax of 50 rubles (\$25.75) per annum. By the time this law will take effect, the Ministry of Finance will elaborate detailed rules with regard to the delivery of the industrial license, as well as for the payment of the supplementary taxes by foreign firms and by their traveling agents. Copies of the rules will be sent the United States embassy at St. Petersburg.

### HARVESTING MACHINES IN INDIA.

Consul-General Patterson writes from Calcutta, October 10, 1900:

Answering inquiries of a United States company regarding the use of harvesting machinery in cutting grass and grain in India, I have to say that India is not a hay-producing country. The grass is cut and used green for horses, but is not cured as hay. The common fodder for cattle is rice straw. In this part of India (Bengal), rice and jute are the principal crops, and the quantity of grass grown is comparatively small. Wheat is extensively grown in the western part of India, for which Bombay is the principal shipping port. The United States consul at Bombay can give the desired information from there. For further information from here, I would advise correspondence with the following-named firms in Calcutta, who are dealers in agricultural machinery and tools: Messrs. T. E. Thomson & Co., Limited; Jessop & Co., Limited; W. Leslie & Co.

### CONDITION OF LABOR AND MANUFACTURE IN GERMANY.

In regard to the present condition of German industries, I send the following translation of an article which appeared in the *Ostdeutsche Presse* under date of August 30, 1900:

The high price of coal and the coal famine generally is making itself felt in every branch of industry where this mineral is needed. It is not surprising to read of numerous laborers being dismissed from the iron and steel foundries. To be sure, those iron and steel industries which are employed by the merchant marine and the newly planned navy have plenty to do and are reaping a golden harvest.

Without question, we have reached a turning point in our industrial development. Ominous clouds which foretell no good are rising over all the great industrial States of Europe.

What is the cause of the present crisis in German industrial circles? One year ago the war in South Africa began, which not only put an end to German exports to that part of the world, but cut off the import of gold from the Transvaal at the same time. Money became scarce and the rate of interest high. Germany has several billion dollars invested in foreign countries which is not bringing in the expected returns. German industries during the past few years have been multiplying rapidly. There has always been plenty of money in the country, but the need is now greater than the amount at hand. Many small merchants, shopkeepers, etc., in order to get rich in a hurry, invested their savings in "wild-cat" enterprises. Government securities have sunk in value, while money for new undertakings can only be obtained at high interest.

The coal strike early last Spring led to such high prices for fuel that many factories were closed down. The scarcity of coal caused much distress among the poor people last Winter, which was an exceptionally severe one. The price of coal to-day is 25 per cent. more than it was one year ago, and bids fair to go even higher. Inasmuch as one-half of the population of the Empire felt the rise in coal at once, they were compelled to cut down expenses in other things. The effect of this was noted in many industries. Again, the high price of coal increased proportionately the price of production, and this became especially noticeable in foreign countries where German products were compelled to compete with the products of other nations. In addition to this, the present troubles in China do not promise to mend matters.

The real secret, however, of the present stagnation in many branches of German industries is this: German foreign markets have not increased proportionately with the increase of home production. During the past year, German exports to China and South Africa have practically ceased. The Empire's exports to the United States, England, the Orient, South America, and the Balkan States have been on the increase; but these markets have fallen far short of consuming all that German manufacturers have produced. Then, the most powerful factor with which German industries have had to contend has been the development of independent industries in those countries where Germany has always had her best markets. Especially has this been the case in the United States with all textile products.

Without question, the competition of the German laborer is not as prosperous as it was a few years ago. The number of idle workmen is increasing, and hard-earned savings must be used. How long present conditions will last remains to be seen.

JNO. F. WINTER,

ANNABERG, October 17, 1900.

Consul.

"There are two kinds of business courtesy."

"What are they?"

"Well, the kind we extend to people who have paid and the kind we extend to people who haven't paid."—*Ex.*

## THE NATIONAL HARDWARE ASSOCIATION.

Among the items of interest that were not included in our report given in the preceding issue of *Hardware* covering the proceedings of the Convention proper, may be mentioned:

### THURSDAY AFTERNOON.

The delegates, accompanied by the ladies and including other visitors, were welcomed as guests of the Richmond jobbers and manufacturers, and participated in an all-round visit to various points of interest within the limits of the city and its suburbs.

### THE THURSDAY EVENING SESSION

was devoted to the continuation of the "Collocution" which formed so large a part of Wednesday's proceedings. A number of prominent manufacturers participated in the discussion, and the remarks were listened to by the delegates with a great deal of attention. One of the most important features connected with the holding of a convention of this character is that an opportunity is given to the manufacturers to reply at once to adverse criticism on the part of the numerous delegates, and not have antagonistic questions become bones of contention to last through a long correspondence extending over several months. It will be noticed in this Convention that the leading manufacturing concerns had representatives present, who were able to take up every question of importance as it arose, enter manfully into every discussion, and usually held their own as to the necessary justification for movements on their part that are claimed by the jobbing fraternity as jeopardizing their interests.

### THURSDAY EVENING.

Thursday evening was devoted to the continuation of the "Collocution," but this time it was upon the topic of "Market Conditions: Are Not Present Values on a Reasonably Sound Basis?"

The first speaker was F. R. Dickerson, of the American Tin Plate Co., who made the following remarks:

### F. R. DICKERSON'S REMARKS.

I am going to call your attention to four things that I think make present values on a sound basis. From a business standpoint I would put the settlement of the silver question as one of the reasons. I believe that is going to put business on a safe basis, not for four years, but I trust and hope forever, so far as a 50-cent dollar is concerned.

The next thing—not, perhaps, in importance—is the present position of capital. We have noticed for the past ten or twelve days the enormous business which has been transacted on Wall street, averaging about 1,000,000 shares a day, whereas for three months or more preceding the election there was absolutely no business, we might say, on Wall street. They simply traded among themselves. Now the business which is being done there is no doubt partly speculative, but up to last Saturday I had been almost daily in conversation and connection with bankers and with safe deposit officials, and I am told from most reliable authority in New York that a great many people have brought stocks and bonds into safety deposit vaults during the period since November 7 up to last Saturday. Not only is capital seeking investment to-day, but it is seeking it in larger quantities than ever before.

The next point I would like to observe is that industrial corporations, if I may say it aloud, called trusts, will do a great deal to offset the damage which a panic creates through the whole country. I think, in all sincerity, these large corporations do a great deal toward keeping prices on a dead level.

And then our export trade. We are exporting more largely

now than at any time before in the history of the country. There have been no two consecutive days since last July when the company with which I am connected have not had inquiries for tin plate from some portion of the world outside of the United States. We have had calls from Japan, Northern Africa and all through Europe.

I believe that business to-day is on a reasonably safe basis.

He was followed by F. L. Clark, of the American Steel Hoop Co., who made the following remarks:

### REMARKS OF F. L. CLARK.

In ordinary commercial reports I note a great many headings, "Market Conditions." The last few days have shown that the market is certainly on an ascending scale.

What is the answer from the industries of this country to-day upon the subject? Ask the foreman or superintendent of your works, what about the market conditions—are they on a solid basis? He will tell you that it is even to-day a difficult matter to secure labor; that men are employed. And if men are employed, market conditions are good. He will tell you that it is extremely difficult to get even common labor.

Ask your building inspectors in your cities—those that are licensed to build—what about market conditions to-day, and I think they will tell you that indications for building in the coming Spring are better than ever before.

So, in looking over these subjects from these different standpoints, I think I would say as a prophet that market conditions to-day are on a safe basis, and if there is any change it will be upward for some time and not downward.

Henry R. Towne, president of the Yale & Towne Mfg. Co., added his quota to the discussion in the following:

### HENRY R. TOWNE'S REMARKS.

The topic assigned for this evening's discussion is one that concerns the interests of us as manufacturers. I have opinions, of course, as to the probable trend of the market.

There are two influences which always enter into the solving of this question. One of them is the question of normal values and the other the question of abnormal conditions. Normal values are lower in this country than ever before—lower because of the great advance in the utilization of machinery and in the higher efficiency of labor. I think, so far as normal influences are concerned, the tendency is toward lower values rather than higher. To offset that are the abnormal conditions which environ us at the present time. The Presidential election which has just closed has, as one of the preceding speakers correctly stated, settled the pre-eminently important question for an industrial and commercial nation like ourselves of the standard of value. That question being settled, confidence is restored, uncertainty is at an end and we are going to see an enormous development of industries and a great investment of capital in new enterprises of every kind. Now these conditions tend while they last to increase consumption above the normal level. That increased consumption brings with it a greater demand on the producing facilities of the country. Added to that is the enormous increase in the export of our manufactured products.

To sum up the situation covered by the question which is the subject of this discussion, I believe that everything in the existing condition favors a maintenance of present values and an advance in some directions.

A longer and more extended address was made by William H. Matthai, of the National Enameling and Stamping Co. Altogether it proved an exceedingly interesting evening, and

those in attendance greatly enjoyed the remarks of the various speakers. At the

#### FRIDAY MORNING SESSION

reports were received from various committees. The one from the Committee on Nominations reported the names of the following officers, who were unanimously re-elected:

#### ELECTION OF OFFICERS.

##### PRESIDENT:

John Bindley, Bindley Hardware Co., Pittsburgh.

##### FIRST VICE-PRESIDENT:

Richard W. Shapleigh, A. F. Shapleigh Hardware Co., St. Louis.

##### SECOND VICE-PRESIDENT:

Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco.

The following gentlemen were re-elected to fill expiring terms on the Executive Committee:

Samuel A. Bigelow, Bigelow & Dowse Co., Boston.

J. D. Moore, Moore & Handley Hardware Co., Birmingham, Ala.

T. James Fernley, the inimitable, was also re-elected secretary-treasurer of the association.

#### CLEVELAND TO HAVE NEXT CONVENTION.

Earnest efforts having been made by the manufacturers and business men of Cleveland to induce the association to meet in that progressive city next year, they were crowned with success, as after due consideration that city was decided upon as the place for the holding of the next convention, which was settled by decisive vote in favor of that city as against the selection of New Orleans, which was the principal competitor for the honor. A change was made also in the time of holding the convention, it having been determined to hold it on the second Wednesday in October, instead of the usual and customary date in November.

#### MANUFACTURERS PRESENT.

An extremely large number of manufacturers were represented at the convention, either by the principals or others in the employ of the concern. Among the large number attending we give the following:

Alabama Steel & Wire Company, Birmingham, Ala.: R. D. Carver.

American Axe & Tool Company, New York City: F. E. Corey.

American Screw Company, Providence, R. I.: J. A. Nealey, W. H. Pritz.

American Steel & Wire Company: Frank Baackes, T. B. Coles, D. A. Merriman, T. H. Taylor.

American Steel Hoop Company: Frank L. Clark, J. W. Brainard, Severn P. Ker, W. A. Kingsley.

American Tin Plate Company: Howard M. Davis, Frank R. Dickerson.

American Wringer Company, New York City: Geo. Reuter, Jr., R. B. Munn, Jas. Richins, H. A. Taylor.

Atha Tool Company, Newark, N. J.: Edward Ingalls, Joseph B. Weed, Ed. F. Ross, H. H. Beers.

E. C. Atkins & Co., Indianapolis, Ind.: N. A. Gladding, Julian W. Perkins, A. H. Potter.

Baeder, Adamson & Co., Philadelphia: Chas. B. Adamson.

Baker-Vawter Company, Chicago: G. F. Watt.

G. & H. Barnett Company, Philadelphia: A. W. Barnett, Tom Almgill, J. M. Hottel.

Bellaire Stamping Company, Harvey, Ill.: H. L. Pipp, W. H. Pipp.

Boston & Lockport Block Company, Boston: M. H. Tarbox.

Brittan & Mathes Company, Pittsburgh: Arthur Brittan.

Carborundum Company, Niagara Falls, N. Y.: W. W. Acheson, Jr.

Clendenin Bros., Baltimore, Md.: Geo. H. Harper.

Cleveland Stone Company, Cleveland, Ohio: H. W. Caldwell.

Cleveland Twist Drill Company, Cleveland, Ohio: E. G. Buckwell.

Clinton Wire Cloth Company, Clinton, Mass.: Wm. H. Howard, C. F. Fairbanks, Jr., Walter H. Howard.

Columbia Lighting Company, Cleveland, Ohio: Chas. Patterson.

P. & F. Corbin, New Britain, Conn.: Chas. H. Parsons, J. W. Ryan, W. E. Bartholomew, Geo. L. Haven, Geo. A. Overton.

Corbin Cabinet Lock Company, New Britain, Conn.: Geo. W. Corbin, Geo. L. Corbin.

Dayton Roll & Wringer Company, Dayton, Ohio: G. H. Jantz.

Henry Disston & Sons, Philadelphia: Samuel Disston, Harry C. Disston.

Eagle Lock Company, New York City: H. B. Plumb.

Geuder & Paeschke Mfg. Company, Milwaukee, Wis.: T. A. Musgrove.

H C Tack Company, Cleveland, Ohio: C. C. Paine.

Jones of Binghamton, N. Y.: Gerry Jones.

Kearney & Foot Company, New York City: J. D. Foot, W. S. Tragle, R. C. Brinkley, Jr.

Keen & Hagerty Mfg. Company, Baltimore, Md.: D. M. Walke.

Kelly Axe Mfg. Company, Alexandria, Ind.: J. P. Kelly, Geo. T. Price.

Lake Erie Iron Company, Cleveland, Ohio: F. W. Davis.

Lamson & Sessions Company, Cleveland, Ohio: Geo. M. North.

Lovell Mfg. Company, Erie, Pa.: F. A. Denison, A. W. Walker.

McKinney Mfg. Company, Allegheny, Pa.: C. M. King.

Mallory-Wheeler Company, New Haven, Conn.: Russell Hotchkiss.

Midvale Steel Company, Philadelphia: Samuel Griffith.

H. M. Myers Company, Beaver Falls, Pa.: Chas. S. Hubbard.

National Enameling & Stamping Company, New York City: F. G. Niedringhaus, W. H. Matthai.

Nicholson File Company, Providence, R. I.: Wallace L. Pond.

Ohio Tool Company, Columbus, Ohio: Wm. E. Jones, Wm. G. Miller.

Old Dominion Iron & Nail Works Company, Richmond, Va.: Arthur B. Clark, R. M. Blankenship, H. R. Wayt.

Oliver Iron & Steel Company, Pittsburgh, Pa.: Henry B. Lupton.

Oneida Community, Niagara Falls, N. Y.: P. B. Noyes, G. N. Miller, H. M. Reynolds.

Chas. Parker Company, Meriden, Conn.: Fred. Pease, L. C. Parker, W. H. Lyon, C. C. Parker.

Peck, Stow & Wilcox Company, New York City: A. R. Treadway, W. R. Walkley.

Peters Cartridge Company, Cincinnati, Ohio: T. H. Keeler.

Pike Mfg. Company, Pike Station, N. H.: E. Warren Smith.

Reading Hardware Company, Reading, Pa.: J. E. Harbster, W. H. Bennett, G. N. Jacobi, Fred. L. Stellwagen, T. B. Hendrickson.

Richmond Cedar Works, Richmond, Va.: T. K. Parrish.

Richmond Leather Company, Richmond, Va.: J. H. Lyon.

Richmond Stove Company, Richmond, Va.: R. G. Reynolds.

Jno. A. Roebling's Sons Company, New York City: A. B. Conover.

Russell & Erwin Mfg. Company, New York City: Geo. J.

Laighton, B. A. Hawley, B. A. Earl, J. H. Van Newkirk.

St. Louis Shovel Company, St. Louis: J. C. Birge, S. S. Gould.

Sargent & Co., New York City: T. J. Atkins, Louis Sargent, Charles Clark Adams, Frank Guildener, Thos. Parkes, Jr., Edward Dunning.

O. P. Schriver & Co., Cincinnati, Ohio: O. P. Schriver.

Simonds Mfg. Company, Fitchburg, Mass.: J. B. Curtis.

Standard Chain Company, Pittsburgh: Robert Garland.

Standard Horse Nail Company, New Brighton, Pa.: Fred. S. Merrick.

Standard Wheel Company, Terre Haute, Ind.: D. P. Hale.

Stanley Rule & Level Company, New Britain, Conn.: Robert N. Peck, Alex. W. Stanley, Chas. B. Stanley.

Stanley Works, New Britain, Conn.: Geo. P. Hart, L. H. Pease, D. B. Woodbury.

J. Stevens Arms & Tool Company, Chicopee Falls, Mass.: T. E. Muzzy.

Stowell Mfg. & Foundry Company, Milwaukee, Wis.: A. W. Wagner.

Tower & Lyon, New York City: Warren M. Tower, Chas. S. Gallagher.

Tredegar Company, Richmond, Va.: Col. Archer Anderson, G. B. Hobson.

Tubular Rivet & Stud Company, Boston: W. C. Bray, Geo. L. Knight.

Van Wagoner & Williams Hardware Company, Cleveland, Ohio: L. F. Blue.

Wadsworth-Howland Company, Chicago: W. A. Campbell.

J. D. Warren Mfg. Company, Chicago: J. D. Warren.

Wilcox Mfg. Company, Aurora, Ill.: D. W. Simpson.



Winchester Repeating Arms Company, New Haven, Conn.: Irby Bennett.

Worcester Wire Company, Worcester, Mass.: W. H. Stoddard.  
Yale & Towne Mfg. Company, New York City: Henry R. Towne, Edward E. Magovern.

Among others who were present at the proceedings were the following:

T. E. Oliver, Oliver Bros., purchasing agents, New York City.  
J. R. Johnson, Barber & Ross, Hardware merchants, Washington, D. C.  
Geo. E. Eddy and Wm. Gardner, Henry Keidel & Co., manufacturers' agents, Baltimore.  
Geo. A. Smith, Smith & Courtney Company, dealers in machinists' and railroad supplies, Richmond, Va.  
Henry Olthmer, Wholesale Saddlery Association, Chicago.  
A. P. Mitchell, *Hardware*, New York City.  
Daniel Stern, *American Artisan*, Chicago.  
R. R. Williams, Hardware Editor *The Iron Age*, New York City.  
H. H. Roberts, manager *The Iron Age*, Chicago.  
C. M. Avery, C. M. Avery & Co., manufacturers' agents, Chicago.  
W. C. Heimbuecher, manufacturers' agent, Chicago.  
J. K. Wilson, Weir & Wilson, manufacturers' agents, Baltimore, Md.  
R. K. Carter, purchasing agent, New York City.  
C. B. Carter, secretary Southern Hardware Jobbers' Association, Knoxville, Tenn.  
Fred. H. Cozzens, secretary Inter-State Retail Hardware Dealers' Association, Detroit.  
Thos. P. Smith, secretary Pacific Coast Hardware Association, San Francisco.  
V. A. Moore, V. A. Moore & Co., manufacturers' agents, Atlanta, Ga.

#### SOUVENIRS.

The usual number of souvenirs were distributed by the manufacturers at the convention, among which may be mentioned:

Cleveland Twist Drill Co., Cleveland: Watch charm, handsomely plated, in the shape of a taper shank twist drill.

Bellaire Stamping Co., Harvey, Ill.: Enameled plaque.

Carborundum Co., Niagara Falls, N. Y.: Carborundum stick pin and carborundum pen knife sharpener.

E. C. Atkins & Co., Indianapolis, Ind.: Desk calendar on beveled board, with a raised medallion figure in the centre.

Reading Hardware Co., Reading, Pa.: Thermometer in ornamental bronze representing an escutcheon for a door.

Russell & Erwin Mfg. Co., New York City: Stick pin with their monogram trademark in enamel.

G. & H. Barnett Co., Philadelphia: Manicure file.

Standard Chain Co., Pittsburgh: Nickered pocket match safe.

Oneida Community, Kenwood, N. Y.: Miniature double spring game trap.

#### Ohio Hardware Association.

A meeting of the Executive Committee of the Ohio Hardware Association was held at the Grand Hotel, Cincinnati, on Wednesday, November 21st. Frank Harrison, of Toledo, who was away on a vacation for his health, was the only member absent. The present officers of the association are as follows: President, O. M. Scott, Marysville; vice-president, W. P. Bogardus, Mt. Vernon; financial secretary, W. C. Jones, Columbus; treasurer, H. G. Woodward, Sidney; Executive Committee, George B. Meyer, Cincinnati; George Guyton, Ada; Frank Harrison, Toledo; A. C. Rohrbacker, Akron; H. P. Davidson, Cleveland; Frank Winter, Lancaster; James B. Carson, Hamilton; S. H. Brown, Washington Court House.

An interesting programme was arranged for the annual meeting in February. There is every indication from the enthusiasm shown by the committee over the place selected, and the co-operation promised by the business men of Cincinnati, where the convention will be held on February 26th, 27th and 28th, that it will prove to be the record convention in the association's history.

#### New York Credit Men's Association.

The Business Literature Committee of the New York Credit Men's Association keep their members well posted by the dissemination of legal points of interest comprising new decisions of our courts, etc., affecting the interests of the mercantile community. In the last circular distributed by the committee we note the following:

##### NEW BANKRUPTCY LAW DECISION.

CHICAGO, Nov. 8.

A new ruling on preferences under the National Bankruptcy law has been announced by Judge Kohlsaat in the United States District Court. It is held that the giving of a chattel mortgage within four months of the filing of a petition in bankruptcy in pursuance of an agreement to give the mortgage, made more than four months prior to the time of filing the petition, is not a preference within the meaning of the statute. This decision was given in the case of John Boetter, proprietor of the Germania Summer Garden, whose petition was filed some weeks ago.

##### ANOTHER CASE DECIDED LAST WEEK WHERE OUR MEMBERS ARE INTERESTED.

A plumber recently filed a petition and schedules in bankruptcy showing assets of about \$25, and liabilities of \$6,898 unsecured, distributed mostly among the large wholesale plumbers' supply houses, many of whom belong to our Association. Suspecting fraud, a number of the creditors retained counsel to unearth it. It was discovered that he had collected \$998 from the city on a contract a few days before filing his petition. He claimed he had delivered it to his sister-in-law to repay a loan. Evidence was collected and placed before Referee Pendleton proving the falsity of this claim, and the referee has ordered him to turn this money over to the trustee for the benefit of the creditors. He also recorded a deed of his house to his wife shortly before the bankruptcy. This will be immediately contested with the result that the creditors who have prosecuted will probably be paid in full.

This shows the superiority of the Bankruptcy Law over the old assignment laws from the creditors' standpoint, where they take advantage of their opportunities to follow the debtor. The attorney says that it would have been virtually impossible to reach this result under the old system; and with only a few improvements we are seeking, the present law would come close to stopping the old familiar practice.

#### Peters Cartridge Co.'s New Calendar.

The Peters Cartridge Co. have excelled all their previous successful efforts in getting out their calendar for 1901 for the trade. This company has several times introduced some decidedly pleasant and satisfactory innovations in the line of ammunition that have made it famous with the expert sportsmen of the world. So in the matter of a calendar, it has this year departed somewhat from what has been accepted as the ammunition type of calendar, and has gotten out a calendar that is a decidedly pleasing novelty in this line.

The background shows a large number of little game shooting scenes, covering a wide range of field shooting. The special points of interest, however, are the three elegantly-executed vignettes, the upper one showing a typical trap shooting scene, with its little group of eager contestants and friends, and still more eager dog, ready to dash away and retrieve the bird. Below, on one side, are a company of Uncle Sam's boys engaged at long range rifle practice under the direction of an officer with a telescope. At the right is a group of gentlemen engaged in revolver practice. The effect of the calendar, whether taken as a whole or in detail, is most pleasing.

The Peters Cartridge Co. will be pleased to send this calendar to any sportsman who wishes the same, upon receipt of ten cents for mailing expenses. It is mailed free to dealers.

## THE PAN AMERICAN EXPOSITION, 1901

The task which Paris had in selecting the Goddess most beautiful, was trifling compared with that of deciding which of the many beautiful features of the Pan-American Exposition is most to be admired. One feels the difficulty of making such a decision now that the buildings are reaching a stage of completion and their architecture, their color, and their landscape setting, all present features that excite enthusiastic admiration. One feels the difficulty now that the framework of the principal buildings has been covered with staff and the staff itself is receiving the varied tints and brilliant hues which, together with the architecture, are to distinguish in outward appearance this Exposition of all the Americas from any that has preceded it, and which will mark the beginning of a new era in Exposition building.

First one grows enthusiastic over the graceful towers and minarets, outlined against the sky, and the arcaded facades with overhanging eaves which are reminders of those picturesque mission buildings that tell of Spanish occupancy of California and Mexico. Or one falls to admiring the colonnades and pavilions, the loggias, domes and lanterns, with their elaborate sculptural adornments, and the grilled windows with their richly moulded frames. All these features of the Exposition architecture, speaking of Moor-

and Spaniard and the fantastic ideas which they originated, and artists and architects of later generations perpetuated, greet the delighted vision now that the Exposition structures are nearing completion. Surely, one thinks, this will be the great feature of the Pan-American over which the millions who come here next Summer will rave.

### THOSE BEAUTIFUL TOWERS.

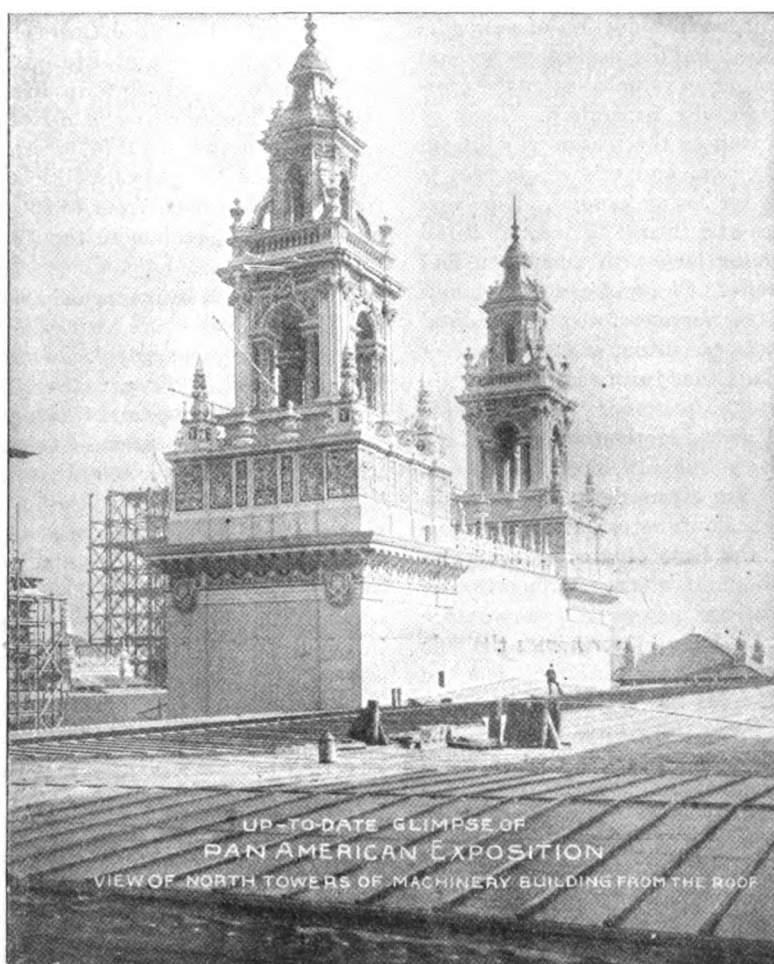
But then you look at those beautiful towers of the Machinery and Transportation Building, which Director of Color Turner has succeeded so well in painting, or the pavilions of the same building where the color has been laid on with a richness and beauty that it is simply impossible to describe, and you say that if the whole Exposition is to be like this, radiant in all the colors of the rainbow, this, indeed, will be the feature which will make it the most beautiful the eye of man ever gazed upon. Then next you go enthusiastic over the sculpture, the beginnings of which are now in evidence, or the landscape effects, which are in a most remarkable state of advancement, considering that a

winter is yet to intervene, and so it goes and you are fairly bewildered by the beauty you see around you already, though the opening of the gates is yet six months away, and the finishing touches will add many times to the impression to be obtained from the *tout ensemble*.

From the Electric Tower, that wonderful work in engineering, the eye glances westward and catches the glint of the sunlight on the now completed towers of the Machinery and Transportation Building. Fancy a campanile of some old Mexican cathedral, rejuvenated by magic, exquisitely colored by the hand of an artistic genius and thrust against a Venetian sky. If you can do this you can, perhaps, get a faint idea—only a faint and inadequate one—of the beauty of the towers of this building. The architect gave Mr. Turner a splendid opportunity when he presented him with these towers in all their glory of pillar and pilaster, finial and arabesque and profuse sculptural adornment and left him to add the color. And Mr. Turner nobly measured up the requirements of the occasion and has joined with the architects and sculptors and designers to give us a creation whose radiant beauty will compare with the most splendid conceptions of artistic genius in any age and whose perishable nature is the only thing about it one has to regret.

It seems almost impossible that the builders of the Exposition can give us another structure so wonderfully beautiful as this, the first to reach completion, is seen to be. Yet there are others whose charms may rival it and one waits with impatient expectancy to see how the Electric Tower will appear when it has received the elaborate decorations planned for its embellishment and the ivory-like hues blended with blues and greens and gold which the staff will take on before the picture is finished, and when it is done and there is nothing to be added to complete the beauty of the Tower by day, there will still remain the task of deciding whether the spectacle by day is equal in beauty and grandeur to the spectacle at night when myriads of electric lights illuminate it, from the fountain and cascade at its base, to the farthest point thrust against the starry sky. And this, indeed, is a task that might well stagger even a better judge of beauty than the shepherd boy Paris, whose decision between the goddesses won for him the fairest woman of her time.

EDWARD HALE BRUSH.



UP-TO-DATE GLIMPSE OF  
PAN AMERICAN EXPOSITION  
VIEW OF NORTH TOWERS OF MACHINERY BUILDING FROM THE ROOF

### "Comstock's Philosophy."

J. B. Comstock has figured in Hardware history as "The Man in the Corner" for so long a time that he has "cornered" the name, and it would be a misnomer to apply it to any one else. He possesses the happy faculty of giving trade information applying to the products of the Corbin Cabinet Lock Co., New Britain, Conn., in a style original and quite unique, by sandwiching between the cuts and list prices shown on the pages of their monthly circular, "Our Monthly Letter," as they call it—gems of philosophic thought and ethical sentiment that would hold their own in the way of apt expression and concentration of wisdom with Rochefoucauld, Emerson, Colton or even our ancient oracle Epictetus. From his November letter we extract the following:

"In the past few months we have heard it stated frequently and with emphasis that the young man starting upon a career has not so good a chance for achieving success as had the young man of a generation ago, but I really cannot see that the facts bear out this assertion. The country is constantly growing bigger and richer with the introduction of new pursuits and development of old ones, and the restless energy and ambition of young men were never so valuable as at the present time, or its value so universally recognized. 'Lack of young blood' is occasionally given as the reason why an old establishment fails to hold its own, and this single fact is recognized as sufficient cause for losing ground. The hey-day of youth is put in harness and turned to account in all the branches of trade, and young men with talent can find ample opportunity for its exercise. Changed conditions, new methods, new ideas require the nervous force and mental elasticity of young men in their execution, and the 'boys' of a house, who carry out the plans that insure its growth, are necessary to its prosperity.

"The same conditions hold good in other fields of effort. Literature, art, the drama, the pulpit, law, the sciences—all have their 'boy wonders' who are given the greater prominence because of their youth and whose crudities and rawness are forgiven because of the hope of greater things to come when experience has brought riper judgment. The portraits of famous people in the newspapers show more youthful faces than ever before. Even in our homes the rule is growing to be 'Parents, respect your children' and the wholesome discipline of an older day has given way to a dangerous laxity in the desire to foster the growth of any undeveloped talent in the coming generation.

"The larger size of the big institutions gives the young man a chance to rise higher in them than would have been possible in former days. And if he is willing to forego pleasures that tax his strength needlessly and to undergo privation, working and living with a single aim as did the men who are to-day at the head of affairs, he has just as good a chance to start for himself and an equal prospect for success. If some of the old lines of endeavor are closed to him there is a still greater number of others to take their place. There are new and growing concerns all about us owned and run by young men who have the bearing and the concentrated earnestness that command success, and I am sure that the number is greater than has ever been known before. The country has need of young men of promise, and they can command and do receive a reward in proportion to their worth, just as they always have done."

### Motor Lawn Mowers.

The cricket-ground horse, with his soft felt shoes, is doomed. The lawn mower will in future be fitted with a motor. The *Irish Wheelman* is informed that some "well known lawn mowers and agricultural implement makers have running one of their large lawn mowers fitted with a motor, supplied by the Motor Carriage Supply Company. The motor is doing its work well, and, no doubt, in due course, the motor mower will become a common object."—*London Express*.

### Notable Catastrophes in the United States.

The greatest conflagrations which the United States has ever had were the one in Chicago in 1871, in which \$190,000,000 of property was destroyed; the fire in Boston in 1872, in which the damage was \$80,000,000, and the blaze in New York in 1835, in which 600 warehouses were destroyed and the damage was \$30,000,000. As the population of New York at that time was only about 250,000, or about like that of Newark, N. J., now, the loss was severer proportionately than one many times larger would be in 1900. Chicago's fire, though—and Chicago had a population of only a little over 300,000 at the time—was the most destructive which ever occurred anywhere in the world, with the possible exception of that in Moscow in 1812. Chicago's certainly exceeded the damage at the conflagration in London, which is called the Great Fire, which occurred in 1666.

Johnstown, Pa., in 1889, furnished the most destructive of floods (Johnstown's being from a bursting reservoir), of the United States until that at Galveston on September 9, 1900. The property loss at Johnstown was approximately \$10,000,000, and the loss of life was 2150. The destruction at Galveston was over 5000 in life and about \$30,000,000 in property. The bursting of a reservoir in Mill River Valley in Massachusetts in 1874, destroyed several little villages and drowned 150 persons. Floods on the Mississippi have frequently destroyed from \$5,000,000 to \$10,000,000 of property at a time, and more than once drowned from 1000 to 1500 people.

The most destructive tornado which ever hit a large city in the United States was that which destroyed 400 lives and \$10,000,000 in property in St. Louis, in 1896. Louisville, the second largest city every struck in the United States by a tornado, lost 100 lives and \$2,500,000 of property in 1890. A tornado ravaged the coast of Georgia and South Carolina in 1893, which destroyed 1000 lives and \$2,000,000 of property. The most remarkable collection of tornadoes which ever visited the United States at any one time was on February 9, 1884, which afflicted Virginia, North Carolina, South Carolina, Georgia, Mississippi, Tennessee, Kentucky and Illinois, sixty distinct storms being traced on that day in those States, in which 1000 persons were killed and 15,000 buildings destroyed.

Charleston, S. C., in 1886, had the severest earthquake ever experienced in a city of the United States, in which the destruction of life was fifty and that of property \$5,000,000. New Madrid, Mo., and the lower Mississippi Valley had a series of earthquake shocks in 1811 which destroyed many villages, but the aggregate losses were not as great, owing to the region being sparsely peopled and most of it having no people at all, as in Charleston.

The Coast of the Atlantic and of the Gulf of Mexico has had many hurricanes and a few tidal waves, but none of them approached in destructiveness that which has just occurred at Galveston. With characteristic American courage, elasticity and adaptability, however, the afflicted communities quickly recovered from the effects of these disasters. New York more than doubled its population in the fifteen years immediately following its great fire in 1835. Chicago has five times as many inhabitants now as it had at the time of its conflagration in 1871. Before the embers of Boston's fire of a year later were put out, the property owners of the burned district were offered more for the land which was covered than was asked a day earlier for the land and the buildings which were upon it. A new and greater Galveston is already rising on the ruins of the old. This is the American way.—*Leslie's Weekly*.

"You ought to be ashamed to swear so dreadfully at the caddy. He is the minister's little boy."

"It's all right. His father believes in infant damnation."—*Life*.



## RECENT TRADE PUBLICATIONS.

**LALANCE & GROSJEAN MFG. CO.**, 19-21 Cliff Street, New York. Booklet having reference to the agate nickel-steel ware cooking utensils with which this well-known company have been long identified.

**EVERY STAMPING CO.**, Cleveland, Ohio, are distributing an ornamental line of blotters, attractively gotten up, in the interest of their Never-Break Cooking Utensils, and also the Never-Break Sled Skates.

**LAWRENCE STOVE MFG. CO.**, Buffalo, N. Y. Pamphlet catalogue of 28 pages, covering the line of Gas Heaters and Hot Plates manufactured by this progressive concern, the contents of which embrace a large variety of these goods, provided with all modern improvements, thoroughly up to date. In connection with its contents, a page is devoted to cuts they distribute for advertising purposes, which is an excellent feature, showing that they have electrotypes of all their specialties, which they are glad to furnish free of charge to their patrons.

**WORTHINGTON PUMPING ENGINE CO.**, 120 Liberty Street, New York. Souvenir catalogue distributed at the Paris Exposition; oblong pamphlet of 52 pages on the finest coated paper, and with superb half-tone illustrations, the artistic excellence of the entire pamphlet being of the highest grade for this line of work. The reading matter is printed in four languages, and exhibits in a manner reflecting great credit on the company their superior product of Worthington pumps exhibited by the allied Worthington Companies, and comprising the largest exhibit of pumping machinery of a single type ever shown in an exposition.

**SAM'L C. TATUM CO.**, Cincinnati, Ohio. Pamphlet catalogue of 56 pages for 1901 of ice cream freezers, copying presses, mechanics' tools and Hardware specialties manufactured by this well-known firm. Embraced in its contents is a full description of their "Queen" and "Pearl" ice cream freezers, which popular product met with great success during 1900. The contents include the "Standard" and Column copying presses, chest rollers and rigid truck casters, "Samson" truck casters, and Standard letter-boxes manufactured by this firm; also dumb-bells, quoits, harness hooks, match safes and similar Hardware specialties with which they have been identified for many years.

**ALLEN, COMSTOCK & CO.**, 11 William Street, New York. We have received from this well-known firm an interesting pamphlet of 26 pages, having reference to the Drawback on Exports, and filled with valuable information for manufacturers and exporters. This embraces a statement of the purpose of the customs drawback law, its advantages to manufacturers and exporters, and includes in its contents tables of foreign currencies, weights and measures, and the value of foreign coins, information regarding which is essential to every one exporting Hardware of any description. Any one interested in the large and growing export business of the country would find this pamphlet very valuable.

**RED JACKET MFG. CO.**, Davenport, Iowa. Catalogue and price list No. 26 of Red Jacket Quick Repair hand and power pumps, tubular well valves, cylinders, wrought iron pipe, pipe fittings, brass goods, hose and hose fittings, and well supplies. Included in the contents of this catalogue will be found a line of haying tools, which include hay carriers, hay forks, tracks, pulleys, slings, etc. The catalogue is a pamphlet of 184 pages, printed on good paper and well illustrated. It seems to be replete with information regarding this line and compiled in a

manner that would indicate the amount of care made necessary in its construction. It has a very attractive bright red cover, with gold embossed title and a portrait of the celebrated Indian, Red Jacket, ornamenting it.

**CLEVELAND PNEUMATIC TOOL CO.**, 74 Frankfort Street, Cleveland, Ohio. Thirty-six page pamphlet catalogue, embracing their manufactures of Pneumatic hammers, drills and other pneumatic appliances. This catalogue is printed in the highest style of art on superb coated paper, enabling them to show the most graphic illustrations of the various operations of the tools referred to in its contents. This method of illustrating is worthy of commendation, as one sees at a glance the various uses to which these tools may be applied, shown in the most graphic manner imaginable, by giving the actual operation as well as the description and designs of the several tools. This class of tools is rapidly coming in vogue in all large plants where speed and accuracy are considered essential.

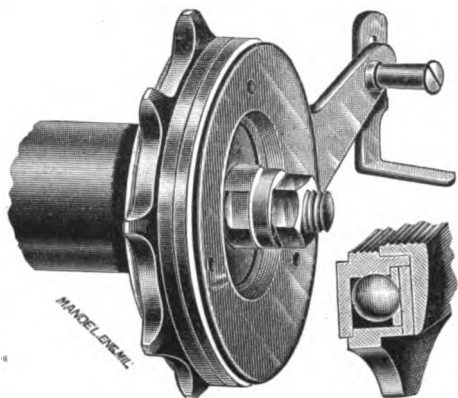
**UP-TO-DATE MFG. CO.**, Terre Haute, Ind. Pamphlet catalogue of 36 pages, oblong in shape, printed on good paper, and well illustrated, showing their line of wire fencing and gates, which are illustrated throughout in good form, conveying a perfect idea of the ornamentation, and showing that from their various ornamental styles the name they have selected for the company is not out of place, as they are certainly up to date. They also manufacture in addition a number of wire specialties, such as tree and shrubbery guards, arches for vines and flowers, flower guards, etc. Included in the assortment shown in this catalogue is a number of wire and iron signs, modern in style and construction. In the circular which accompanies the catalogue we notice the statement is made that they make over 150 styles of fencing.

**CHICAGO FLEXIBLE SHAFT CO.**, 158-160 Huron Street, Chicago, Ill., 32-page pamphlet catalogue, large size, oblong, of Stewart Gas Blast Furnaces and Rotary Pressure Blowers, which are made by this company. This catalogue is handsomely printed on excellent paper, the frontispiece showing the office and works of the Chicago Flexible Shaft Co., opposite which is an illustration of their extensive plant at Dundee, Ill. The Stewart Gas Blast Furnaces are illustrated throughout with fine half-tone illustrations, each of them occupying full pages, and showing the great variety of purposes to which they are specially adapted; also the uniformity of the work performed, and the economy and facility of their operation. These furnaces are provided with burners adapted to different kinds of gas, either illuminating gas, water gas, natural gas or gasoline gas. They are improved to the extent that always insures an absolutely uniform mixture, producing perfect combustion and making no smoke, soot or odor, there being no necessity for the furnaces being connected with the chimney. The manufacturers call attention to the great advantage of using a gas blast furnace in machine shops and manufacturing establishments, as well as the great saving of time, economy of fuel and cleanliness, and the convenience thereby secured, producing, as they invariably do, superior work. In addition to the sizes illustrated in this catalogue, the company have patterns for other numerous sizes and styles, and adapted for a great variety of purposes. They solicit correspondence on the subject, and would be pleased to receive any communication having reference to the adoption of these improved methods in any manufacturing plant.

## NEW GOODS AND SPECIALTIES.

### Milwaukee Automatic Hub Coaster and Brake.

The Milwaukee Automatic Machine Co., Milwaukee, Wis., are placing before the Hardware and sporting goods trade the Milwaukee Automatic Hub Coaster and Brake, which we here illustrate. It is a simple device, which combines an absolutely free coaster and brake in one. It can be attached

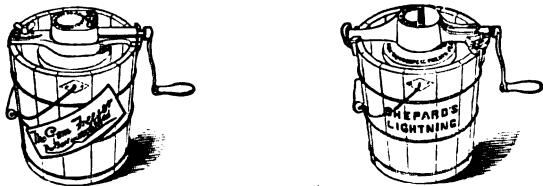


MILWAUKEE AUTOMATIC HUB COASTER AND BRAKE.

to any bicycle, and the general symmetry of the machine will not be disturbed by its appearance. It is constructed of the best material possible, light in weight and compact in mechanism, every effort being made to avoid anything of a complicated character in its construction. It is readily adjusted, or can be taken off the wheel without the necessity for the assistance of an expert. In its action, the moment the rider stops pedaling, the wheel will coast without binding, while a back pressure on the pedals will immediately put the brake in operation, and not even require a "kick-off" to release it, as it is at all times under the full control of the rider.

### Toy Freezers.

North Bros. Mfg. Co., Philadelphia, Pa., are distributing through the Hardware and housefurnishing goods trade the toy freezers of the "Lightning" and "Gem" patterns which have become deservedly popular, and are meeting with large sales. In fact, they are fac similes or models of their celebrated freezers of the same name, so that they are not simply sold as playthings, possessing no merit except as toys, but through their use ice cream can be made in them precisely the same as in the larger freezers, if the usual methods for freezing cream are adopted. The can, when full, holds nearly a pint. The pails are made of cedar, and are put together with electrically-welded wire hoops, all of the metal parts of



TOY FREEZERS.

these toy freezers being handsomely tinned, so that independent of serving as a toy for the children's amusement, they would be found very convenient should a small amount of ice cream be desired in the sick room or for invalids. The goods are handsomely finished, put up singly in strong paper boxes, and packed one-half dozen in a case.

### Rapid Air Rifle.

The Rapid Rifle Co., Ltd., Grand Rapids, Mich., are manufacturing the Rapid Air Rifle, of which we give an illustration in this article. It is an all-metal, full-nickled air rifle, and presents the appearance of a fine, high-grade hammerless

sporting rifle. It is light, and of a commendable size that will be appreciated by the boy who secures one. Among its uses that of a target rifle for lawn practice is a desirable feature. It is calculated for BB shot, and it is so constructed that the ball will not drop out when gun is pointed downward, if inserted before cocking. The inner barrel is slightly swedged at the breech, and is true to gauge, consequently making it much more accurate as a shooter if the balls are round and true to size, as it is possible to get a smooth bore. The breech block is so constructed that it cannot blow out.

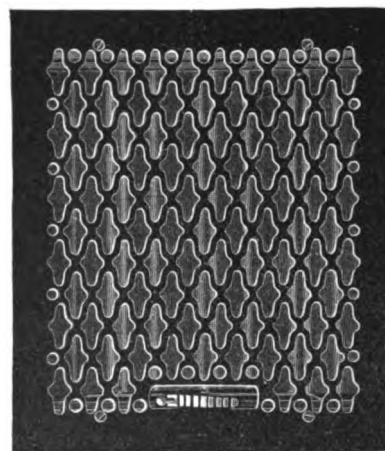


RAPID AIR GUN.

The "Rapid" revolving disc used in connection with the plunger insures long use and a perfectly air-tight plunger-head, thus preventing the escape of air when gun is discharged, creating a loud report, and giving increased velocity as the result. The revolving disc distributes the wear of the sear over a space about 2 1/8 inches, while heretofore it has been confined to about 1/16 of an inch. The company have applied for a patent on the "Rapid" link attachment, which prevents bending of wire when cocking the action. This method of construction insures a straight pull, and provides a simple and strong action to the rifle. The manufacturers claim that the rifle is constructed with a special view to adjustability, ease of replacement, durability and simplicity. Parts are easily procured and placed, which means quick service in case of breakage. Even the sights are adjustable, and so arranged as to get results similar to those obtained in sporting rifles.

### Sheet Steel Registers and Ventilators.

Canton Steel Roofing Co., Canton, Ohio, are meeting with unqualified success in the distribution of their new sheet



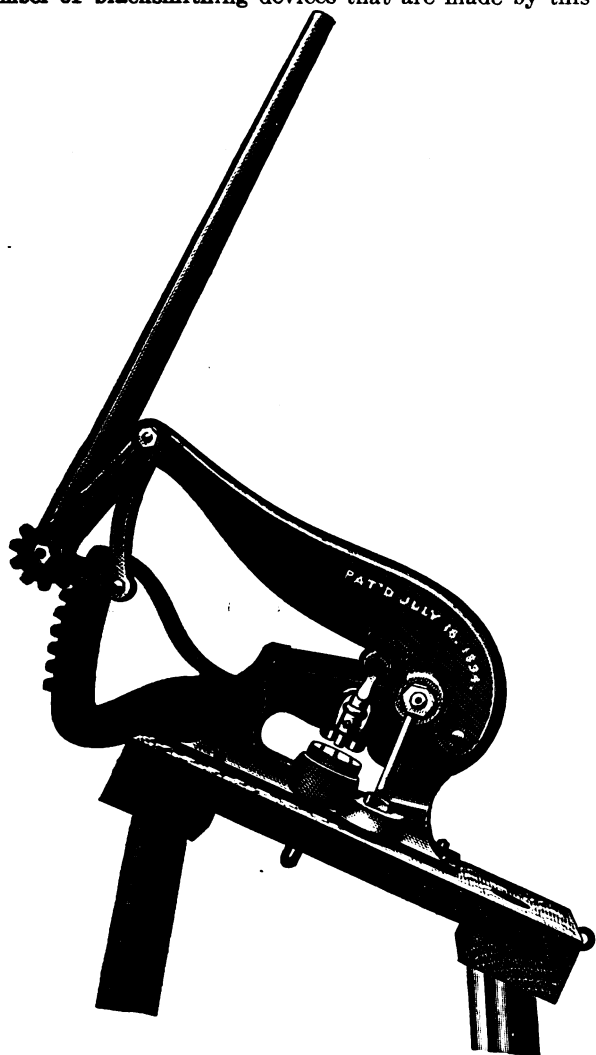
SHEET STEEL REGISTERS AND VENTILATORS.

steel registers and ventilators. They seem to meet a requisition that has long been needed for something of this kind that may be relied upon as being absolutely non-breakable. By the new process of construction, manufacturing them as they do entirely from sheet steel and steel plates, from their careful construction and the use of this modern material, they are made absolutely indestructible under ordinary risks. The illustration that we present herewith shows one of the several patterns in which these goods are placed upon the market, presenting externally many of the features that are common with corresponding styles of registers, but much

smoother, handsomer and better finished goods are possible than has previously been the case in the marketing of registers and ventilators manufactured from cast iron. A full line of sizes is manufactured, running from 4 x 6 to 36 x 36 inches, and these are finished in all the various styles of modern finish, which include japanned black or white, brass, bronze, copper, etc., while the prices at which they are supplied to the trade do not exceed those made from cast iron, notwithstanding the many advantages of the use of this more serviceable material.

#### Sears Blacksmithing Device.

George Sears & Co., Clinton, Iowa, are placing before the market through the Hardware and supply trade, the blacksmithing device which we illustrate herewith. It is marketed under the name of the Little Giant No. 1, and is one of a number of blacksmithing devices that are made by this firm



SEARS BLACKSMITHING DEVICE.

that have caused a great deal of comment and attention from blacksmiths who have unanimously pronounced them great labor savers in the facility with which they accomplish the desired results. The No. 1 is a tool that weighs 250 pounds, and is mounted on a heavy stand covering a floor space of 1 x 3 feet, and among the capabilities and capacity of this device, the following may be mentioned: As a punch it will punch a 1-2-inch hole through 7-16-inch iron; a 3-8-inch hole through 3-8-inch iron, and is provided with the following sizes of punches: 3-16, 1-4, 5-16, 3-8, 7-16 and 1-2 inch, and these punches are furnished with each machine. As a power shear it will cut 3 x 1-2, 4 x 7-16, and 5 x 3-8 inch cold iron, and will also cut plow steel. As a round iron cutter, it will cut any size bolt or bar up to 3-4 of an inch. Each machine is furnished with all the necessary punches, dies and tools necessary for the work, and is sold under a guarantee from the makers. When complete with all attachments, it includes six punches and revolving die. The manufacturers state that the lever on all their machines is but 36 inches

long, but with this leverage the power is something remarkable. It is built on scientific principles, the parts of which are extremely simple, and yet is one of the most durable machines on the market. It can be sold at a moderate price. The knives in the shears are provided with two cutting edges, which enable them to be reversed and interchanged when necessary.

#### Leonard Cleanable Refrigerators.

The Grand Rapids Refrigerator Co., Grand Rapids, Mich., who are the manufacturers of the Leonard Cleanable Re-

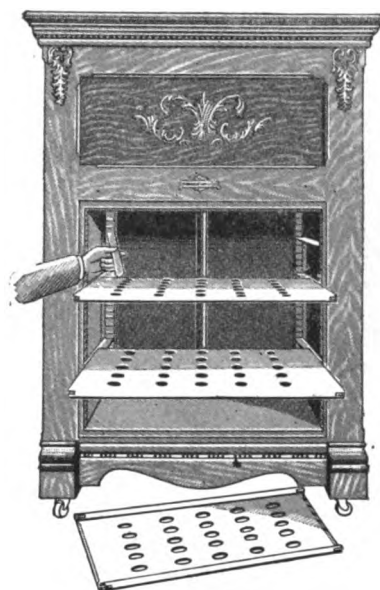


FIG. 1—THE LEONARD SLIDING AND ADJUSTABLE SHELVES.

frigerator, are preparing for next season's trade by adopting a number of very valuable improvements connected with the manufacture of this important line of goods. We illustrate herewith in Fig. 1 the Leonard Cleanable Refrigerator, with their latest improved sliding and adjustable shelves. This has been a feature in construction long desired by the users of refrigerators. Sliding shelves have been adopted in almost every other desirable article in connection with the domestic economy, but this is the first time that this valuable improvement has been embodied in the construction of a re-

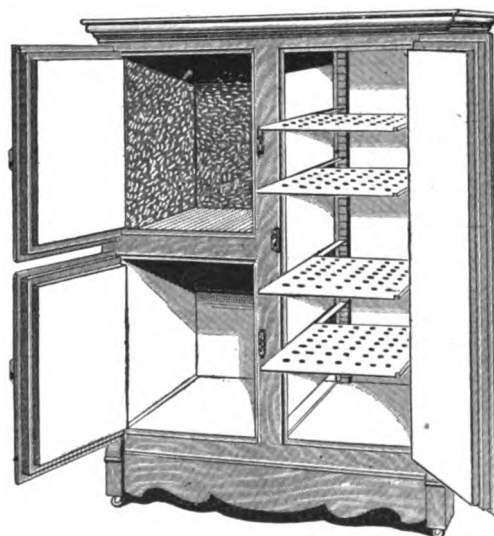


FIG. 2.—LEONARD PORCELAIN LINED REFRIGERATOR.

frigerator. By means of this patent, anybody can place the shelves at any desired height in the refrigerator by simply changing the guide strips from one slot to the other, which may be done without the use of any tool whatever, as they are not fastened by screws or locks of any kind. By a close adjustment of this kind, an opportunity is given to put in an extra shelf for pies, etc., that do not require much height of space, and the capacity of the refrigerator is increased fully one-third without extra cost. In Fig. 2 is shown a new line which this company has added to their refrigerators this season. It is their porcelain-lined refrigerator, of which they

manufacture five sizes. The lining is composed of real porcelain enamel of similar construction to that made popular in the blue and white kitchen utensils, the blue, of course, being turned outside and the white inside. The porcelain is in solid sheets, and is made to fit all parts of the provision chamber, the joints being laid in cement and held in place by nickel strips.

#### Lawrence Odorless Blue Flame Heaters.

Lawrence Stove Mfg. Co., Buffalo, N. Y., are manufacturers of the Lawrence Odorless Blue Flame Heaters, illus-

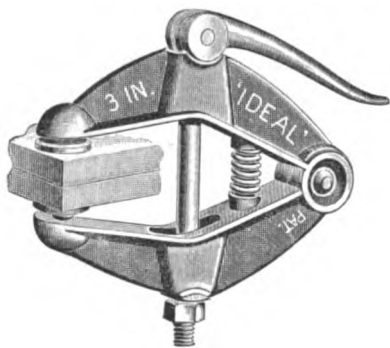


LAWRENCE ODORLESS BLUE FLAME HEATERS.

trations of which we present herewith. They have polished steel drums; all ornamentation, including base, is finished in nickel, making it an extremely attractive heater to be handled by the Hardware trade. The Style No. 3 shown in our illustration, is made in two varieties, with plain top and also with nickel top. The latter style has proved to be an extremely popular one, having a removable urn, which admits of heating water very quickly when desired. It is fitted with wood handle cocks, instead of valves, as they are claimed to give better results in the long run, and are not apt to leak, the housekeeper being able to tell at a glance whether the gas is on or off. It is guaranteed by the manufacturers to be odorless in operation, and is furnished with a mica door for lighting. It presents every indication of being a popular seller with the trade. The company manufacture several lines of similar heaters adapted for any purpose from the bath room to the parlor. They comprise a complete line of sizes in both flueless and flue-connection heaters, embodying in their construction all the latest improvements connected with the manufacture of gas heaters.

#### Ideal Ball-Bearing Clamp.

Thomas Hall, 10-14 Water Street, Brooklyn, N. Y., is manufacturing and distributing through the Hardware and



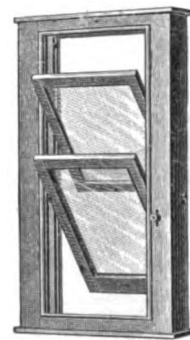
IDEAL BALL-BEARING CLAMP.

supply trade the Ideal Ball-Bearing Clamp, an illustration of which we give herewith. It is a very convenient appliance, adapted for machinists and all other mechanics, especially model, pattern and cabinet makers. Among its numerous commendable features may be mentioned: It is self-adjusting to uneven surfaces. It will lie flat on surface plate, and close true without side motion. It is very easy to operate by hand only; a nut turned by the fingers will quickly adjust to the proper thickness, while the powerful eccentric on the lever makes a tight grip. The use of a wrench is entirely unnecessary. The balls allow the work to revolve, or the

clamp to swing, on the work, while at the same time keeping a firm grip on the material. Among its conveniences, it may be used as a vise, and possesses unusual strength, being made entirely of steel.

#### Automatic Safety Window Fixtures.

New Century Mfg. Co., 48 East Eighth Street, New York, are manufacturing the New Century Automatic Safety Revolving Window Fixtures and Sash Locks, which form one of the recent improvements in builders' window attachments, and which have become extremely popular with architects and builders, the devices possessing merit and utility. The cut indicates one of the many positions into which the Automatic Safety Revolving Window may be placed, either for cleaning or ventilating purposes. The device is a new one for turning the sash in windows so that they may be cleaned on either side from the interior of the room, the cleaner remaining standing on the floor, enabling the work to be much more quickly and better done, with greater safety. By using this special fixture, the liability to accident is avoided, and the customary step-ladders, window seats, or even expert window cleaners are not required. The most perfect ventilation can be secured by this automatic fixture even in rainy weather, as the window can be adjusted at any angle, entirely excluding the rain and admitting the air. Ventilation is possible from top, bottom and centre of window at the same time, or from either, as may be desired. The patent automatic latch, which is one of its special features, prevents the



AUTOMATIC SAFETY WINDOW FIXTURES.

sash from being turned, except at points indicated. Consequently it cannot be revolved by accident or carelessness. The bar locks in connection therewith prevent the slide bars from sliding up and down when sash is turned. The safety bolts, another feature, allow the window to be revolved at any point, but only after purposely releasing the bolts. These safety appliances make these fixtures especially desirable for dwellings, hotels, schools, hospitals, etc., and especially so in the modern office buildings as at present constructed.

#### Cutlery in China.

The Chinese have not yet learned to appreciate a well finished tool of any kind, and will not pay the extra expense of finishing, and the only tools that they require seem to be those that they cannot actually do without, such as razors, cheap knives, scissors, needles, saws, chisels, etc. For these articles the demand is very great, and the entire question is whether they can be manufactured cheaply enough to meet their requirements. In the question of razors alone there would be a tremendous market, as all Chinese shave their heads, as well as their faces. Germany is supplying a great number of these, and there is no reason why other makers should not have their share of the trade. The demand for better qualities will increase as the Chinese learn to appreciate a superior article, but to commence with, the foreigner must make according to the Chinese model.—*Exchange*.

**PATENTS** Preliminary Consultation Free.  
HENRY J. MILLER,  
55 Equitable Building, BOSTON.



REVIEW OF THE MARKETS.

**Wire Nails:** The amount of business still being done in Wire Nails is of considerable importance, resulting from the fact that stocks have not been kept up to any degree of fullness, orders having for some time been intended only for immediate requirements, and were frequently renewed. As no surplus stock is heaped up at the mills, the indications are that present prices may continue for some time. Quotations are named as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

|                                    |        |
|------------------------------------|--------|
| To jobbers in carload lots .....   | \$2.20 |
| less than carload lots .....       | 2.25   |
| To retailers in carload lots ..... | 2.30   |
| less than carload lots .....       | 2.40   |

New York prices continue without change, as follows:

|                                          |                |
|------------------------------------------|----------------|
| To retailers, carload lots on dock ..... | \$2.48         |
| less than carload lots on dock .....     | 2.55           |
| Small lots from store .....              | \$2.60 to 2.65 |

**Cut Nails:** There is almost an invariable steady demand from some sections for cut nails, not being seriously affected by the wire nail market, except in point of prices. This unchanging demand keeps the market in satisfactory condition, prices remaining at same standard as has prevailed for some time. The following quotations represent the market, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

|                                              |        |
|----------------------------------------------|--------|
| Carload lots .....                           | \$1.95 |
| To jobbers in less than carload lots .....   | 2.00   |
| To retailers in less than carload lots ..... | 2.10   |

New York quotations remain as previously reported.

|                                                      |                |
|------------------------------------------------------|----------------|
| To jobbers in carload lots on dock .....             | \$2.13         |
| less than carload lots on dock .....                 | 2.18           |
| To retailers in less than carload lots on dock ..... | 2.31           |
| Small lots from store .....                          | \$2.30 to 2.35 |

**Barb Wire:** Few changes in volume of sales are noticeable in this leading staple, the domestic demand for which continues very good, while the export demand is of greater activity. Prices remain as previously quoted for domestic trade, as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

|                                                       |        |
|-------------------------------------------------------|--------|
| To jobbers in carload lots, Painted .....             | \$2.50 |
| Galvanized .....                                      | 2.80   |
| To jobbers in less than carload lots, Painted .....   | 2.55   |
| Galvanized .....                                      | 2.85   |
| To retailers in carload lots, Painted .....           | 2.60   |
| Galvanized .....                                      | 2.90   |
| To retailers in less than carload lots, Painted ..... | 2.70   |
| Galvanized .....                                      | 3.00   |

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** Market is reported in steady condition, with prices firm in harmony with previous quotations. Demand for manufacturing purposes is still very fair. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, or 1 per cent. discount for cash in 10 days:

|                                    |        | Base sizes. |        |
|------------------------------------|--------|-------------|--------|
|                                    |        | Plain.      | Galv.  |
| To jobbers in carload lots .....   | \$2.15 | \$2.15      | \$2.55 |
| less than carload lots .....       | 2.20   |             | 2.60   |
| To retailers in carload lots ..... | 2.25   |             | 2.65   |
| less than carload lots .....       | 2.35   |             | 2.75   |

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

| Nos.             | Base                    | Galvanized.   |
|------------------|-------------------------|---------------|
| 6 to 9 .....     | \$0.06                  | \$0.40 extra. |
| 10 .....         | advance over base ..... | .40           |
| 11 .....         | " .....                 | .40           |
| 12 and 12½ ..... | " .....                 | .40           |
| 13 .....         | " .....                 | .40           |
| 14 .....         | " .....                 | .40           |
| 15 .....         | " .....                 | .75           |
| 16 .....         | " .....                 | .75           |
| 17 .....         | " .....                 | 1.00          |
| 18 .....         | " .....                 | 1.00          |

Russell & Erwin Mfg. Co., New Britain, Conn., and 43-47 Chambers Street, New York, have recently issued their price

list No. 4, which applies to their catalogue, Volume 9. List prices and discounts are included of the large line of goods of the company's manufacture. Quotations are also made on the extensive assortment of miscellaneous goods which the company carry in stock, thus giving a very complete set of general quotations.

**Linseed Oil:** The Dean Linseed Oil Co. quote as follows:

|                                      |                       |
|--------------------------------------|-----------------------|
| In lots of less than 5 barrels ..... | .61 cents per gallon. |
| In lots of 5 barrels or more .....   | .60 cents per gallon. |

The five-barrel price only applies to deliveries of that quantity at one time.

|                                                          |
|----------------------------------------------------------|
| Bottled Linseed Oil, 2 cents per gallon higher than Raw. |
| Calcutta Oil, 85 cents per gallon.                       |

THE ALBANY TRADE.

The closing month of the closing year of the century brings to mind many thoughts for the consideration of every person, not excepting the busy Hardware dealer. And be he a man of mature years, indulging in retrospect, the remarkable changes that he has witnessed probably challenge comparison with any of the other branches of trade.

While penning these few lines, our eyes light upon an old, old Hardware invoice hanging in a frame on our office wall, bearing the date of December, 1797. It is well preserved, the engraved heading being in bold, graceful script, and the written items perfectly legible. It is quite a remarkable fact that the person who signed and received payment on this bill was well known by one of the present attaches of our company. The signer must have been a very young man when he receipted the bill, for many years after, when our colleague knew him, he was past seventy years of age.

The items on the invoice include a pair of brass candlesticks and a steel snuffer, genuine bone knives and forks and carvers, an ivory-top caster, a japanned knife tray, a sieve and a bread basket. These are extended in pounds, shilling and pence, as it was before the day of the American dollars and cents. A brief glance at this quaint old invoice forcibly reminds us of the remarkable changes that have come to the Hardware trade in the interval. Some of the articles are now practically obsolete, and others are superseded by those of different materials which displace the bone, ivory and japanned-finished wares. The past, even in Hardware, is a subject too voluminous for a brief newspaper article. We must drop it and come down to the present time.

If the fickle weather of the past few weeks will now settle down to what is more seasonable, we may expect an excellent sale of holiday goods. Customers are ready to buy, and the merchants have prepared most tempting displays of attractive goods now classed as Hardware, but which, a few years ago, were foreign to Hardware stores. Everything depends upon the weather, that buyers and dealers may draw together for the profit of the seller and the gratification of the shopper.

Inventory, so soon to be considered, will not present as many conflicting problems as was the case a year ago. Then it was unquestionably a wise conclusion, in view of the unusual past advances in prices, to deduct from inventory footings a liberal discount covering possible declines that would naturally follow. The inevitable sag came, and large volumes of goods were judiciously moved by the jobbers at low prices, which they could well afford to do.

For quite a period uncertainty prevailed, but soon a better outlook was presaged and a strong tone was given to the market in leading lines, and with the almost certain result of the coming National election, which presaged a restora-

tion and continuance of confidence, values strengthened and fears of lower prices were dispelled.

The conditions now seem most auspicious. The demand for goods is active; orders for Spring needs are flowing in; mills are running steadily and merchants and consumers are decidedly busy.

In the present state of affairs, do not the existing market prices represent the true inventory values, and will not these values be sustained, at least through another year?

A perusal of the excellent report of the National Hardware Convention, contained in the preceding issue of *Hardware*, leads one to think that these conditions will continue.

ALBANY HARDWARE & IRON CO.

#### THE BALTIMORE TRADE.

December has brought us a large number of small orders and fewer remittances, but we expect the latter part of the month will reverse this order of things, as Christmas is coming, and the many little hoardings will likely be spent before its arrival, thereby filling the coffers of the retailer, from whence it comes in the direction to gladden the hearts of the jobber, who will, in turn direct its course to the vaults of the big manufacturer; so we can all be happy together, and sing praises for the good things enjoyed during the close of the nineteenth century.

Barring a few small sections in our territory, trade is in fine shape and likely to so continue for a long time.

The small sections referred to, including one county on the eastern shore of Virginia, are being given our most careful attention, deeming it, as we do, bad policy to urge the sale of goods upon merchants dependent upon farmers who are at the present time practically insolvent, and whose only security lies in the profits to be made on their next year's crops, which, if not realized, means for them financial ruin, and a change among the land owners of the county.

The demand continues for cutlery, guns, ammunition and other profitable goods, which we, particularly at this season of the year, push to the front. There is, however, a conspicuous absence of skate orders; nor do we expect many until after the first good freeze. The President's able and favorably-criticised message, now before Congress, for its deliberation, has cast a ray of sunshine upon the dark views of the political pessimist, and now let us hope such legislation will follow as to reflect a tower of light that will forever emblazon the Stars and Stripes upon the masthead of prosperity, and carry the stately ship over broad waters, bearing peace, liberty and justice and American manufactured goods to all men.

H. W. WEBB & SONS.

#### THE CLEVELAND TRADE.

The meeting of Congress this week causes some uneasiness in business circles, but as the election failed to seriously affect business, we may suppose that Congress will avoid experimental legislation. Common sense seems to be increasing and manifesting itself in politics. The magnificent business outlook could hardly be improved, and to keep things as they are ought to satisfy the most extravagant optimist.

Trade is surprisingly good and no cloud appears. The cry for improvement will continue to cause criticism, as the ideal is always in advance of the real, but this is a promise of growth if practical common sense prevails.

We are compelled to be a big nation, and must adjust ourselves to that. We are compelled to have colonies, and we ought to give the world a lesson in colonial management, comparable in excellence with our home government, and in doing so become a missionary to all people.

It is a test of our ability to use great power wisely for the benefit of the governed, and emphasize the value of popular government to all the world. We feel confident that this will be the result, and that this is the meaning of our compulsion into colonial expansion. "The love of the best" will continue to impose criticism; love of country will cause fear of failure, but the colonies will in the end be proud to be

affiliated with a nation so strong, so wise and so just, and the colonies of other nations will rise up and call us blessed. It is a great opportunity offered to a great people which must not be neglected.

THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE PITTSBURGH TRADE.

We can report business in a very prosperous condition. November footed up a good increase on sales of the same month last year.

The only "fly in the ointment" is the silly competition among jobbers themselves on a few of the leading staples. Nails, wire and shovels are sold below the cost of handling. The jobber's differential provided by the makers of these goods is small enough; indeed, those who have studied the subject of cost of selling, believe it is not large enough to cover that cost. Yet in the face of this, we are all giving away the larger part of our differential. When we consider what a large part of our total sales is made up of these items, it becomes a serious matter.

We are just emerging from a flood in our rivers. A sudden rainfall of two inches over the whole watershed of the Allegheny and Monongahela Rivers concentrated at Pittsburgh, and gave us twenty-seven feet of water, enough to flood cellars and cause a great deal of extra labor and some loss. These freshets usually come in January, February or March, a November visitation being very unusual.

LOGAN-GREGG HARDWARE CO.

#### THE SAGINAW TRADE.

In regard to trade conditions of the North Central States, the month of November has been an exceedingly active one in the Hardware line, although the weather has been open and the season backward. It does not seem to hamper trade in the least; collections are remarkably good, and the outlook is favorable. Cattle and hogs are bringing good prices. The potato crop, which is quite important in this locality, is large and bringing a fair price. The sugar beet industries this year have been more profitable than any previous season. The coal mines in this region are working full capacity, and employing more miners than ever before. All these things help to stimulate trade in this section of the country.

MORLEY BROTHERS.

#### THE COLUMBUS TRADE.

The situation is about the same as two weeks ago, as far as weather and trade are concerned. The weather is mild, and so far has not interfered with outside work only for a few days this Fall. Trade is still active, compelling us to work often at night in order to get goods off with any degree of promptness. There seems to be a tendency among retail dealers to place orders for Spring goods earlier than usual. Whether this is the result of efforts on the part of salesmen or with a belief that goods will be higher in the Spring is hard to tell. We are of the opinion that some goods will be higher, as there is no question but that they are too low. We are also of the opinion that other articles will be lower in price, as many goods are unreasonably high. A gentleman closely identified with a large manufacturer of a certain line of goods, said he felt certain they would have to reduce prices, as there was just 110 per cent. profit at present prices. Of course such unreasonable profits cannot be retained long, and, as a rule, when the break comes, it keeps on a down grade until there is no profit, and often times a loss, to the manufacturer. So the profit, no doubt, averages up about where it should be. Hardware, like a great many people, has its ups and downs.

THE SMITH BROS. HARDWARE CO.

#### THE ST. PAUL TRADE.

With the skies cleared from all political troubles for some years, we feel that business can and will go ahead without trouble of any kind; that values will be established firmly, and on a higher basis than for some time past. In fact, we

believe that we will have some years of business prosperity, and we hope that in all ways all people will be happy.

Our own section, while not blessed with a good crop, still manages to do some business; our orders are very satisfactory, and with a firmer market our dealers will, no doubt, be pleased with their sales.

The writer was at Richmond with the Hardware Jobbers, and had a pleasant time renewing acquaintances, talking over the trials and pleasures of jobbing Hardware with many, and now feels that it paid to attend the meeting. May we all meet in Cleveland next year with unbroken ranks!

C. W. HACKETT HARDWARE CO.

#### THE DAVENPORT TRADE.

The Iowa Hardware Jobbers will hold their regular quarterly meeting at the Savory House, Des Moines, on the 12th inst. The secretary, John Tredway, urges all members to be present. Following the National Hardware Convention so quickly, it is hoped that the same enthusiasm and harmonious effort will prevail that made the meeting at Richmond so interesting and profitable.

There is very little to say of trade conditions; of course there is no buying or selling, except for immediate needs, as jobbers and retail dealers alike are trimming stocks as closely as possible, preparatory to inventory.

The National Hardware Convention at Richmond was a great success in every way, and we are glad to note that *Hardware* and other trade papers were well represented there. For valuable space devoted to the interests of the Hardware trade, for cordial personal greeting at the Convention, and for kind words printed, we are truly thankful.

SICKELS, PRESTON & NUTTING CO.

#### THE SAN FRANCISCO TRADE.

Industrially, politically and meteorologically, everything conditional to the local trade is all right, and it never felt better. As a matter of fact, although the San Francisco and Oakland Retail Hardware Association is only about nine months old, it is feeling in such fine feather that it has decided on having a combination jollification-and-first-anniversary-meeting two days before this issue of *Hardware* goes to press. For this festival occasion, additional to much other attraction, the following gentlemen have important parts assigned them on the programme: O. F. Sites, secretary and treasurer of the Palace Hardware Co., and president of the Association; Henry Gracey, proprietor of two Hardware stores, and secretary of the Association; John P. Maxwell, Oakland Hardware dealer, and Frank F. Osborn, president and manager of the Osborn Hardware & Tool Co.

At a meeting within the past fortnight of the Executive Committee of the Pacific Coast Hardware Jobbers' and Manufacturers' Association, Wakefield Baker, of the firm of Baker & Hamilton, was re-elected president. The following vice-presidents were elected to represent the various cities represented at the meeting, viz., San Francisco, Seattle, Tacoma, Portland, Marysville, Sacramento, Los Angeles and San Diego: Charles Holbrook, of Holbrook, Merrill & Stetson, San Francisco; J. S. Goldsmith, of Schwabacher Hardware Co., Seattle; Frederic Mottet, of Hunt & Mottet Co., Tacoma; Henry Hahn, of Wadhams & Co., Portland; H. Cornforth, of J. R. Garratt Co., Marysville; Wm. Schaw, of Schaw, Ingram, Batchelor & Co., Sacramento; C. C. Reynolds, of Harper & Reynolds Co., Los Angeles; Melville Klauber, of Klauber, Wangenheim & Co., San Diego.

The matter of the case now before the Inter-State Commerce Commission, which case was brought by complaint of the Business Men's League, of St. Louis, against the Atchison, Topeka and Santa Fe and other railroads, was taken up for consideration. The final hearing of this case before the Inter-State Commerce Commission will take place in Washington, D. C., on the date of this issue of *Hardware*. A. C.



### JAP-A-LAC

is the hardest, smoothest, most elastic, brilliant and durable finish on the market for . . .

**Floors and Interior Woodwork.**

It is also used on Furniture, Wire Screens, Radiators, Iron Fences, Carriages, etc. Architects should specify it. Painters should use it. Builders Should insist on it. Our magazine advertising is creating a demand for

**JAP-A-LAC.**

Dealers should write for our money-making proposition.

**The Glidden Varnish Co.,**  
Cleveland, Ohio.

Rulofson, manager of the Hardware department of Baker & Hamilton; Harvey D. Loveland, superintendent of the San Francisco Merchants' Mutual Adjusting Agency, and E. S. Pillsbury, attorney for the Pacific Coast Jobbers' and Manufacturers' Association, departed December 1st to be present at the Washington meeting

J. H. Kruse, largely active in lumber and Hardware, and distinguished for being the longest in the San Francisco trade, expresses himself as being pleased with the very decisive business revival. He is conscious of upwards of a million dollars' worth of building contracts withdrawn in the midst of the McKinley-Bryan campaign, and now reopened and being pushed along to completion. He favors this business expansion, also America's expansion ideas, and hopes that the name America will soon become so respected that he shall never again learn, as he recently did, of a shipment to England of a 1000 dozen scissors to get the Sheffield stamp.

TRADES PRESS ASSOCIATION.

#### Our Commercial Relations with Germany.

A good deal of anxiety seems to have been wasted with reference to the trade relations between the United States and Germany. It will be remembered that a fear was expressed some months ago that certain trade restrictions proposed in Germany might seriously interrupt the commercial relations between that country and the United States, and especially decrease our exports to that country in agricultural products. Figures just issued by the Treasury Bureau of Statistics show that our exports to Germany, in the ten months ending with October, 1900, were \$27,000,000 greater than those in the corresponding months of last year, an increase of about 20 per cent., and that our imports from Germany show an increase of \$8,000,000, a gain of over 10 per cent. Of the forty great articles which compose the bulk of our exports to Germany, more than two-thirds show an increase in 1900, as compared with 1899. Those which show the principal decrease are hog products, corn, wheat, fertilizers and certain lines of machinery. Those which show an increase are cotton, flour, fruits, tobacco, timber, mineral oils, cotton seed oil, oilcake and meal, tallow, paraffin, rosin, turpentine, coal, copper, builders' Hardware, scientific and electrical instruments, agricultural implements, sewing machines, cars and furniture.

Copper shows an increase of more than \$3,000,000, mineral oils \$2,000,000, tobacco and agricultural implements nearly \$1,000,000 each, and unmanufactured cotton over \$28,000,000, while in the list of articles which show a decrease there are but two cases in which the falling off is as much as \$1,000,000—corn showing a reduction of a little more than \$1,000,000, and wheat little more than \$2,000,000.

The following tables show the principal exports to Ger-

many in the ten months ending with October of 1899 and 1900:

PRINCIPAL ARTICLES IN WHICH EXPORTATIONS HAVE INCREASED.

|                                      | 1899.<br>(10 months.) | 1900.<br>(10 months.) |
|--------------------------------------|-----------------------|-----------------------|
| Agricultural implements.....         | \$1,681,004           | \$2,834,396           |
| Books, maps and engravings....       | 100,488               | 116,838               |
| Flour .....                          | 1,798,137             | 2,450,721             |
| Cars .....                           | 144,811               | 242,978               |
| Coal .....                           | 30,055,898            | 58,532,125            |
| Cotton .....                         | 157,166               | 455,729               |
| Cotton mfrs., other than cloths.     | 456,656               | 1,416,596             |
| Fruits and nuts.....                 | 361,818               | 435,637               |
| Scientific and elec. instruments.    | 807,043               | 840,623               |
| Builders' Hardware.....              | 6,694,573             | 9,904,286             |
| Copper .....                         | 657,029               | 889,705               |
| Sewing machines.....                 | 462,241               | 555,962               |
| Tallow .....                         | 87,686                | 117,112               |
| Boots and shoes.....                 | 806,392               | 1,059,806             |
| Rosin .....                          | 905,032               | 1,398,926             |
| Turpentine, spirits of.....          | 3,073,109             | 3,237,122             |
| Oil cake and oil cake meal.....      | 6,897,003             | 8,842,697             |
| Refined mineral oil.....             | 818,212               | 1,022,948             |
| Cottonseed oil.....                  | 751,847               | 845,781               |
| Paraffin .....                       | 216,358               | 362,047               |
| Beef, salted or pickled.....         | 1,692,748             | 2,041,198             |
| Oleomargarine oil.....               | 781,470               | 1,255,211             |
| Seeds .....                          | 1,645,008             | 2,767,814             |
| Tobacco, unmanufactured.....         | 96,376                | 101,043               |
| Manufactures of tobacco.....         | 1,185,956             | 1,278,933             |
| Timber and unmanufactured wood ..... | 1,028,632             | 1,223,479             |
| Lumber .....                         | 131,081               | 133,286               |
| Furniture .....                      |                       |                       |

PRINCIPAL ARTICLES IN WHICH EXPORTATIONS HAVE DECREASED.

|                         | 1899.<br>(10 months.) | 1900.<br>(10 months.) |
|-------------------------|-----------------------|-----------------------|
| Corn .....              | \$14,486,928          | \$13,115,426          |
| Wheat .....             | 6,020,547             | 3,452,168             |
| Bicycles .....          | 754,551               | 322,638               |
| Clocks and watches..... | 31,623                | 17,425                |
| Cotton cloths.....      | 28,739                | 18,229                |
| Fertilizers .....       | 2,406,548             | 1,840,650             |
| Typewriters .....       | 429,115               | 426,347               |
| Leather .....           | 901,604               | 798,305               |
| Bacon .....             | 1,878,727             | 1,208,489             |
| Hams .....              | 535,427               | 182,308               |
| Pork .....              | 678,236               | 475,658               |
| Lard .....              | 10,187,624            | 10,102,794            |
| Butter .....            | 135,799               | 14,846                |
| Horses .....            | 626,730               | 395,515               |

Fletcher Hardware Co.'s New Catalogue.

The Fletcher Hardware Co., Detroit, Mich., have recently published, and are now distributing to the trade, the most important catalogue they have ever issued in connection with their business. It is a handsomely bound volume with half morocco back and corners, of 1,264 pages, in addition to an index of 60 pages, the size of the pages being  $8\frac{1}{2} \times 11\frac{1}{2}$  inches, making it an extremely attractive and useful volume. The frontispiece gives an illustration of the main warehouse, office and salesroom, 61-69 West Woodbridge Street. Opposite this illustration is given a full-page cut of their storage warehouse, 78-82 West Woodbridge Street. In connection therewith a full-page illustration is given of the receiving and shipping dock for all points on the Great Lakes. These three illustrations convey an admirable idea of the extent of the facilities possessed by this house for the transaction of the business indicated by the contents of this catalogue. The catalogue is intended to cover their entire line of Hardware without going into unnecessary details of description, but shows only a partial line of their Sportsmen's goods.

This, they explain, is on account of the fact that they issue a separate catalogue annually, which includes in its contents all kinds of ammunition, fishing tackle, bicycles, bicycle sundries, etc., believing it desirable that this class of goods should be exploited annually rather than rely upon the contents of the main or large catalogue, as so many new ideas are annually developed and new goods of importance added to stock, making it necessary that more frequent consideration be given to this line of goods. The catalogue under review is fully illustrated throughout, being printed on excellent paper for the purpose, and the numbers and descriptions are thorough, giving every indication of the trained knowledge of a catalogue compiler thoroughly conversant with the line of goods he is engaged in compiling. The illustrations throughout are uniformly wood cuts, very few, if any, half-tones being used, giving more distinct impressions regarding the goods, and verifying in the illustration the description which accompanies it. It is divided into fifteen departments, each occupying several divisions in the catalogue proper, commencing with (1) Mechanics' Tools, (2) Farm and Garden Tools, (3) Wire Fencing, Poultry Netting, Screen Cloth, Doors and Windows, Glass and Putty, etc. Each division is designed to embrace every article that would naturally be sold under that head, so that the stove and tinware dealer desiring to find articles more especially in his line would find the several divisions that apply exclusively to his end of the Hardware business. The dealer in house-furnishing goods would find embraced for his wants all the leading goods in the House-Furnishing Hardware line, a department which completes the book and covers nearly one hundred pages. Over one hundred pages are given to Cutlery and Plated Ware, a very complete line being shown, and illustrated with full-size cuts almost invariably; especially is this the case on pocket knives; 250 pages are devoted to Builders' Hardware. We mention these separate divisions as giving an idea how thorough and complete each division of the catalogue will be found. The index covering, as previously noted, 60 pages, embraces every article in the catalogue under a very taking arrangement in regard to the use of types, by which any reference can be readily made, the goods being cross-indexed under all the various heads that could be naturally applied to them. The care and consideration given to a volume so expensively elaborate as is a catalogue of this description, cannot but prove beneficial to the business itself, by increasing the facilities through which mail orders can be sent in an intelligent manner, that predicates prompt shipments and increased sales.

"Bobby, dear, wouldn't you like to be a missionary when you grow up?"

"An' git et! Not on your life!"—Ex.

THIS ILLUSTRATES OUR STYLE No. 1,



With one side turned off and the other turned down for a half or night light, or for other purposes where a small light is required temporarily; the little needle valve at the same time removing any obstruction from the rear of the gas orifice. Made in  $\frac{1}{2}$ ,  $\frac{3}{4}$  and 1 foot sizes when the needle valve is withdrawn. Can be turned into alignment.

PRICE—EACH 35c.

Write for Special Discounts on larger quantities of the Drake's Adjustable Burners and any of the parts.

Drake Acetylene Apparatus Co., MFRS.,

38 HATHAWAY ST., CLEVELAND, O.

.. The ..

## Little Giant Grass Hook

is a miniature scythe, looks right, hangs right and cuts right; the thing long sought for. Can mow a small lawn with it; can cut closer to trees, fences, etc. Can be used for cutting corn or clipping hedges.

Ask for catalogue B, and prices.

Patented Feb. 13, 1900. June 26, 1900. Other Patents Pending

H. S. EARLE,  
705 4th Ave., DETROIT, MICH.



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### Survival of the Curfew in England.

The revival a few days ago in Buckingham of the ancient custom of ringing the curfew bell is a reminder that this picturesque relic of Norman England still survives in more than thirty towns and cities throughout the country. At some of these the bell is rung at certain stated periods only. Thus, at Pershore, in Worcestershire, the curfew is only heard between November 5 and Candlemas, and at Brackley Church from Michaelmas to Lady Day only; while its original significance is, of course, entirely a thing of the past. "The knell of parting day" is—or was until recently—still tolled from Canterbury Cathedral, and from the Church of St. Nicholas, Bristol, every evening. By a code of instructions dated 1481, the suffragan of the Bristol diocese was directed "to ring curfew with one bell at IX. of the clock."

### Petroleum from New Zealand.

Before very long the New Zealand Oil Co. will begin to contribute to the world's supply of burning and lubricating oil. The mining lands acquired by the company extend over about 1200 acres, and it is reported that they include a very large quantity of oil-bearing shale. It is anticipated that the new industry will grow rapidly, as with oil at present prices there is a margin for very handsome profits. The property is situated in the South Island near Invercargill, and the Scottish blood in the working staff will no doubt insure a vigorous development. There is a sufficiently wide market in the islands themselves for the products of the company during the first year or two, but eventually New Zealand will enter the lists as an oil-exporting country. —Exchange.

ESTABLISHED 1774.

**HIGH GRADE AUGER BITS.**  
(BLACK TWIST)  
**JOB T. PUGH, PHILADELPHIA.**

**PRIEST'S CLIPPERS**  
Largest Variety,  
Tollit, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Newham, N.H., U.S.A.

## The Yankee Lantern

### Stands a Hurricane

Simple in Construction.  
No Trouble to Light or Fill.  
Will go like Hot Cakes.

Just What You  
Have Been  
Looking For.

**\$2.50 per dozen**  
Complete,  
F. O. B. New York.



17 INCHES HIGH.

### Adapted to Fit a Tubular Globe

Can Furnish  
Frames and Burners  
Separate,  
You Have the Globes.  
Will Outsell any  
Large Lantern  
on the Market.

**\$2.10 per dozen**  
Frame and Burners.  
Package No Charge.

**WILLIAM R. NOE, Manufacturer,**  
33 PARK PLACE, - - NEW YORK.

### Give You Your Money's Worth.

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.



### Laffin & Rand Powder Company

MAKES

### All Kinds of Powders

FOR

### All Kinds of Guns.

CORRESPONDENCE INVITED.

Enclose Six Cents for 1901 Calendar.

### Laffin & Rand Powder Co.,

99 Cedar Street,

NEW YORK CITY.

# NICHOLSON.

FAMOUS FOR TEMPER  
AND CUT.

NICHOLSON FILE CO., Providence, R. I., U. S. A.

SOLD ALL OVER THE WORLD.

Supplied to 24 Foreign  
Governments.

## Soft Putty.

As a general rule glaziers' putty is required to harden after exposure to the atmosphere, and for this reason it is made with an oil capable of oxidation. But it is often the case that a soft putty is required, viz.: one which will not harden by exposure, and to make this white lead and tallow are needed. Take two gallons of linseed oil and mix with one pound of pure tallow, then add sufficient white lead to obtain the desired consistency, and you will have a putty which will remain soft forever. When it is necessary to loosen old glaziers' putty from window frames, etc., it should be gone over with nitric acid, which will enable the workman to take out the putty in about an hour after the application of the acid.—*Exchange*.

There is a little settlement of New Hampshire people in Kiowa County, Colorado. Among other things they brought with them the New Hampshire aversion to using any more words in conversation than are absolutely necessary. Two of them met on the road recently and indulged in the following dialogue: "Mornin', Si." "Mornin', Josh." "What did you give your horse for bots?" "Turpentine." "Mornin'." "Mornin'." A few days later the men met again, and here's the way a hard-luck story was told in mighty few

words: "Mornin', Si." "Mornin', Josh." "What did you say you gave your horse for bots?" "Turpentine." "Killed mine." "Mine, too." "Mornin'." "Mornin'."—*New Orleans Picayune*.

The Old Stager—Young man, if you would be successful, you must do two things. First, get some enemies.

The Aspirant—And second?

The Old Stager—Second, irritate them so that they will make you prominent.—*Ex*.

Artist (unfolding sketch)—It's the best thing I ever did.

Editor (ominously)—Oh, well, you mustn't let that discourage you.—*Ex*.

## Situation Wanted.

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

## For Sale.

**A STOCK OF HARDWARE.**—Will invoice about \$1000. Closing out now. In a live Western town. Population 20,000. Address QUICK SALE, care HARDWARE, 275 Broadway, New York. 150

## Gasoline Motors,

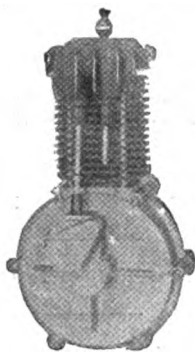
One to Seven H. P.

Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches  
and Other Purposes.

ADVANCE



BICYCLE MOTOR.

Also Complete Sets of Castings and Working Drawings for Constructing these Motors.

**Lowell Model Works**

LOWELL, MASS.

Box 292.

The . . .

"ORIGINAL  
JENNINGS"  
AUGERS and  
AUGER BITS



Genuine have  
"Russell Jennings"  
stamped in full  
on the Round of  
each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.



## SUPPOSE

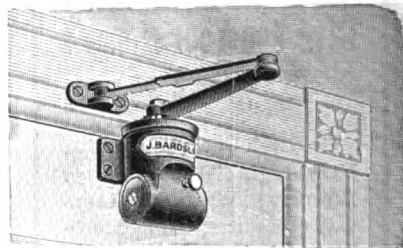


Four "ad." was here! You would read it with the other "ads." and it would be read by twenty thousand other people. Advertising in

## "HARDWARE"

is the cheapest, and most profitable, because its contents are brought directly to the notice of the Hardwaremen with nothing else to divert their attention. : : : : :

## THE "BARDSLEY" Oil Door Check & Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

|         |             |        |
|---------|-------------|--------|
| Size A, | price each, | \$3.50 |
| " B,    | " "         | 4.00   |
| " C,    | " "         | 5.00   |
| " D,    | " "         | 6.00   |
| " E,    | " "         | 7.00   |

LIBERAL DISCOUNTS TO THE TRADE.

**JOS. BARDSLEY,**

147 to 151 Baxter St., NEW YORK CITY.



Examine  
it  
critically.  
It  
will  
bear  
inspection  
if  
it's an  
Arcade

It looks like and is like a hand-cut file, that is our intention.

The irregular spacing and uneven height of the teeth which characterizes the hand-cut file are reproduced with scrupulous fidelity in the Weed increment cut -

A file with this hoof-print  
last longer than any other



will cut faster and  
file on the market -

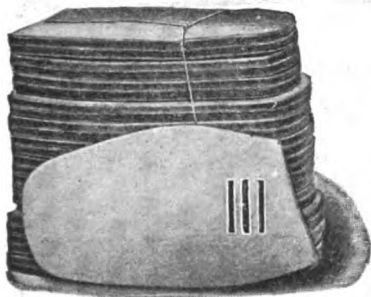
# The Arcade File Works.

NEW YORK  
97 CHAMBERS ST.

Established 1842.  
WORKS: ANDERSON, IND.

CHICAGO  
118 LAKE ST.

MACHINERY N.Y.



**THREE-BAR LEATHER**  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

**Baxter Schenkelberger & Co,**

350 Congress street, Boston.

#### Recent Trade Publications.

**PITTSBURGH STOVE AND RANGE CO.**, successors to the Anshutz-Bradberry Co., Pittsburgh, Pa. New catalogue for 1900-1901 trade, consisting of 90 pages, handsomely printed and illustrated on coated paper, and covering their entire product of Tremont Stoves, Ranges and Furnaces. The illustrations show that they are now manufacturing a full line of handsomely finished steel ranges, which are marketed under the name of the Clinton Tremont Ranges, thoroughly up to date, made for coal and wood, and a large number of nickel parts, making them very attractive in appearance. They also make the Keystone Tremont Ranges, of cast iron, with drop oven-door, which are shown in great variety. A number of other designs are given, and included in its contents a line of parlor stoves is shown, making the assortment an extremely attractive one for the Hardware and stove dealer carrying this style of goods.

**STRATTON MFG. CO.**, Erie, Pa. 56-page pamphlet catalogue, oblong, of the Dandy Green Bone Cutter, which has been manufactured by this company for the past seven years. It has proved a very popular specialty with the Hardware trade that have handled it, and the demand for it has compelled

the manufacturers to increase their facilities for production. The larger part of this catalogue is taken up with a number of testimonials from dealers and consumers who have added this specialty to their other facilities, in which it is spoken of in the highest terms. The manufacturers refer to the Dandy Bone Cutter as being a cutter and not a grinder. It will not grind oyster shells or anything of the kind, but as a bone cutter it is referred to as being a machine that they warrant to cut dry or green bones, just as they come from the butcher shop, without clogging, and to cut them fine enough to be used for chickens four days old. Hardware dealers desiring to add an article of this description to their stock will find this catalogue a very desirable one to send for.

House Owner—You didn't pay the rent last month.

Tenant—No? Well, I suppose you'll hold me to your agreement.

Owner—Agreement—what agreement?

Tenant—Why, when I rented you said I must pay in advance or not at all.—*Ohio State Journal*.

Capitalist (engaging coachman)—Are you married?

Coachman—No, sir. These 'ere scratches came from a cat.

**They are not Lazy!  
They all Work!**

Because they are properly made from good stuff.

**Phillips' "Flyer" Window Screens**

But if you are considering Tools for Handling Snow

**YOU DON'T HAVE TO WORK**

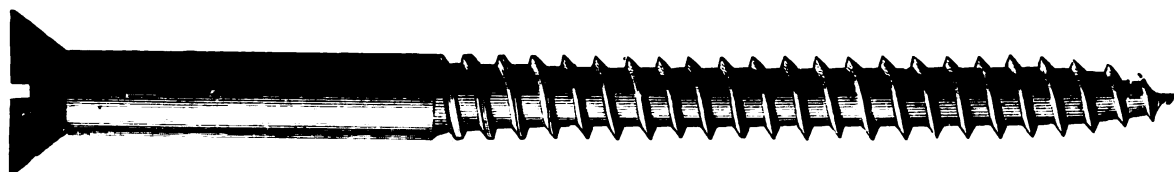
Nearly so hard using a Phillips' Snow Shovel.

Why Lift 10 lbs. of Shovel every time? Three lbs. of Phillips' Shovel will save Time and Labor!

If you have Snow to Shovel, use a SNOW SHOVEL, not a Coal Shovel or a Barn Shovel.

**THE A. J. PHILLIPS CO.,**  
FENTON, MICH.





# Wood Screws, Machine Screws, Stove Bolts, Tire Bolts.

COMPLETE STOCKS CARRIED:

NEW BRITAIN, CONN.  
NEW YORK,

PHILADELPHIA,  
BALTIMORE,  
DAYTON, OHIO.

BOSTON.

LOCAL OFFICES:  
CHICAGO. SAN FRANCISCO.



**RUSSELL & ERWIN MFG. CO.**

HIGHEST AWARDS, TWO GOLD MEDALS AT THE PARIS EXPOSITION.

..IF YOU ARE AFTER TRADE....



# ATKINS SAWS

WILL BRING IT YOUR WAY.

**E. C. ATKINS & CO.,** Manufacturers,  
INDIANAPOLIS, IND.

Memphis, Tenn.

Minneapolis, Minn.

Atlanta, Ga.

Portland, Ore.

## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Amarillo, Tex.—The Stringfellow-Hume Hardware Co. has been incorporated; capital stock, \$100,000. Incorporated by R. L. Stringfellow, H. E. Hume and H. B. Jones, all of Amarillo.

Brookston, Ind.—The McConnell Hardware Co. has been incorporated; capital stock, \$2000; directors, J. E. McConnell, John C. Kennery, Charles E. Holwerda, Grant Holwerda, John Roadruck and W. E. Morris.

Carrollton, Miss.—The Carrollton Hardware and Improvement Co. has been incorporated; capital stock, \$6000.

East Providence, R. I.—B. Kalunian & Bros., 2 Warren Avenue.

Fiskdale, Mass.—John Monahan.

Mansfield, Mass.—H. E. King, Winter Block.

Mineral Wells, Tex.—The Mineral Wells Hardware and Implement Co. has been incorporated; capital stock, \$35,000; incorporated by A. A. Mayer, Cicero Smith, H. N. Frost, J. L. Riggins and J. E. Quarles.

Plymouth, Pa.—Eugene Doyle.

Portland, Me.—L. W. Bradstreet, 921 Congress Street.

Portland, Ore.—The Consolidated Implement Co. proposes to engage in the implement and Hardware business and deal in railroad materials and supplies. The capital is fixed at \$10,000. A. H. Breyman, J. F. O'Donnell and M. L. Archambeau are the incorporators.

Riverside, Cal.—Franzen Bros., Dickson Block.

San Diego, Cal.—Walter E. Williams, Fifth Street.

Sedalia, Mo.—Peter Hoffman.

Tillamook, Ore.—Eleazar Jones.

Trenton, N. J.—Wyckoff Bird.

Wilmington, Del.—S. L. Fell & Co., 7 West Fourth Street.

### Changes and Improvements.

Atlanta, Ga.—The Anderson Hardware Co., which recently removed their place of business to the corner of Peachtree Street and Edgewood Avenue, have completed every detail connected with the establishment of this large Hardware store, and are now attractively and conveniently situated in their new quarters.

Ballard, Wash.—C. G. Sanborn is enlarging and rebuilding his place of business on Ballard Avenue.

Caledonia, Ohio.—The firm of Doyle & Lee, dealers in Hardware and farm machinery, have sold out to C. E. Harrison and Scott Irely. An invoice of the stock has been completed and Harrison & Irely are now in possession.

Connellsville, Pa.—A limited stock company has purchased an interest in Edgar Turner's Hardware store at the corner of Main and Pittsburgh Street, and the store

will be managed by the Turner Hardware Co., Ltd., of which Edgar Turner will be president and Charles D. Schell secretary-treasurer and general manager.

Crete, Neb.—A. E. Small & Co., of Fairmont, have purchased the stock of Hardware, queensware and business of Mrs. Lu Norris of this city, and have taken possession. N. W. Norris, who managed the business for his mother, removes to Lincoln January 1 to engage in business on a larger scale.

Des Moines, Ia.—Lewis E. Bolton, of the firm of Lewis E. Bolton & Sons, wholesale and retail Hardware dealers on East Sixth Street, has purchased a tract of land 44x142 feet for warehouse purposes, and as soon as his lease of his present warehouse expires will erect a modern building on the property for his wholesale business. It is the intention to largely increase their jobbing business and use the new building for it exclusively. The retail business will in all probability be continued in the East Side business district.

Ellington, N. Y.—D. J. Eigenbroadt has established himself in his new Hardware store.

Fisher, Ill.—E. H. Kelly has moved his Hardware stock into his new brick building.

Florence, Ala.—Johnson, Paulk & Co., Hardware merchants, have traded their stock of goods to Asa Allen, of Tupelo, Miss.

Middletown, Pa.—Joe A. Smith, of Annville, has purchased the Hardware store of Samuel Cottrell, and will consolidate the two stores.

Pennsburg, Pa.—The Hardware store conducted by G. W. Gerhart, on Main Street, has passed into the hands of John F. Weyand, who will conduct it with his carriage business.

Plymouth, Ohio.—H. J. Willment has sold his stock of Hardware to Nimons & Nimons and Beaver & Huffman.

Reading, Pa.—Bright & Co., Hardware dealers, have awarded the contract for their three new warehouses at Spruce and Canal Streets to George W. Beard & Co. The firm will erect a four-story brick building, 40x140 feet, to be used for general storage purposes, as their present capacity is crowded. There will also be a one story building, 40x50 feet, which is intended for the storage of cement, and another 36x40 feet, the latter to be used as a salt house. The foundations will be very heavy and a platform will be built along the front of the buildings, connecting all.

Sandusky, Ohio.—It is announced that Gary & Schisler have dissolved partnership by mutual consent. Mr. Gary takes the Hardware on the west side of the store.

Sergeant Bluff, Ia.—The Hardware firm of Ingvolstad & Reed has been dissolved, Mr. Ingvolstad buying his partner's interest in the business.

St. Johnsville, N. Y.—James McRae &

Son have purchased the Hardware business of Harry Walrath and are now in possession of the same.

Syracuse, N. Y.—Packard Brothers are purchasers of the G. Fred Tucker bankrupt stock of Hardware, corner of North Salina and Butternut Streets.

Tallahassee, Fla.—A few years since the Gilmore-Davis Co. opened a Hardware store in the Saxon Building, on Monroe Street. Their business has grown so rapidly that Mr. Saxon has been obliged to double the size of the brick store.

Toledo, Ohio.—The Starr Avenue Hardware Co. will change its name, in accordance with an agreement with the Star Hardware Co., which objected to the similarity of names.

Upper Sandusky, Ohio.—Frank Beidler has added a new line of goods to his stock of Hardware, namely, stoves.

Wessington Springs, S. Dak.—O. O. England, who has been engaged in the Hardware business for the past eight years, has sold his stock of goods and store building to William Kennedy, who recently moved from Parkston.

West Rutland, Vt.—Charles M. Smith is laying the foundation for a new Hardware store, to be built next to the Manley Block on Main Street.

### Business Embarrassments.

Milledgeville, Ga.—Frank Johnston, who has been engaged in the Hardware business in this city, has filed a petition for bankruptcy in the United States Court in Macon. H. C. Tindall was appointed receiver. Mr. Johnston's liabilities are about \$48,000; assets, \$30,000.

### Fires in Hardware Stores.

Amarillo, Tex.—Stringfellow & Hume. Loss, \$5000; insurance, \$3000.

Gallitzin, Pa.—E. Nelson.

Hopkinton, Ia.—Hucker Bros.; loss, \$3500; insurance, \$1500.

Lynch, Neb.—W. M. Healey. Loss, \$2900; insurance, \$1300.

Phoenix, N. Y.—N. A. Hughes.

Red Lake Falls, Minn.—A. Brady.

Shelbyville, Mo.—N. C. Miller.

Stafford, Kans.—John Garvin.

Wilkesbarre, Pa.—Phelps, Straw & Co.

### Burglaries in Hardware Stores.

Bangor, Me.—William P. Dickey & Co. Loss, \$35.

Brasher Falls, N. Y.—T. D. Ratchford. Loss, \$50.

Brooklyn, N. Y.—Bassler Bros., 504 Fifth Avenue. Loss, \$200.

Cripple Creek, Colo.—John Wright Hardware Co. Loss, \$300.


Ensley, Ala.—Byrum & Butcher. Shotguns.

Foreston, Minn.—T. F. Neumann. Loss, \$500.

High Point, N. C.—Beeson Hardware Co. Cutlery and razors.

Lamar, Mo.—N. Johannes & Sons. Shotguns and revolvers.

Recent  
Victories!



At Sea Girt, Aug. 31, Sept. 8, 1900, Great International Rifle, Revolver and Military contests

**Peters Cartridges and King's Semi-Smokeless**


Took all the following prizes:

WIMBLEDON CUP, 1000 yards,  
SCHUETZEN MATCH,  
INTERSTATE MILITARY MATCH,  
INTERSTATE REGIMENTAL TEAM MATCH,  
ALL COMERS MILITARY MATCH,  
NEW JERSEY RIFLE ASSOCIATION TROPHY MATCH,  
WINCHESTER MATCH,  
REVOLVER RE-ENTRY MATCH,  
REVOLVER TEAM MATCH;  
in fact almost everything within sight.

Peters Cartridges are all loaded with the famous King's Semi-Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St. N. Y.  
Hibbard, Spence, Bartlett & Co., Chicago, Ill.



**THE CELEBRATED BOSS WASHER.**

MADE ONLY BY  
**ANDREW BELL,**  
375 Market St.,  
Newark, N. J.

SAMPLES SENT BY MAIL.


TAKE NOTICE.  
No Boss Washers are Genuine that do not have the inventor's name

**"ANDREW BELL"**  
on Label of Box.

**Brauer's Pat. Ankle Support**

As shown in illustration is to be  
Worn by Skaters with Weak Ankles

for the purpose of supporting the ankle, and at the same time permitting flexibility of the wearer's foot. Made of Russet Leather; light in weight, easily applied and of moderate cost.



For Sale by all Jobbers handling Skates.  
Manufactured by  
**BRAUER BROS.,**  
2004 Locust St., St. Louis, Mo.

**"PERFECT"**




**OILER.**

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

**CUSHMAN & DENISON** Mfrs. 240-S W. 334 St., N. Y.

**THE OGDEN**



**DOOR CHECK & SPRING**

**"The Ogden Check" in Brief is**

*The only check that controls the door entirely. The simplest and strongest check made. Easily applied by anyone of ordinary intelligence. Refilled with liquid, when necessary, through the filling chamber without removing from the door. Positively regulated under all conditions and cannot leak.*

**SIMPLICITY SIMPLIFIED.**

MANUFACTURED BY

**THE OGDEN MFG. CO., NEWARK, N. J., U. S. A.**



Indoor.

**THE NULITE**

750 Candle Power

**ARC ILLUMINATORS**

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

A 20th Century Revolution in the Art of Lighting.

They darkness into daylight turn,  
And air instead of money burn.

**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**

*They are Portable. Place them anywhere.*


We also manufacture Table Lamps, Pendants, Wall Lamps, Chandeliers, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Good Agents Wanted. Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO** Garden City Bldg. CHICAGO.



Outdoor.

**MENAGH'S PRICE CARDS AND HOLDERS.**



Single Frames, holding one 10 x 14 card on each side, with brackets, \$9.00 per doz. net.

Double Frames, holding two 10 x 14 cards on each side, with brackets, \$12.00 net. (Owing to risk of breakage in transportation, 10 x 14 protecting glasses for cards are not furnished.)

Price Cards, 10 x 14 60 cents per doz., net.

Special Price Book, 400 pages, 10 x 14, \$9.00 each, net.

Quotation Book, 200 pages, \$7.00 each, net.

Easy Sign Marker, \$1.50 each, net.

Illustrated Circular on Application to

**JOHN S. MENAGH, JERSEY CITY, N. J.**



**ONE GASOLINE LAMP**

Ought to be just as good as another. But it isn't.

The difference is in the construction of the Generator

THE RIGHT KIND of a generator is made of brass casting sufficiently heavy to stand the intense heat, and with all the generating canals drilled perfectly straight and so arranged that they can be easily got at to be cleaned. That's the

**ARGAND!**

(Retail Price \$4 and upwards.)  
Liberal Discount to Dealers.

**ARGAND VAPOR LAMP CO.,**  
DETROIT, MICH.




**Blake Lamb Traps.**

Lightest and Strongest Made.

For 40 years the favorite wherever used. Send for catalogue to the

**HAWKINS CO., Successors,**  
Waterbury, Conn.



**FEDERAL ROD CUTTER**

HAS MANY GOOD POINTS.

Send for Circular.

Cuts 1/4 in. to 1 in.

**Chandler & Farquhar,**  
181 Congress St.,  
BOSTON, U. S. A.

**Benefits Greater Than Ever Before.**

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.

**The Only First Hand Source of GENUINE MARTY TRAPS**



is with  
**BURITT & WILLIAMS,**  
Sole Importers.  
BOSTON, MASS.

**HORSESHOE MAGNET HAMMER.**

WARRANTED



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades

Superior to any magnetic tool heretofore made

**ARTHUR E. ROBERTSON, Patentee and Sole Mfr.,**  
144 Oliver Street, Boston, Mass.

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Beaver Falls, Pa.—The Sanitary Screen Ventilator Co. has been organized and a plant with the necessary power leased for the manufacture of a screen for use in steam and electric cars and houses. The screen, which is an invention of B. F. Stark and J. O. Thomas, and which has been tried by the Pittsburgh and Lake Erie railroad, is a combination of plates of glass placed at such an angle as to prevent cinders from passing along, as with the ordinary wire screen.

Canton, Ohio.—The Ohio Mica Co. has been incorporated with a capital stock of \$25,000.

Canton, Ohio.—The Corrugated Cutter Co. has been incorporated to-day by C. A. Hill, Noah A. Walker, S. B. Webber, Lorenzo D. Connell and Chas. E. Taylor, with \$12,000 capital stock. The company will make a patent cabbage cutter and other things.

Des Moines, Ia.—The McNeeley Mat Wire Co. has filed articles of incorporation with the secretary. Its capital is \$10,000. G. W. McNeeley and Henry McNeeley are the incorporators.

Harrisburg, Pa.—The American Nailless Horseshoe Co., of Philadelphia, has been incorporated. Capital, \$1000. Incorporators: H. D. Shaifer, B. A. Rheinstrom, G. A. Lang, H. S. Townsend, F. S. Busser, all of Philadelphia.

Indianapolis, Ind.—The Modern Tool Co., has been incorporated. Capital stock, \$40,000. Directors: Bennett Wallace, Frank L. Gallagher and George E. Shafer.

Jamestown, N. Y.—Tangent Grip Pulley Co. has been incorporated to deal in power appliances and mechanical goods. Capital, \$20,000. Directors: F. W. Gurney, T. W. D. Addenbrook of Jamestown, and L. R. Sage of Oberlin, O.

Leetonia, Ohio.—Ohio Mail Box Co. has been incorporated to manufacture mail boxes. Capital, \$150. Incorporators: V. Figley, W. J. Weaver, S. A. Worman, Sarah C. Weaver, Minnie E. Figley.

Macon, Ga.—The inventory of the Macon Shear Co. has been completed and the papers signed transferring a half interest in the concern to S. D. Flood, of Dallas, Texas. He will be general manager of the factory, and its business will be entirely under his control.

New Haven, Conn.—Connecticut Cutlery Co. has been incorporated. Capital, \$6000. Incorporators: H. L. Brown, O. L. Hemming.

Oregon City, Ore.—The Willamette Mfg. Co. has filed articles of incorporation in the County Clerk's office. The capital stock is \$4000. The principal place of business will be in Oregon City, the object be-

ing to engage in the manufacture of ax and pick handles, and other wooden articles.

Pendleton, Ind.—The Hussey Mower and Implement Co., incorporated, to manufacture the mowing machine recently patented by R. W. Hussey, of this city, has located its factory at Upper Sandusky, O.

Rochester, Mich.—The Rochester Handle Co. has been incorporated with a capital stock of \$30,000.

Rochester, N. Y.—Articles of incorporation of the Ontario Drill Co. have been filed with the county clerk. The object of the concern is the sale and manufacture of grain drills and other agricultural implements. The company is capitalized at \$25,000 and the directors for the first year are William P. Thistlethwaite, Charles J. Thistlethwaite and Joseph L. Thistlethwaite.

St. Louis, Mo.—The Implement Wood Stock and Mfg. Co. has been incorporated. Capital, \$50,000. Incorporators: James L. Wood, H. W. Benton, A. B. Hayard.

St. Louis, Mo.—The Jackson Filter Co. has been incorporated for \$500,000, all paid in and divided into 5000 shares of \$100 each. Powell Jackson holds 4,998 shares, E. G. Tutt 1 and Albert H. Miller 1.

Wallingford, Vt.—Wallingford Mfg. Co. has been incorporated to manufacture Hardware specialties. Capital, \$50,000. Incorporators: H. E. Barden, J. Gilroy, both of Granville; H. B. Barden, S. C. Saunders, L. J. Folsom, all of Wallingford.

### Changes and Improvements.

Alexandria, Ind.—The Kelly Ax Mfg. Co. will establish a plant at Alexandria to manufacture scythes and sickles.

Cohoes, N. Y.—Plans are being prepared for a new building to be erected on the site of the burned ax factory of Fred. W. Peck, on Saratoga Street. The building will be of brick, and when completed will be equipped with machinery for the manufacture of axes and edge tools. Mrs. Peck, of Lansingburg, will operate the plant with the assistance of her son, and will give employment to 100 men.

Dighton, Mass.—The petition of George E. Wilbur and others for the dissolution of the Century Stove Co. has been heard through George F. Williams, counsel for the petitioner, and as there was no obstacle to the granting of the petition the court ordered the proclamation made and entered a decree of dissolution.

Fort Washington, Pa.—Hundreds of workmen are engaged on the new industrial plant being erected by Hoopes & Townsend. The firm recently purchased 275 acres of land along Pine Run, with the view of erecting a complete plant for the manufacture of the bolts and nuts now turned out at the Philadelphia shops. The firm expect to occupy the new site within three years, at which time they will employ at least 2000 workmen, most of whom will reside on the property. The rolling mill is to be 700 feet long and the foundations of the steel mill are now laid.

Kansas City, Mo.—The establishment of the John Deere Plow Co., which occupies the five-story warehouse at the corner of Thirteenth and Hickory Streets is to be increased. It has been announced by Charles Deere, the head of the company, that an addition will be built to the Kansas City warehouse, having a fifty-foot frontage on Hickory Street and being six stories high. The main building will also be raised to six stories.

Peoria, Ill.—So rapidly is the business of the Culter & Proctor Stove Co. expanding that they find themselves cramped for room in their already large quarters, at Fayette and Water Streets, and the company have decided to add a third story to a portion of their building.

### Recent Fires.

Charleston, W. Va.—The plant of the Jennings Mfg. Co., makers of wooden handles, has been burned. Loss, \$15,000; insured for half. The same company operates a plant at Newcastle, Ind.

Fair Haven, Conn.—Fire supposed to have been caused from spontaneous combustion started in the cellar at the National Wire Co.'s mill recently. The fire burned through the flooring of the main mill and threatened to do extensive damage. Loss, \$200.

Geneva, Ill.—Fire has destroyed the farm machinery manufacturing plant of the Appleton Mfg. Co. Loss, \$100,000; partly covered by insurance.

Tacoma, Wash.—The plant of the Torkelsons Co., manufacturers of asbestos goods, has been destroyed by fire.

Toledo, Ohio.—The plant of the National Cement and Rubber Mfg. Co. has been destroyed by fire. The company was organized in 1807, with a capital stock of \$25,000. Its officers are as follows: President, D. V. R. Manley; vice-president, William S. Hubbell; secretary-treasurer and general manager, E. P. Hubbell.

Troy, N. Y.—Fire has damaged the old nail factory and the old spike factory, which are located in the Wynantskill valley, at the junction of Burden Avenue and Mill Street. All of the burned property was owned by The Troy Steel Co., but had not been used for manufacturing purposes for five or six years. The loss is estimated by a member of The Troy Steel Co. at \$50,000, and is insured for the full amount.

Winooski, Vt.—The main buildings of the Porter Screen Mfg. Co., near Hood's crossing, have been destroyed by fire at a loss varying from \$100,000 to \$125,000, and taking employment from 200 men.

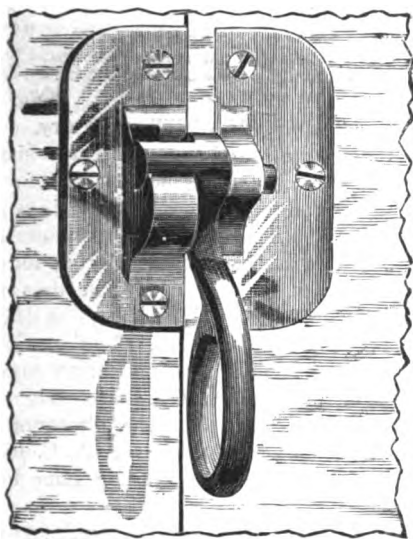
### Recent Embarrassments.

Meriden, Conn.—The Chapman Mfg. Co. has asked for the appointment of a receiver, and will be kept in operation until the matter is decided. The company manufactures leather novelties, sleigh bells, bicycle bells, etc., and gives employment to more than one hundred hands when in full operation.



## The CONROY PATENT Refrigerator Fastener.

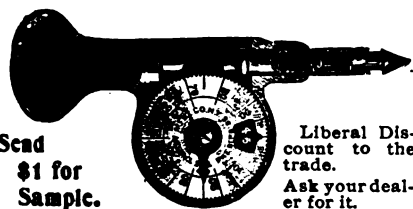
The only Practical Fastener in use



Manufactured and sold to the trade by  
**P. J. CONROY,**  
Beware of Infringements. Paschall, Phila.

## TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

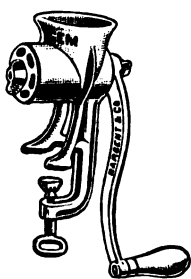
Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

The Tabor Revolution Counter,  
Elizabeth, N. J.

## A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [Wire Goods]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

# You Can Sell It!



SARGENT'S GEM FOOD CHOPPER is an article for kitchen use, intended to take the place of chopping bowl and knife. It is carefully made and nicely tinned; self-cleaning and self-sharpening, with steel cutters that cannot break.

Chops all kinds of meat, both raw and cooked, fruits, vegetables and other articles of food. Chops quickly, quietly and easily; is easy to take apart, easy to put together, easy to adjust.

SARGENT & COMPANY,

Manufacturers,

New Haven, Conn., New York, Philadelphia, Boston.

## FORKS, HOES, RAKES, &C., FOR EXPORT.

We make more than . . .  
740 KINDS OF FORKS.  
350 KINDS OF HOES.  
40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

FOR ALL MARKETS OF THE WORLD.

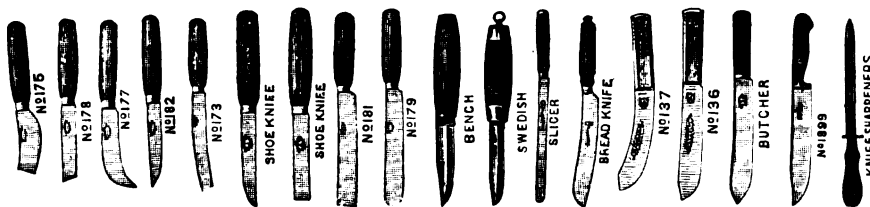
WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

## THE IOWA FARMING TOOL CO.,

Illustrated Catalog on Application. . . FORT MADISON, IOWA, U. S. A.

## HARDWARE SPECIALTIES.

ILLUSTRATING A FEW OF OUR KNIVES.



We also manufacture NIPPERS and PLYERS, SNIPS, PRUNING SHEARS, SCISSORS, HAMMERS, RAZORS, RAZOR STROPS, &c. Write for new Catalogue.

SMITH & HEMENWAY CO., 296 Broadway, New York.

## THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Albany, N. Y.—The Brooklyn Gas & Gasolene Co. has been incorporated with \$5,000 capital stock. Adam Schauf, John Schauf, and Christian Kranenburg, incorporators, to manufacture, sell, rent and lease gas and gasolene engines, motors and automobiles.

Buffalo, N. Y.—Adirondack Cycle and Specialty Co. has been incorporated to manufacture bicycles; capital, \$25,000. Directors—A. L. Lerch, P. A. Powers, and J. L. McGraine, Buffalo.

Cleveland, O.—Ohio Cycle Pump Co. has been incorporated. Manufacturing automatic pumps. Capital, \$50,000. Incorporators—F. S. Sholes, J. N. Coffin, C. B. Smith, G. P. Rust, C. K. Fanves.

Indianapolis, Ind.—The C. G. Fisher Co. has been incorporated to deal in bicycles, with \$15,000 capital. Directors—Carl G. Fisher, Charles Koehring and George Koehring.

Mansfield, O.—Cummings & McBride have forwarded the incorporation papers for Mansfield's new automobile manufacturing industry. The papers were sent to Charleston, W. Va., and the new concern will be incorporated under the laws of the State of West Virginia. It will be known as the Beardsley & Hubbs Mfg. Co. The capitalization of the company will be \$100,000. The incorporators are: V. S. Beardsley, C. G. Hubbs, E. L. Sanderson, B. W. Willett, S. E. McBride. The company will manufacture the automobile known as the Darling patent. The Beardsley & Hubbs Buggy Co. will discontinue the manufacture of buggies and turn its attention to the manufacture of automobiles exclusively.

New York, N. Y.—Anti-Rust and Gun Bore Treatment Co. has been incorporated; capital, \$10,000. Directors—W. S. Armour and F. N. Armour, New York City; H. L. Laques, Passaic, N. J.

New York, N. Y.—C. J. Downing & Co., has been incorporated to deal in bicycles, etc. Capital, \$5,000. Incorporators: C. J. Downing, V. L. Rice, Carrie M. Downing, all of New York City.

Port Jervis, N. Y.—P. C. Rutan, 46 Front Street.

Reading, Pa.—The Reading Saddle and Mfg. Co., recently organized, has applied for a charter. The company is composed of Miller M. Deem, John L. Ennis, Edgar L. Fulmer, Zug L. Brown and William Rick. They will occupy the building formerly occupied by the American Saddle Co., 318 Maple Street. The company will manufacture cycle saddles, tool bags, pedals and other articles of steel, leather, wood and iron, and will retain all the principal hands employed by the Amer-

ican Saddle Co. They will have about 50 hands at the start, and will retain the nickel-plating works as heretofore, and have secured the plant as operated by the American Saddle Co.

Strasburg, Va.—Orland C. Cullen is erecting a large shop, 20 x 40 feet, two stories high, for the construction of his Ball-Bearing Rifle Guns at the Warren White Sulphur Springs. The factory will contain a completely equipped ordnance plant.

St. Catherines, Ont.—Co-operative Cycle and Motor Co., Limited, has been incorporated with \$250,000 capital. Provisional Directors—William G. Nott, Percy E. Verity and Charles F. Verity, Brantford; James McBurney, Henry Hunter and James Ross, Toronto, and James A. Coulter, Ingersoll.

Utica, N. Y.—Clough Mauser Arms Co. has been incorporated; manufacture and sell firearms; capital, \$500,000; incorporators—E. H. Riley, M. P. Richards, of Utica, N. Y.; J. M. Clough, of Belcher-town, Mass.; H. C. Stone, of Oneida, N. Y.; E. E. Risley, Williamstown, Mass.

### Changes and Improvements.

Addison, N. Y.—The bicycle factory has resumed operations to supply the trade for the coming season.

Amesbury, Mass.—The Mobile Co. of America, Ellis & White, Eastern agents, have found that their business required larger quarters, and have taken the suite of rooms over the main entrance of the Wilman block.

Bayshore, N. Y.—Bayshore Bicycle Mfg. Co. has made additions.

Buffalo, N. Y.—Joseph Strauss & Son, Buffalo's newest jobbing firm, mean to make a specialty of frames and built-up wheels, the former in particular. To that end, and to enable the quoting of close prices, they are fitting up a frame building plant on their premises, 694-696 Michigan Street.

Chicago, Ill.—A three-story factory building at 299-305 West Lake Street, is under contract of sale to the Imperial Automobile Co., at a price of \$50,000. The factory building is 100 x 100 feet in foundation dimensions.

Columbia, S. C.—William F. Steiglitz has bought the gun, locksmith and repair store owned by the late F. W. Husemann, and has opened for business.

Cortland, N. Y.—Frank S. Bliven succeeds Kennedy Bros.

Des Moines, Iowa.—T. E. McGavran succeeds McGavran & Weston.

Detroit, Mich.—The American Bicycle Co. having practically abandoned the Clipper bicycle, Macauley Brothers, the well-known Detroit dealers, who handled the wheel for seven years, have transferred their faith and allegiance to the Eagle. They will control the State of Michigan on the Torrington machine.

Hudson, N. Y.—William Petry, proprietor of the sporting goods emporium at 430 Warren Street, has bought of Edmund Denegar the three-story building in which his store is located, and contemplates erecting an addition in the Spring for the repairing of pneumatic wagon tires and repairing of automobiles.

Ipswich, Mass.—E. E. Currier, South Main Street, is having an addition erected.

Joliet, Ill.—A. A. Clendenin has purchased the entire camera, photographic supply and optical business of A. C. Johnston and will continue at the same location.

Knoxville, Iowa.—Fred Brackney has added repair shop.

Madison, Me.—James Felker; closed.

Omaha, Neb.—National Cycle Co. have sold out to Omaha Cycle Co.

Reading, Pa.—Cameras and washing machines have been added to the bicycle business of the Globe Cycle Co., 843 Penn Street.

Rockford, Ill.—R. Reynolds succeeds Forbes & Reynolds.

Scotland, S. D.—J. P. Serr succeeds Engel & Serr.

Vassar, Mich.—Ralph W. Cross succeeds Cross Bros.

Whitney Point, N. Y.—A new building has been built on the Reporter lot, to accommodate the bicycle works.

### Recent Embarrassments.

New York, N. Y.—S. Wallis Merrihew, of 154 Nassau Street, has filed a petition in bankruptcy with liabilities \$33,080 and no assets. The debts were contracted at Wilmington, Del., as the Donald-Merrihew Cycle Co.

New York, N. Y.—Schedules in bankruptcy of S. Slomka's Sons & Co., manufacturers of sporting goods, at 79 Chambers Street, show liabilities of \$17,032 and assets of \$1,325, which was realized from the sale of their stock.

Waterbury, Conn.—A petition in bankruptcy has been filed in the United States District Court by R. G. Remillard and Prique Valois, who have been carrying on a bicycle business at 383 South Main street, under the title of the Brass City Cycle Works. The assets of the firm are \$732.15, and the liabilities are \$1,994.26.

### Recent Fires.

Granite City, Ill.—Fire in the target factory and tempering department of the Markle-Shot Tower and Lead Works, has completely wrecked all but the fireproof tower, and that was badly warped. The loss is estimated at \$100,000, partially covered by insurance.

Indianapolis, Ind.—As the result of a fire which attacked the store of the H. T. Hearnsey Vehicle Co., this concern suffered a loss of about \$20,000, fully covered by insurance.

San Diego, Cal.—Young & Churchill; loss about \$600; insurance, \$450.

## MORROW

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.

ECLIPSE MFG. CO., ELMIRA, N. Y.

NEW YORK BRANCH:  
105-107 Chambers Street.

## THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF



MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

The Champion Safety Lock Co.,  
CLEVELAND, OHIO.

## Hardware Dealers, Do You Know

That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,

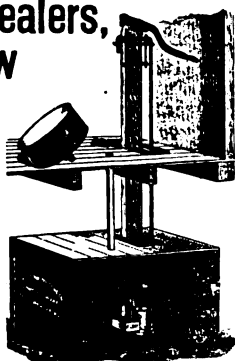
"The Eastern."

Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
ranted.

Eastern Oil-Tank Co.

146 Fletcher St., Lowell, Mass.



## EUGENE FIELD'S POEMS- A \$7.00 BOOK

THE Book of the century  
Handsomely illus-  
trated by thirty-  
two of the World's  
Greatest Artists.

vided equally between the family of the late Eugene Field  
and the Fund for the building of a monument to the mem-  
ory of the beloved poet of childhood. Address  
EUGENE FIELD MONUMENT SOUVENIR FUND,  
(Also at Book Stores) 180 Monroe St., Chicago.  
If you also wish to send postage, enclose 10 cts.

## Given Free

to each person interested in  
subscribing to the Eugene  
Field Monument Souvenir  
Fund. Subscribe any amount  
desired. Subscriptions as low  
as \$1.00 will entitle donor to  
his daintily artistic volume  
"FIELD FLOWERS"  
(cloth bound, 8 x 11), as a  
certificate of subscription to  
fund. Book contains a selec-  
tion of Field's best and most  
representative works and is  
ready for delivery.

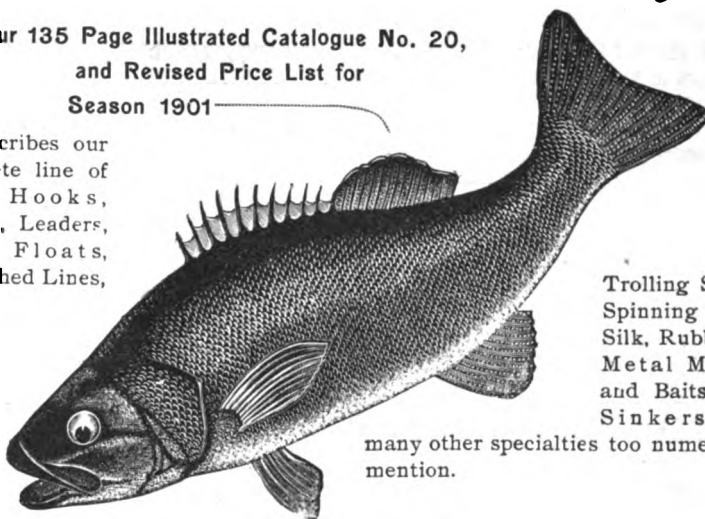
But for the noble contri-  
bution of the world's greatest  
artists this book could not  
have been manufactured for  
less than \$7.00.

The Fund created is di-  
vided equally between the family of the late Eugene Field  
and the Fund for the building of a monument to the mem-  
ory of the beloved poet of childhood. Address  
EUGENE FIELD MONUMENT SOUVENIR FUND,  
(Also at Book Stores) 180 Monroe St., Chicago.  
If you also wish to send postage, enclose 10 cts.

## Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
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Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
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and Baits, Lead  
Sinkers, and

many other specialties too numerous to  
mention.

THE ENTERPRISE MANUFACTURING CO.,

The Largest Manufacturers of Fishing Tackle in the United States.

AKRON, OHIO, U. S. A.

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.



CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
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parts are interchangeable. We think we have the right to claim this as  
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### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Help Wanted.

**BUILDERS' HARDWARE SALESMAN.**—One of good address,  
thoroughly familiar with the business, and capable of making  
correct estimates from architects' plans and specifications; one who is  
acquainted with the architects in New York City preferred. Address,  
stating experience and salary expected, N. Y. O., care **HARDWARE, 275**  
**Broadway, New York.** 126

**HARDWARE SALESMAN.**—A thoroughly competent and energetic  
Hardware salesman for retail store in Northern Michigan. One  
who has had experience as manager preferred. Good wages, and an in-  
terest in a good paying business to the right man. Give full particulars  
as to experience, references, and wages wanted. Address **MICHIGAN,**  
care **HARDWARE, 275 Broadway, New York.** 140

**HARDWARE SALESMEN.**—Experienced Hardware salesman for  
Greater New York to sell staple line of Hardware. Also salesman  
traveling New York State and one traveling New England States to take  
line, as a side line, on liberal commission. Address **STAPLE,** care **HARD-**  
**WARE, 275 Broadway, New York.** 97

**PUMP SALESMAN.**—Technically educated man of experience and  
ability as traveling salesman; must be energetic, and capable of  
handling large pump problems. Address **X,** care **HARDWARE, 275**  
**Broadway, New York.** 87

**SALESMEN** to sell a fine line of goods to Hardware and implement  
trade. Big commissions. **ULRICH MFG. CO., 112 River Street,**  
**Rock Falls, Ill.**

**TRAVELING SALESMAN.**—By a New York City jobbing house, a  
traveling salesman, thoroughly posted in general Hardware, to sell  
goods in New York, New Jersey and New England States. Address,  
stating experience and salary expected, **O. W. O.,** care **HARDWARE,**  
**275 Broadway, New York.** 125

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, under-  
standing matters of finance and office work in every particular,  
desires to connect himself with some prominent house, or corporation,  
where integrity and strict attention to business would meet with fair  
compensation. Address **R. D. FIELD,** care **HARDWARE, 275 Broadway,**  
**New York.** 142

**BOOK-KEEPER AND CLERK** is open for engagement. Experi-  
ence is mostly in Hardware and gas-fitting business. Good account-  
ant and a salesman who can draw trade. Address "**BOOK-KEEPER,**" 106  
**Main Street, Nyack, N. Y.** 139

**BUILDERS' HARDWARE.**—Energetic young man would like  
position; builders' Hardware or salesman, in or out of New York  
city. Fourteen years' experience. Best of references. Address **Z. H.,**  
care **HARDWARE, 275 Broadway, New York.** 98

#### Situations Wanted.

**COMPETENT HARDWAREMAN,** reliable, 22 years as buyers  
eleven years present position, desires to represent one or more firm,  
in New England. Address **F. L. B.,** care **HARDWARE, 275 Broadway,**  
**New York.** 73

**CUTLERY MAN,** now off the road and in retail Hardware trade, has  
sold out, and desires to travel again for cutlery, general Hardware, or  
any first-class line, or would be house salesman. Address **WM. A.**  
**STEWART, Denton, Md.** 81

**CUTLERY SALESMAN AT,** capable of calling on largest trade or  
introducing new goods. Open for position January 1st, 1901. Ad-  
dress **C. L.,** care **HARDWARE, 275 Broadway, New York.** 138

**EXPERIENCED ACCOUNTANT.**—By a young man of nineteen  
years' experience in Hardware, stoves, etc., for himself. Speaks  
English and German, is an accountant, would accept any good position.  
Best of references. Address **BOX 1105, Millheim, Pa.** 118

**EXPERIENCED HARDWAREMAN** is desirous of finding a con-  
cern willing to pay \$2000 a year for the services of a man 32  
years of age with 13 years' experience in manufacturing and jobbing  
Hardware business. Address **WHOLESALE,** care **HARDWARE, 275**  
**Broadway, New York.** 141

**EXPERIENCED MANAGER,** eight years assistant-superintendent  
in a very busy factory (iron work), thoroughly familiar with hand-  
ling shop orders, keeping stock, cost, time, etc., would take charge of  
packing or shipping department. Best references. Address **J. H. G.,**  
care **HARDWARE, 275 Broadway, New York.** 117

**EXPERIENCED SALESMAN** desires position with retail Hardware  
or implement firm. Can furnish good references. Address **Box 355,**  
**Forest, Ohio.** 88

**EXPERIENCED SALESMAN,** traveled Washington, Maryland, Vir-  
ginia and Philadelphia (Pa.) for twenty years, is open for engage-  
ment. Commission preferred. Best of references. Address **BECKER,**  
**928 N. Bond Street, Baltimore, Md.** 124

**GENERAL MANAGER.**—A middle aged German-American desires  
a position where ability in buying, selling, correspondence, book-  
keeping and general management will be appreciated. At references as  
to character, honesty and ability from the best Hardware houses in New  
York City. Address **WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn,**  
**N. Y.,** formerly of Braunsdorf & Gerstner, New York. 103

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in  
Hardware and Implement Store in some Northwestern or Coast  
State. Would invest some capital in the business if agreeable. Ad-  
dress **P. O. Box 142, Madison Square Branch, New York City.** 135

**HARDWARE SALESMAN.**—A position in a retail Hardware or  
general store in a good, live town as salesman. Or a position in a  
wholesale Hardware house preparatory to going on the road. Can give  
first-class references. Over twelve years' experience. Will sell goods on  
the road in some other line. Address **F. H. SICKLES,** care the **Wessex,**  
**Minneapolis, Minn.** 144

**HARDWARE DRUMMER.**—Position wanted by experienced Hard-  
ware drummer well known to the trade of Greater New York.  
Address **DRUMMER,** care **HARDWARE, 275 Broadway, New York.** 132

**HARDWARE CLERK.**—Young married man with eight years'  
experience in general Hardware and housefurnishing goods, de-  
sires a situation with wholesale or retail store. Best of references.  
Address **CLERK,** care **HARDWARE, 275 Broadway, New York.** 131



## Situations Wanted.

**HARDWARE SALESMAN.**—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

**HARDWAREMAN.**—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MACK, Box 142, Atlanta, Ga. 95

**HARDWARE CLERK.**—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail House. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

**OFFICE ASSISTANT.**—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

**SALESMAN.**—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

**SALESMAN.**—A salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first-class and up-to-date man. At references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SHOP FOREMAN.**—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN.**—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

**SALESMAN,** now selling the Hardware and housefurnishing trades in the small towns of New York and New Jersey, is open to handle one or more good lines on commission. Metal lines preferred. Address IWANTA, care HARDWARE, 275 Broadway, New York. 112

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—I wish to travel for a good Hardware house. Traveling salesman in England for nine years for large Birmingham Hardware house. Splendid reference. Address HANCOCK, care HARDWARE, 275 Broadway, New York. 143

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN,** thoroughly acquainted with the jobbing and large retail trade of the United States and Canada, wants position with factory. Address H. C., Box 1, Middletown, N. Y.

**WANTED,** by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

**YOUNG MAN,** who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE, 275 Broadway, New York. 110

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

## Side Line Offered.

**COMMISSION SALESMAN.**—To sell our woodless Truss Frame Buck Saw to jobbers and dealers. Excellent opportunity for right man. Good side line. Address L. WEISSBACH CO., 154 Lake Street, Chicago, Ill. 148

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. CO., Davenport, Iowa. 145

**TRAVELING SALESMAN** to sell specialties on commission to Hardware and Housefurnishing Goods trade. Good line for right man; can handle as a side line. State territory. Address STAR ENAMELING & STAMPING CO., Pittsburgh, Pa. 136

**TRAVELING SALESMEN WANTED** for every State and Territory in the Union to sell a new article as a side line to Hardware and housefurnishing goods trade. Good commission. Address Box 298, Dubuque, Iowa. 133

**TRAVELING SALESMEN WANTED** to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BEUCLER, Stryker, Ohio. 78

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## Side Line Wanted.

**TRAVELER,** representing well-known factory, desires a side line, on salary or commission. Address HIGH GRADE, care HARDWARE, 275 Broadway, New York.

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

## Wanted to Purchase.

**PLATING OUTFIT.**—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Export Agency Wanted.

**OUR Mr. BANCROFT** will be in New York until December 15th, and will be pleased to meet those who are desirous of obtaining London representation. Having been the London Agent of a leading American house for nearly four years, he has the acquaintance and business connections which place us in a position to successfully introduce goods of American manufacture. References—The Philadelphia Commercial Museum, Philadelphia, Pa., and the Export Shipping Co., 9 Broadway, New York, N. Y.

**W. B. BANCROFT & CO.,**

Commission Merchants and Manufacturers' Agents,

59 Bishopsgate St., Within,

London, E. C., England.

New York address until Dec. 15th, 9 & 11 Broadway, N. Y.

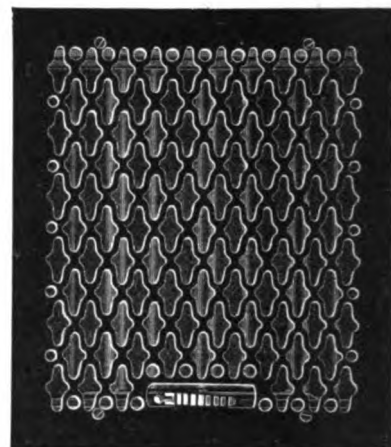
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Made of Sheet Steel.  
ABSOLUTELY NON-BREAKABLE.

*Excels all others in Strength, Air Capacity, Workmanship and Finish.*

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Finished in various styles.  
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## IMPROVED YOUNG AMERICA SCALE.

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A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs so pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

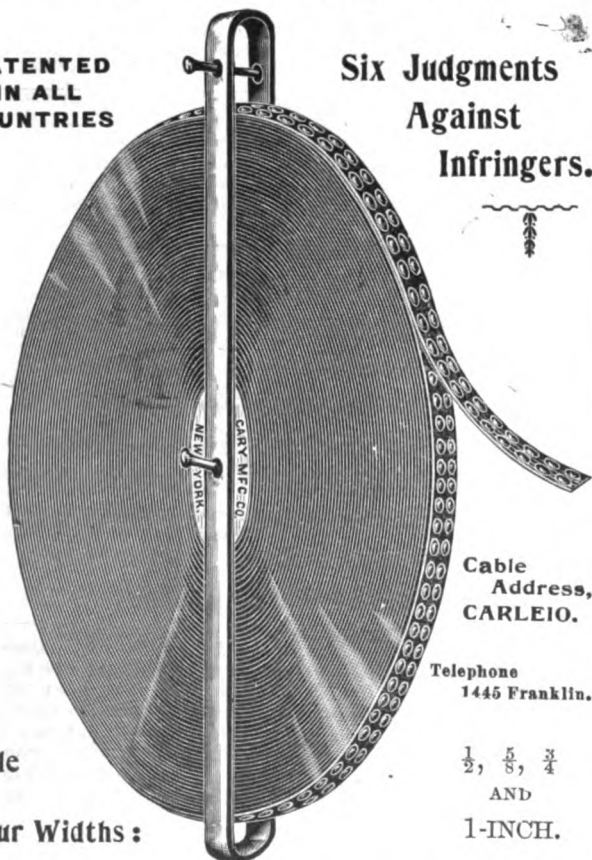
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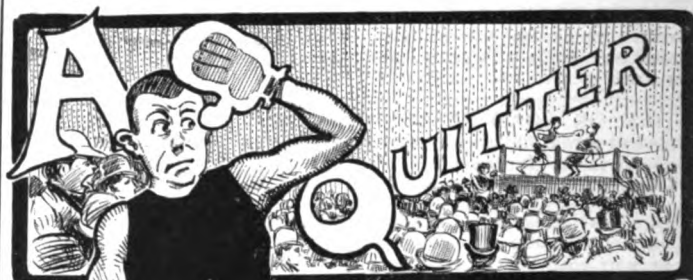
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1-INCH.

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Everybody hates  
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The Jobbers and Dealers  
know who are the  
"Quitters" in the bicycle  
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know that the makers of

## GOODYEAR TIRES

are finish fighters.

Be on the winning side and handle our  
tires. There is profit in them.

**THE GOODYEAR TIRE & RUBBER CO., Akron, O.**

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

|                                                                |             |
|----------------------------------------------------------------|-------------|
| <b>Adzes—</b>                                                  |             |
| House Carpenters, Ogden's                                      | 50%         |
| Ship Carpenters                                                | 50%         |
| Railroad                                                       | 50%         |
| <b>Ammunition—</b>                                             |             |
| <b>CAPS, PERCUSSION—\$ 1000—</b>                               |             |
| U. M. C. Co., trimmed edge                                     | 40c         |
| U. M. C. Co., ground edge, heavy                               | 50c         |
| Musket, Waterproof, 1-10's                                     | 60c         |
| G. D.                                                          | 85c         |
| <b>CARTRIDGES—</b>                                             |             |
| Rim Fire Cartridges                                            | 50%         |
| Rim Fire Military                                              | 15%         |
| Cent. Fire, Pistol and Rifle                                   | 25&5%       |
| Cent. Fire, Military and Sport-<br>ing                         | 15&5%       |
| Blank Cartridges, 22 cal.                                      | 10&5%       |
| Blank Cartridges, 32 cal.                                      | 10&5%       |
| Primed Shells and Bullets                                      | 15&5%       |
| B. B. Caps, Round Ball                                         | 25&10%      |
| B. B. Caps, Con. Ball, Swgd.                                   | net         |
| <b>PRIMERS—</b>                                                |             |
| Berdan Primers                                                 | 5%          |
| B. L. Caps (for Sturtevant Shells)                             | 5%          |
| All other Primers                                              | 10%         |
| <b>SHELLS—</b>                                                 |             |
| First quality, 4, 8, 10 and 12 gauge                           | 25%         |
| First quality, 14, 16 and 20 gauge                             | 30%         |
| New Club, New Rival and Climax<br>brands, 10 and 12 gauge      | 33&4%       |
| Primrose Club                                                  | 15%         |
| Nitro                                                          | 15%         |
| High Ball                                                      | 15%         |
| Smokeless                                                      | 33&4%&10%   |
| Acme                                                           | 33&4%&10%   |
| Brass Shot Shells, 1st quality                                 | 60%         |
| Brass Shot Shells, Club, Rival and<br>Climax                   | 65%         |
| <b>SHELLS, LOADED—</b>                                         |             |
| "New Club," Black Powder                                       | 40&5%       |
| "New Rival," Black Powder                                      | 40&5%       |
| "Smokeless," Nitro Powder                                      | 40&10&10&5% |
| "Acme," Dense Nitro Powder                                     | 40&10&10&5% |
| "Trap," Nitro Powder                                           | 40&10&10&5% |
| <b>GUN WADS—\$ 1000—</b>                                       |             |
| B. E., 11 up                                                   | \$ .60      |
| B. E., 9 & 10                                                  | .70         |
| B. E., 8                                                       | .80         |
| B. E., 7                                                       | .80         |
| P. E., 11 up                                                   | 1.00        |
| P. E., 9 & 10                                                  | 1.25        |
| P. E., 8                                                       | 1.50        |
| P. E., 7                                                       | 1.50        |
| <b>SHOT—</b>                                                   |             |
| Tatham Bros., List June 11, 1900: \$ bag                       |             |
| Drop Shot, sizes smaller than B,<br>25-b bags                  | \$1.40      |
| Drop Shot, sizes smaller than B,<br>5-b bags                   | .35         |
| Drop Shot, B and larger sizes,<br>25-b bags                    | 1.65        |
| Drop Shot, B and larger sizes,<br>5-b bags                     | .40         |
| Buck Shot, 25-b bags                                           | 1.65        |
| Buck Shot, 5-b bags                                            | .40         |
| Chilled Shot, 25-b bags                                        | 1.65        |
| Chilled Shot, 5-b bags                                         | .40         |
| Dust Shot, 25-b bags                                           | 2.10        |
| Dust Shot, 5-b bags                                            | .50         |
| <b>POWDER—</b>                                                 |             |
| Lafin & Rand Powder Co.:                                       |             |
| <b>CANISTER POWDER—</b>                                        |             |
| Orange Lightning, Each                                         |             |
| Nos. 1, 2, 3, 4, 5, 6, 7, in canis-<br>ters of 1 lb            | .75         |
| Orange Ducking,<br>Nos. 1, 2, 3, 4, 5, in canisters<br>of 1 lb | .45         |
| Orange Rifle "Extra,"<br>F, FF, FFF, in canisters of<br>1 lb   | .25         |
| F, FF, FFF, in canisters of<br>1/2 lb                          | .15         |
| F, FF, FFF, in canisters of<br>1/4 lb                          | .12         |
| <b>KEG POWDER—</b>                                             |             |
| Orange Ducking,<br>Nos. 1, 2, 3, 4, 5, in kegs of<br>25 lb     | 8.00        |
| Nos. 1, 2, 3, 4, 5, in 1/2 kegs<br>of 12 1/2 lb                | 4.25        |
| Nos. 1, 2, 3, 4, 5, in 1/4 kegs<br>of 6 1/4 lb                 | 2.25        |

Du Pont U. S. 30 Calibre  
Smokeless Rifle Powder,  
per lb 1.25  
Discounts on application.

**Animal Pokes—**  
Iowa Farming Tool Co.: \$ doz.  
Hawkeye \$3.25  
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**Anti-Rattlers—**  
Fernald, Wire 50&10%  
Burton's 50&10%  
Gem 60%  
Steel Drive 40%  
Kohler's \$ gro.  
Invisible, No. 3 56.00  
Perfect, No. 3 7.00  
Bolt Holder, No. 1 9.00

**Anvils—**  
American "Horse-Shoe" 92c  
Armstrong's Mouse Hole 94c  
Cincinnati 25&10%  
Eagle Anvil, 10 lb 9c 15&15&5%  
Hay Budden, Wrought 84c  
Peter Wright's 94&101&4c  
Samson 40&10%  
Trenton 1c

**ANVIL AND VISE COMBINED—**  
Cheney Anvil and Vise 48%  
Holt's 40&40&10%  
Millers Falls (with drill), \$18.00 15%

**Augers and Bits—**  
Boring Machine 60&90&10%  
Com. Auger Bits 60&60&10%  
Cooks:  
Augers 50&50&10%  
Augers, Millwrights 45%  
Auger Bits 50&50&10&5%  
Car Bits 45%  
Forstner Pat. Bits 25%  
C. E. Jennings & Co.:  
Double Spur pattern car, No. 30 50%  
Nobles Double Spur, No. 32 50&10%  
No. 10 Extension Lip 40%  
No. 10 Extension Lip Car Bit 40%  
Car Bits, No. 10 40%  
Car Bits, No. 30 50%  
Ring Augers 70%  
Jennings' Pattern 50&10%  
Job T. Pugh's, Black 20%  
Job T. Pugh's, Jennings Pat. 35%  
Snell's Ship Auger Pattern Car  
Bits 30&10%  
Swan's:  
Jennings' Pattern Auger Bits 60%  
Jennings' Pattern Car 4%  
Jennings' Pattern Machine 25%  
Russell Jennings' Augers and Bits  
25&10&2&4%

**HOLLOW AUGERS—**  
Ames 25&10%  
Bonney's Adjustable, No. 4, \$24.00  
25&25&10%  
Cincinnati Nos. 1, 2 and 3 25&10%  
Douglases 25&10%  
Ives 25&10%  
Millers Falls, Goodell 15&7&4%  
Swan's 10%  
Universal, each \$4.50 20%

**EXPANSIVE BITS—**  
C. E. Jennings & Co. 33&4%  
Clark's small, \$18 50&10%  
Clark's large, \$28 50&10%  
Ives' Model, \$ doz. \$60 50%  
Swan's 50&10%

**DOUBLE CUT GIMLET BITS—**  
Common 40&10&50%  
Mayhew's Diamond \$ doz. \$1.25 40%  
Swan's 40%  
C. E. Jennings & Co. 45%  
Ladd's 60&10%  
Mayhew's 40&10%  
Snell's 40&10%  
Snell's Bell Hangers 50%

**BIT STOCK DRILLS—**  
Cincinnati Tool Co., for wood, 40&10%  
for metal, 60%  
Cleveland Wood Bits for Brace 50&10%  
Detroit 60%  
K. & F. 60&10%  
Morris 50&10%  
Swan's, for wood 40&10%  
Syracuse, for wood 40%

**TWIST DRILLS—**  
Cleveland 60&10%  
K. & F. Straight Shank 60&10%  
Morris Straight Shank 50&10%  
New Process 60&10%  
Standard 60&10%  
Syracuse 60&10%  
W. & B. Diamond 60&5&60&10%  
W. & B. Universal Self-Oiling 10%

**SHIP AUGERS AND BITS—**  
L'Hommedieu's 15&15&10%  
Snell's 3&10%  
Watrous' 33&4%

**Awl and Auger Handles—**  
See Handles.

**Awls—**  
Handled Brad 40&10%  
Handled Scratch 40&10%  
Patent Peg 50%  
Sewing, Com. 88c&\$1.00  
Shouldered Peg 50%  
Shouldered Brad 50%  
Socket Scratch \$ doz. \$1.00  
Stanley Rule & Level:  
Handled Brad 30&10%  
Patent Pegging 50&50&10%

**Awl and Tool Sets—**  
Aiken's Awls and Tools:  
No. 10, \$ doz. \$7.50; No. 20, \$ doz.  
\$10. 60%  
Brad Sets:  
No. 42, \$10.50; No. 45, \$12.50 70%  
Fray's Adj. Tool Hds., Nos. 1, \$12;  
2, \$18; 3, \$12; 4, \$9; 5, \$7 50%  
Ice Awls 50%  
Millers Falls Adj. Tool Holders:  
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.  
15&15&10%  
C. E. Jennings & Co.'s Adjustable  
Tool Handles 33&4%  
Stanley's Excelsior, No. 1, \$7.50;  
No. 2, \$4.00; No. 3, \$5.50 30&10%

**Axes—**  
First quality, best brands \$6.50&7.00  
First quality, other brands 6.00&6.50  
Beveled, add 25c. \$ doz.

**BATCHES**  
Hunt's Underhill's or Blood's 40&10%  
Peck's:  
Champion Blade 45%  
Empire Brand 50&10%  
Fayette R. Plumb:  
Broad, New List 38&4&2&4%  
Lathings 38&4&5%  
Shingling 38&4&5%  
Warehouses 38&4&5%  
Vulcan Tool Co. 40&5%  
D. Simmons & Co.:  
Broad  
Shingling and Claw 50&5%  
Lath, Hunters, etc. 50&5%  
M. C. Ogden's:  
Broad 40%  
Shingling, Claw, etc. 50%  
Handled 40&10%  
Boys 50%

**Boys Grease—**  
Dixons' "Everlasting":  
1-lb box 15  
10-lb box 25  
10-lb pail \$1.20  
25-lb keg 2.75  
50-lb keg 5.00

**Balances—**  
Chatillon's:  
Light, Class A 40&10%  
Circular Balances, Class C 50%  
Ice Balance, Class B 50%  
Straight Balances, Class A1 and A2 40%  
Large Dial, Class D 30%  
Balances, Sash—  
Pullman's 50&10&60%

**Barn Door Hangers—**  
See Hangers.

**Barrel Drainers—**  
National 30%

**Beef Shavers—**  
Enterprise:  
Japanned, each, \$7.50 25&30%  
Tinned, each, \$9.00 25&30%

**Bells—**  
HAND—  
Extra Heavy Brass 60&10%  
Light Brass 65&10%  
Eastlake 60&10%  
Pure Bell Metal 55%  
Globe (Cone's Patent) 35%  
Silver Chime 35%  
White Metal 65&5%

**DOOR—**  
Trip, Gem 40%  
Alarm, Abbe's 40%  
Alarm, Yankee 50%  
Gong, Abbe's 40%  
Gong, Yankee 50%  
Lever, R. & E. Mfg. Co.'s 50&10%  
Multi-Stroke 40%  
New Departure 45&50%

**COW—**  
Common Wrought 70%  
Kentucky 70&70&10%  
Kentucky, Sargent's List 70%  
Texas Star 50%  
Western, Sargent's List 70%

**Bellows—**  
Blacksmiths' 60&10&5%  
Hand 25&10%  
Moulders' 25&10%

**Belting, Rubber—**  
Boston Belting Co.:  
"Boston" 50%  
"Imperial," seamless, stitched 40%  
Cleveland Rubber Co.:  
Buckeye 60&10%  
Shield High Grade 50&10%  
War 2 XL 40%

|                               |          |
|-------------------------------|----------|
| Common Standard.....          | 75&10%   |
| Extra.....                    | 60&10&5% |
| N. J. Car Spring & Rubber Co. |          |
| Extra Para.....               | 40&10%   |
| Reliable.....                 | 50&10%   |
| Staple.....                   | 60&10%   |
| Standard.....                 | 70&10%   |

**Bench Stops—**

|                                                          |        |
|----------------------------------------------------------|--------|
| Cincinnati.....                                          | 25&10% |
| Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....   | 40&10% |
| Seymour Smith & Sons.....                                | 25&10% |
| Terrill's Nos. 1 and 2, \$3.00; No. 3, \$3.00 @ doz..... | 25%    |
| Miller's Falls.....                                      | 15&10% |
| Weston's.....                                            | 40%    |

**Binder Twine—**

|                                 |      |
|---------------------------------|------|
| White Sisal, 500 ft. to lb..... | 8½c  |
| Standard, 500 ft. to lb.....    | 8½c  |
| Manila, 600 ft. to lb.....      | 11½c |
| Pure Manila, 650 ft. to lb..... | 12½c |

**Bit Holders—**

|                               |        |
|-------------------------------|--------|
| Angular.....                  | 45%    |
| Extension:                    |        |
| Barber's, @ doz. \$15.00..... | 45&50% |
| Ives' @ doz. \$20.00.....     | 60&10% |

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

|                                |          |
|--------------------------------|----------|
| Domestic, @ doz. \$3.00.....   | 33½%     |
| Excelsior, @ doz. \$10.00..... | 50&10&2% |
| North's.....                   | 10%      |
| Zimmerman's.....               | 50%      |

**Blind Fastenings and Tenons—**

|                                                 |        |
|-------------------------------------------------|--------|
| Austin & Eddy @ gro. sets.....                  | \$5.50 |
| Forhan's Improved Star Tenon @ gro. \$1.00..... | 25%    |
| Holt's Tenons.....                              | 70%    |
| Merriman's Brass Lever @ gr. \$15.00.....       | 9.00   |
| Merriman's Iron Lever @ gr. \$9.00.....         | 15&10% |
| Security Gravity @ gr. \$30.00.....             | 30.00  |
| Washburne's Plate @ gr. \$9.00.....             | 9.00   |
| Zimmerman's.....                                | 50%    |

**Blind Hinges—**

See Hinges.

**Blocks—**

|                                                                       |              |
|-----------------------------------------------------------------------|--------------|
| Chisholm & Moore Crane Load Blocks 15% Cleveland Block Co. Steel..... | 60&10&70%    |
| Eddy's.....                                                           | 60&10&70%    |
| Harz' Steel.....                                                      | 50&60&10%    |
| Iron Strapped.....                                                    | 70%          |
| Rope Strapped.....                                                    | 60&10%       |
| L. V. Sheaves.....                                                    | 60%          |
| Lane's:                                                               |              |
| Junior, Self Sustaining.....                                          | 30%          |
| Pat. Automatic.....                                                   | 30%          |
| Perfect Safety.....                                                   | 30%          |
| Stowell, Novelty Block.....                                           | 50&10%       |
| Regular Iron Strapped Blocks.....                                     | 60&10&10&70% |

**Bolts—**

|                                               |           |
|-----------------------------------------------|-----------|
| DOOR AND SHUTTER—                             |           |
| Cast Iron Barrel, Square, &c.....             | 50&10%    |
| Cast Iron Chain.....                          | 50&10%    |
| Cast Iron Shutter Bolts.....                  | 45&10%    |
| Ives' Patent Door Bolts.....                  | 65%       |
| Wrought Barrel.....                           | 65&60&15% |
| Wrought Square.....                           | 60&60&15% |
| Wrought Shutter, Standard list.....           | 40&10%    |
| W'r't Sunk Flush, Sargent's list.....         | 50&50&10% |
| W'r't Sunk Flush, Stanley's list.....         | 45&45&10% |
| W'r't B. K. Flush, Com'n, Stanley's list..... | 50&50&15% |
| Wrought Spring, Sargent's.....                | 75%       |

**CARRIAGE MACHINE, &c.—**

|                                      |                 |
|--------------------------------------|-----------------|
| Bolt Ends.....                       | 70&70&10%       |
| Machine.....                         | 70&10&70&10&10% |
| Carriage, Common.....                | 70&70&10%       |
| Norway Iron, list Oct. '94.....      | 75%             |
| Phila., Eagle, list June 1, '99..... | 80%             |
| R. B. & W., \$2.40 list.....         | 70%             |
| Sleigh Shoe.....                     | 50&10%          |

**TIRE—**

|                                          |      |
|------------------------------------------|------|
| American Screw Co.:                      |      |
| Bay State, Plain, list Dec. 28, '99..... | 65%  |
| Bay State, Finted.....                   | 65%  |
| Eagle Phila., list Feb. 26, '96.....     | 77½% |
| Norway, Phila., list Feb. 26, '96.....   | 75%  |
| Common, list Dec. 28, '99.....           | 65%  |
| Norway, Phila.....                       | 75%  |
| R. B. & W., Norway.....                  | 75%  |

**STOVE AND FLOW—**

|                               |        |
|-------------------------------|--------|
| Plow.....                     | 50&10% |
| R. B. & W. Plow.....          | 50%    |
| Stove, list Dec. 28, '99..... | 60%    |

**MISCELLANEOUS —**

|                    |        |
|--------------------|--------|
| Sink.....          | 62½%   |
| <b>Bone Mills.</b> |        |
| Enterprise.....    | 25&90% |
| Stearns.....       | 40%    |

**Borers, Bung.**

|                       |                        |
|-----------------------|------------------------|
| Enterprise.....       | 25&90%                 |
| Each.....             | \$1.25, \$1.65, \$2.50 |
| Nos.....              | 1 2 8                  |
| C. E. Jennings & Co.: |                        |
| No. 6.....            | 40%                    |
| No. 10.....           | 25%                    |

**Borers, Tap—**

|                  |        |
|------------------|--------|
| Common Ring..... | 20&10% |
| Enterprise.....  | 25&90% |
| Ives.....        | 25&10% |

**Boring Machines—****WITHOUT AUGERS—**

|                          |          |          |
|--------------------------|----------|----------|
|                          | Upright. | Angular. |
| Douglas's.....           | \$3.75   | \$3.95   |
| Jennings.....            | 3.00     | 3.75     |
| Millers Falls.....       |          | 7.50 15% |
| Snell's, Rice's Pat..... | 2.75     | 3.00     |

**Bow Pins—**

|                |        |
|----------------|--------|
| Hotchkiss..... | 60&10% |
|----------------|--------|

**Boxes, Mail.**

|               |       |
|---------------|-------|
| Heller's..... | 40&5% |
|---------------|-------|

**Box Strapping—**

|                                                   |  |
|---------------------------------------------------|--|
| Cary's "Universal," in case lots, 20&10&20&10&10% |  |
|---------------------------------------------------|--|

**Braces—**

|                                    |              |
|------------------------------------|--------------|
| Barbers'.....                      | 50&10&60&10% |
| Barbers' Ratchet.....              | 60&60&10%    |
| Common Ball American.....          | 60&60&10%    |
| Ives'.....                         | 60&5%        |
| Barbers' Ratchet.....              | 60&60&10%    |
| New Haven Novelty.....             | 70%          |
| New Haven Ratchet.....             | 60&10%       |
| Spooford.....                      | 60&5%        |
| C. E. Jennings & Co.:              |              |
| No. 108&114½.....                  | 50&10%       |
| No. 208½&214½.....                 | 50&10%       |
| Lancaster Mach. & Knife Works..... | 40%          |
| Peck's (P. S. & W. Co.).....       | 60&60&5%     |
| Gen. Spooford's.....               | 50&10&60%    |

**Brackets—**

|                                   |         |
|-----------------------------------|---------|
| Door Screen.....                  | 60&10%  |
| Shelf, Bradley's Patent.....      | 75%     |
| Shelf, Plain, Regular list.....   | 66½%    |
| Shelf, Fancy, Sargent's list..... | 40&10   |
|                                   | @ 50&5% |
| Window Screen Corner.....         | 60&10%  |
| Reading, Plain.....               | 60%     |
| Reading, Rosette.....             | 60%     |

**Bracket Saw Frames—**

|                       |     |
|-----------------------|-----|
| Millers Falls Co..... | 25% |
|-----------------------|-----|

**Bracket Sets—**

|                       |      |
|-----------------------|------|
| Millers Falls Co..... | 33½% |
|-----------------------|------|

**Box Hooks, Openers and Scrapers—**

|                          |           |
|--------------------------|-----------|
| Humason & Beckley's..... | 60&60&10% |
|--------------------------|-----------|

**Bright Wire Goods—**

|                         |     |
|-------------------------|-----|
| Standard. New list..... | 80% |
|-------------------------|-----|

**Bull Rings—**

|                                |     |
|--------------------------------|-----|
| Humason, Beckley & Co.'s.....  | 80% |
| Peck, Stow & Wilcox Co.'s..... | 60% |
| Sargent's.....                 | 80% |
| Seymour Smith & Sons.....      | 60% |

**Bull Punches—**

|                          |     |
|--------------------------|-----|
| Humason & Beckley's..... | 25% |
|--------------------------|-----|

**Bush Hooks—**

See Hooks.

**Butchers' Cleavers—**

|                                  |         |
|----------------------------------|---------|
| Bradley's.....                   | 25&90%  |
| Beatty's.....                    | 40%     |
| Foster Bros. Flat Hds.....       | 30%     |
| Foster Bros. Round Hds.....      | 30%     |
| Lancaster Mach. & Knife Wks..... | 38½&40% |
| I. & J. White.....               | 25%     |
| New Haven Edge Tool Co.'s.....   | 40%     |
| P. S. & W.....                   | 38½&5%  |

**Butcher Knives—**

See Knives.

**Butchers' Saw Blades—**

|                             |           |
|-----------------------------|-----------|
| Millers Falls Co. Star..... | 15&15&10% |
| C. E. Jennings & Co.....    | 25&10%    |

**Butter and Cheese Triers—**

|                            |        |
|----------------------------|--------|
| Ordinary Black Handle..... | 25%    |
| Humason & Beckley's.....   | 25&10% |

**Butt and Rabbit Gauges—**

|                |        |
|----------------|--------|
| Stanley's..... | 25&10% |
|----------------|--------|

**Butts—****BRASS—**

|                                    |           |
|------------------------------------|-----------|
| Cast Brass, Fast Joint.....        | 40&10&50% |
| Cast Brass, Ice House.....         | 40%       |
| Cast Brass, Loose Joint.....       | 40&10&50% |
| Wrought Brass, list Sept. '96..... | 25&10%    |

**CAST IRON—**

|                  |     |
|------------------|-----|
| Loose Joint..... | 70% |
|------------------|-----|

|                                    |           |
|------------------------------------|-----------|
| Loose Joint, Japanned.....         | 70%       |
| Loose Joint, Jap. with Acorns..... | 70%       |
| Loose Pin.....                     | 70%       |
| Mayer's Hinges.....                | 70%       |
| Parliament Butts.....              | 70%       |
| Fast Joint, Broad.....             | 60&60&10% |
| Fast Joint, Narrow.....            | 60&60&10% |

**WROUGHT STEEL—**

|                                   |           |
|-----------------------------------|-----------|
| List April 1, 1895.               |           |
| Bronzed Inside Blind Butts.....   | 45&45&15% |
| Bronzed, Narrow.....              | 45&45&15% |
| Fast Joint, Narrow.....           | 65&10%    |
| Fast Joint, Light Narrow.....     | 65&10%    |
| Fast Joint, Broad.....            | 65&10%    |
| Loose Joint.....                  | 60%       |
| Loose Pin.....                    | 60%       |
| Table Butts, Back Flaps, etc..... | 60%       |

**Calipers—**

|                             |        |
|-----------------------------|--------|
| Bemis & Call:               |        |
| Wing.....                   | 65%    |
| Double.....                 | 65&10% |
| Inside and Outside.....     | 65&10% |
| Straight Leg.....           | 65&10% |
| Call's Pattern, Inside..... | 55%    |

**Can Openers—**

|                                        |                          |
|----------------------------------------|--------------------------|
| American.....                          | @ gross, \$1.75 @ \$2.01 |
| Goodell's Acme.....                    | @ gross, 6.00            |
| No. 5, Iron Handle.....                | @ gross, \$2.00 @ \$2.25 |
| Sardine Scissors.....                  | 75&10%                   |
| Sardine Scissors, Forged Steel.....    | @ doz., \$4.50           |
| Sprague, No. 1, \$2.00; No. 2, \$2.25; |                          |
| No. 3, \$2.50.....                     | 75&10%                   |
| Universal, @ doz., \$3.00.....         | 50%                      |

**Cards—**

|                      |     |
|----------------------|-----|
| Cotton.....          | 2½% |
| Horse and Curry..... | 25% |
| Wool.....            | 25% |

**Carpet Stretchers—**

|                                            |                         |
|--------------------------------------------|-------------------------|
| Montross' "Excelsior," @ doz., \$3.00..... | 30%                     |
| Bullard's.....                             | 38½%                    |
| Cast Iron Steel Points.....                | @ doz., 50c             |
| Socket.....                                | @ doz., \$1.75 @ \$2.00 |

**Carpet Sweepers—**

|                                        |               |
|----------------------------------------|---------------|
| Bissell Carpet Sweeper Co.:            | @ doz.        |
| American Queen.....                    | \$27.00       |
| Crystal.....                           | 38.00         |
| Gold Medal.....                        | 24.00         |
| Grand.....                             | 36.00         |
| Grand Rapids.....                      | 22.00         |
| Hall.....                              | 60.00         |
| Prize.....                             | 24.00         |
| Premier.....                           | 24.00         |
| Superior.....                          | 24.00         |
| Welcome.....                           | 24.00         |
| Club.....                              | 54.00         |
| Crown Jewel, Japan Finish.....         | 19.00         |
| Crown Jewel, Nickel.....               | 21.00         |
| Furniture Protector, Japan.....        | 22.00         |
| Furniture Protector, Nickel.....       | 24.00         |
| "Standard A," Japan.....               | 20.00         |
| "Standard A," Nickel.....              | 22.00         |
| Lots of 5 dozen, \$1.00 per doz. less. |               |
| Goshen Sweeper Co.:                    | New Prices    |
| Goshen Junior.....                     | @ doz. \$9.00 |
| Kureka.....                            | 12.50         |
| Champion.....                          | 17.00         |
| Our Leader.....                        | 18.00         |
| Unrivaled, Broom-Action, Jap.....      | 18.00         |
| Unrivaled, Broom-Action, Nic.....      | 20.00         |
| Star, Broom Action, Japan.....         | 19.00         |
| Banner, Broom Action, Japan.....       | 20.00         |
| Banner, Broom-Action, Nickel.....      | 22.00         |
| Reliable, Broom-Action, Japan.....     | 30.00         |
| Reliable, Broom-Action, Nickel.....    | 22.00         |
| Rapid, Broom Action, Japan.....        | 30.00         |
| Rapid, Broom-Action, Nickel.....       | 22.00         |
| Select, Broom Action, Japan.....       | 30.00         |
| Select, Broom-Action, Nickel.....      | 22.00         |
| Easy, Cam Action, Japan.....           | 30.00         |
| Easy, Cam Action, Nickel.....          | 22.00         |

|                                     |               |
|-------------------------------------|---------------|
| Goshen Junior.....                  | @ doz. \$9.00 |
| Kureka.....                         | 12.50         |
| Champion.....                       | 17.00         |
| Our Leader.....                     | 18.00         |
| Unrivaled, Broom-Action, Jap.....   | 18.00         |
| Unrivaled, Broom-Action, Nic.....   | 20.00         |
| Star, Broom Action, Japan.....      | 19.00         |
| Banner, Broom Action, Japan.....    | 20.00         |
| Banner, Broom-Action, Nickel.....   | 22.00         |
| Reliable, Broom-Action, Japan.....  | 30.00         |
| Reliable, Broom-Action, Nickel..... | 22.00         |
| Rapid, Broom Action, Japan.....     | 30.00         |
| Rapid, Broom-Action, Nickel.....    | 22.00         |
| Select, Broom Action, Japan.....    | 30.00         |
| Select, Broom-Action, Nickel.....   | 22.00         |
| Easy, Cam Action, Japan.....        | 30.00         |
| Easy, Cam Action, Nickel.....       | 22.00         |

**Carriage Bolts—**

See Bolts.

**Carriage Makers' Clamps—**

See Clamps.

**Cartridges—**

See Ammunition.

**Casters—**

|                                  |           |
|----------------------------------|-----------|
| Bed.....                         | 60&10%    |
| Bracket Bed.....                 | 60&60&5%  |
| French or Phila. Iron Wheel..... | 60%       |
| Brass Wheel.....                 | 40&10%    |
| Martin's Patent (Phoenix).....   | 50&50&10% |
| Plate.....                       | 60&10%    |
| Payson's Truck Casters.....      | 60&10%    |
| Payson's Furniture.....          | 70%       |
| Payson's Truck.....              | 70%       |
| Tucker's Patent, low list.....   | 50%       |

**Cattle Leaders—**

|                               |        |
|-------------------------------|--------|
| Humason, Beckley & Co.'s..... | 70&10% |
| Peck, Stow & W. Co.....       | 60%    |
| Sargent's.....                | 70&10% |
| Weltons.....                  | 70&10% |

**Chain—**

|                                            |          |
|--------------------------------------------|----------|
| Aluminum Coll and Halter.....              | 50&5%    |
| American Halter Chain.....                 | 50&50&5% |
| American Proof Coll, 1000-lb lots, Per lb. |          |
| 3-16.....                                  | \$7.90   |
| 14.....                                    | 6.00     |
| 5-16.....                                  | 5.00     |
| 24.....                                    | 4.15     |
| 7-16.....                                  | 4.00     |
| 14.....                                    | 3.90     |
| 9-16.....                                  | 3.80     |
| 56.....                                    | 3.70     |
| 34.....                                    | 3.65     |
| 78.....                                    | 3.55     |
| 1.....                                     | 3.55     |
| Less than case lots, add 40c. @ 100 lbs.   |          |

**Bridgeport Chain Co.:**

|                                             |           |
|---------------------------------------------|-----------|
| Brown, Coll.....                            | 60%       |
| Brown, Halter.....                          | 60%       |
| Competition Sash.....                       | 50&10%    |
| Monarch, Sash.....                          | 60&10%    |
| Triumph, Coll.....                          | 55%       |
| Triumph, Halter.....                        | 55%       |
| Covert Mfg. Co., Breast Chain.....          | 35%       |
| Covert Mfg. Co., Halter Chain.....          | 35%       |
| Covert Mfg. Co., Heel Chain.....            | 35%       |
| Covert Mfg. Co., Rein Chain.....            | 35%       |
| Covert Mfg. Co., Stallion Chain.....        | 5½&6c     |
| Galvanized Pump Chain.....                  | 5½&6c     |
| German Coll, list July 24, '97.....         | 60&60&10% |
| German Halter Chain, list July 24, '97..... | 60&60&10% |
| Jack Chain, Iron.....                       | 50&50&10% |
| Jack Chain, Brass.....                      | 50&50&10% |
| Onelda:                                     |           |
| Niagara.....                                | 60%       |
| Eureka.....                                 | 60%       |
| Trace, Wagon and Fancy Chains.....          | 50&50&10% |
| New List.....                               | 50&50&10% |

**COW TIES—**

|                  |        |
|------------------|--------|
| American.....    | 25&40% |
| Niagara.....     | 45&50% |
| Covert Mfg. Co.: |        |
| Cotton.....      | 45%    |
| Hemp.....        | 45%    |
| Jute.....        | 25%    |
| Sisal.....       | 20%    |

**Chain Guards—**

|                          |     |
|--------------------------|-----|
| Aluminum S. & N. Co..... | 50% |
|--------------------------|-----|

**Chain Hoists—**

|                              |     |
|------------------------------|-----|
| Moore's "Anti-Friction"..... | 30% |
| Moore's "Direct".....        | 50% |



|                                                  |                                                                  |                                                       |                                                         |
|--------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------|
| <b>Cleaners, Sidewalk—</b> $\varnothing$ doz     | <b>Door Springs—</b>                                             | <b>John Sommer's "Common," Cork</b>                   | <b>Stanley's.....</b> 60&10%                            |
| Challenge Shank.....\$3.25                       | Champion (Coll).....50%                                          | Lined.....70%                                         | Stanley's Chisel.....20&10%                             |
| Star Shank.....4.00                              | Gem (Coll), list Oct. '95.....20%                                | John Sommer's "O. K.," Cork                           | Starrett's Surface, Center and                          |
| Star Socket.....4.25                             | Rubber, complete, $\varnothing$ doz. \$5.50.45&50%               | Lined.....50%                                         | Scratch.....25&10%                                      |
| <b>Clippers—</b>                                 | Star (Coll), list Oct. '95.....30%                               | John Sommer's "Chicago," Cork                         | Copeland Champion Bit, $\varnothing$ doz.               |
| <b>HORSE—</b>                                    | Torrey's Rod, 39 in., $\varnothing$ gro.....\$15.00              | Lined.....60%                                         | Stub's Wire and Drill.....20%                           |
| Chicago Flexible Shaft Co.'s:                    | Torrey's Rod, 43 in., $\varnothing$ gro.....42.00                | John Sommer's "Perfection," Cedar.40%                 | Wire, Morse's.....25%                                   |
| Chicago Belt Clipping Machine,                   | Victor, Coll.....50&10&10%                                       | John Sommer's "No Brand," Cedar.                      | Wire, F. S. & W., low list.....10 & 10%                 |
| Each \$15.00 net                                 | <b>Drawer Pulls—</b>                                             | Star.....60&60&5%                                     | Wire, Wheeler, Madden & Co.....10%                      |
| New '98, Chicago.....Each 8.75 net               | Sargent's List.....60%                                           | <b>SELF MEASURING—</b>                                | <b>Gimlets—</b>                                         |
| <b>TOILET</b>                                    | <b>Drawing Knives—</b>                                           | Enterprise $\varnothing$ doz. \$36.00.....40%         | "Diamond" Gimlets, $\varnothing$ gr. \$4.00@4.25        |
| Chicago Flexible Shaft Co.'s: $\varnothing$ doz. | Adjustable Handle.....25&25&10%                                  | Lane's $\varnothing$ doz. \$36.00.....40&5&40&10%     | Double Cut.....40&10&50%                                |
| Masco.....\$8.40 net                             | Bradley's.....85%                                                | National Specialty Mfg. Co.....331/4%                 | Metal Head.....50&10%                                   |
| Monitor.....9.00 net                             | Douglass.....70&10%                                              | <b>Files—</b>                                         | Wood Head.....50%                                       |
| Stewart Pat.....10.00 net                        | Jennings & Griffin.....661/4%                                    | <b>DOMESTIC—</b>                                      | Swan's, German Pattern.....40&10%                       |
| <b>Clips—</b>                                    | Mix.....70&10%                                                   | New List, Nov. 1, 1899.....70&10%                     | <b>Gimlet Bits—</b>                                     |
| Norway Axle.....60&10&10%                        | Ohio Tool Co.....70&10%                                          | American.....70&10%                                   | See Augers and Bits.                                    |
| Norway Spring Bar Clips.....60&10&10%            | P. S. & W.....70&10%                                             | Arcade.....70%                                        | <b>Globe and Racking Cocks—</b>                         |
| Superior Axle Clips.....60&10&10%                | Wetherby.....70&10%                                              | Derby.....75&10%                                      | See Faucets.                                            |
| <b>Coffee Mills—</b>                             | Watrous.....30&10%                                               | Disston's.....70%                                     | <b>Glue—</b>                                            |
| Box and Side.....50&10&60%                       | L. & I. J. White.....20&5&25%                                    | Disston's Superfine.....25&30%                        | Dodd's Liquid Glue.....25&25&10%                        |
| Enterprise Mfg. Co.....25&30                     | <b>Drills and Drill Stocks—</b>                                  | Eagle.....70%                                         | Le Pages Liquid.....25&25&10%                           |
| Logan & Strobbridge Co.....net prices            | Automatic Boring Tools.....50%                                   | Economy.....75&10%                                    | Mystic.....40%                                          |
| National Specialty Mfg. Co.....30%               | Bench, Mannes.....66%                                            | Great Western.....70&10%                              | Martins.....40%                                         |
| The Swift, Lane Bros. Co.....30%                 | Blacksmiths'.....60%                                             | Kearney & Foot.....70&10%                             | <b>Glue Pots —</b>                                      |
| Wadde's New Box Mills.....10%                    | Breast, Bartholomew's.....25&11%                                 | Nicholson.....70%                                     | Tinned.....40&5&40&10&5%                                |
| Ideal Brand, New List.....60&60&10%              | Breast, Goodell's.....25&30%                                     | Nicholson's X. F. Files.....80&25&10%                 | <b>Grafters—</b>                                        |
| <b>Coll Chain—</b>                               | Breast, Millers Falls, each \$3.00.15&10%                        | Royal.....75                                          | Champion Nutmeg..... $\varnothing$ doz. \$9.00          |
| See Chain.                                       | Clamp.....20%                                                    | Second Quality Files.....80&10%                       | Edgar's Nutmeg..... $\varnothing$ gro. \$10.50.10%      |
| <b>Compasses, Dividers, &amp;c.—</b>             | Ratchet, Billings' Double Acting 381/4%                          | Tiger.....75%                                         | Enterprise.....25&30%                                   |
| Athol Callipers and Dividers.....40%             | Ratchet, Ingersoll's.....25%                                     | Victor.....75&10%                                     | Rotary Nutmeg..... $\varnothing$ gro. \$9.00            |
| Bemis & Call Co.'s:                              | Ratchet, Merrill's.....20&20&5%                                  | <b>IMPORTED—</b>                                      | <b>Griddles—</b>                                        |
| Compasses.....50&5%                              | Ratchet, Moore's Triple Act.....25&30%                           | Stub's.....Stub's list, 30&331/4%                     | Cronk's.....70%                                         |
| Dividers.....65%                                 | Ratchet, Fletcher's.....40%                                      | <b>Fish Hooks—</b>                                    | <b>Grindstone Fixtures—</b>                             |
| Compasses, Callipers, Dividers.....70&70&10%     | Ratchet, Whitney's.....50%                                       | Amer. Fish Hook Co. list.....60&60&10%                | P. S. & W. Co.....50&10%                                |
| Copeland's Extension.....40%                     | Ratchet, Weston's.....20&25%                                     | Kirby & Limerick, low list (50c base).10%             | Russell & Erwin.....70&10%                              |
| Stevens' "Ideal".....25&10%                      | Stearns' Bench.....30%                                           | <b>Fish Sealers—</b>                                  | Sargent's Patent.....70&10%                             |
| Stevens' "Leader".....25&10%                     | Upright, B. & P.....50%                                          | Covert's Saddlery Works:                              | Stowell.....55&10%                                      |
| Starrett's Fay's Patent.....25&10%               | Hand, Goodell's.....30&11%                                       | Great American.....60&20%                             | <b>Gunpowder—</b>                                       |
| Spring Calipers and Div.....331/4%               | Whitney's Hand Drill, No. 1, \$10.00:                            | Fitch's.....25&10%                                    | See Ammunition.                                         |
| Wright's.....331/4%                              | Adj-n-table No. 10, \$12.00.....331/4%                           | <b>Fluting Scissors—</b>                              | <b>Gun Wade—</b>                                        |
| <b>Coopers' Tools—</b>                           | Wilson's Drill Stocks.....10%                                    | List.....45%                                          | See Ammunition.                                         |
| Bradley's.....20%                                | <b>TWIST DRILLS—</b>                                             | <b>Forges—</b>                                        | <b>Hafts—</b>                                           |
| Barton's.....20&20&5%                            | See Augers and Bits.                                             | Boynton & Plammers.....60%                            | Britton's..... $\varnothing$ doz. \$6.50                |
| Beatty's.....331/4%                              | <b>BLACKSMITHS'</b>                                              | <b>Forks—</b>                                         | <b>Halters—</b>                                         |
| L. & I. J. White.....20&20&5%                    | Coe's.....60%                                                    | Steel Goods Association List, Aug.                    | Covert Mfg. Co:                                         |
| Sandusky Tool Co.....25&10&30&10%                | Prontice.....60%                                                 | 1, 1899.....                                          | Jute Rope Halters.....35%                               |
| Shaves, Cincinnati Tool Co..15&15&10%            | <b>Drug Mills—</b>                                               | Barn or Ice Forks.....40&5%                           | Sisal Rope.....20%                                      |
| <b>Corkscrews—</b>                               | National Specialty Mfg. Co.....30%                               | Ballast or Stone Forks.....40&5%                      | Web Halters.....45%                                     |
| Detroit Cork-Screw Co.....331/4%                 | Enterprise Mfg. Co.....25&30%                                    | Beet Forks.....40&5%                                  | <b>Halter Chain—</b>                                    |
| Howe Bros. & Hulbert.....40%                     | <b>Easy Lawn Swings—</b> $\varnothing$ doz.                      | Coal Forks.....40&5%                                  | See Chain.                                              |
| Hudson & Beckley Mfg. Co. 40&10%                 | Ulrich Mfg. Co.....\$85.00                                       | Coke and Cotton Seed Forks.....40&5%                  | <b>Hammers—</b>                                         |
| Samson..... $\varnothing$ doz \$10.00            | <b>Egg Beaters—</b>                                              | Hay Forks, Four Time, Standard                        | <b>HANDLED HAMMERS—</b>                                 |
| Williamson's.....40%                             | Dover Stamping Co.:                                              | Size.....66%                                          | Atha Tool Co.....50&10%                                 |
| <b>Corn Hooks—</b> $\varnothing$ doz             | New Dover, $\varnothing$ doz. 75 cts., $\varnothing$ gro. \$7.50 | Hay Header and Baler Forks, Four                      | Henry Cheney Hammer Co.:                                |
| Kretzinger Cut-Easy.....\$3.00 net               | Extra Family Size..... $\varnothing$ doz. 2.00                   | Time.....60&80%                                       | Handled Claw.....40&10%                                 |
| <b>Corn Knives and Cutters—</b>                  | Keystone.....331/4%                                              | Manure Forks, Four Time.....75%                       | Machinists'.....60&10%                                  |
| Bradley's.....net                                | Spiral..... $\varnothing$ gro. \$4.25@4.10                       | Manure Forks, Five and Six Time. 70%                  | Humason & Beckley.....40&10%                            |
| Wadsworth's.....net                              | Standard Co.:                                                    | Grain or Barley Forks.....70&10&21/4%                 | Dunlap's Patent.....25%                                 |
| <b>Counter-inks—</b>                             | Dover, No. 5.....\$5.50                                          | Heavy Mill, Manure or Street Forks. 75%               | Magnetic Tack, Nos. 1, 2, 3 \$1.25.                     |
| Mayhew's Diamond.....40%                         | Dover, No. 10.....7.00                                           | Oyster Forks.....40&5%                                | \$1.50&\$1.75.....40&10%                                |
| Smith's.....25%                                  | Dover, Steel Handle, No. 10.....7.00                             | Potato Digging Forks.....65%                          | H. & B., Tack.....50&10%                                |
| Snell's.....50%                                  | Dover, Extra Heavy, No. 15.....12.00                             | Shaving Forks.....40&5%                               | Maydole's.....331/4&5&40&10%                            |
| Wheeler's Patent.....50&10%                      | Rival.....9.00                                                   | Stuice Forks.....40&5%                                | Peck, Stow & Wilcox.....40%                             |
| <b>Crayons—</b>                                  | <b>Emery—</b>                                                    | Socket Hay Forks, Four Time. 66%                      | Fayette R. Plumb:                                       |
| Sargent's List.....20%                           | Genuine Turkish Walpole Mills,                                   | Socket Manure Forks, Four Time.....70%                | Artisan's Choice, A. E. Nail.331/4&10%                  |
| Dixone..... $\varnothing$ gro.                   | No. 6 to 46, $\varnothing$ lb.....10c                            | Socket Spading Forks, Four Time.....70&5&5&31/4%      | Engineers and B. S. Hand.....60%                        |
| Eclipse.....\$3.75                               | No. 54 to 150, $\varnothing$ lb.....10c                          | Spading Forks.....70&5%                               | A. E. Nail.....331/4&5%                                 |
| Emerald.....5.00                                 | Flour, $\varnothing$ lb.....8c                                   | Stone Picking Forks.....65%                           | Other Brands.....40&10%                                 |
| Oriole.....5.00                                  | <b>Enameline—</b> $\varnothing$ gro.                             | Tanner's Forks.....40&5%                              | Sargent's New List.....40&40&10%                        |
| Rainbow.....2.81                                 | No. 4.....\$4.50                                                 | Hay Forks, Three Time, Standard                       | Ulrich's Handy..... $\varnothing$ doz. \$3.00           |
| Solid.....7.50                                   | No. 6.....7.20                                                   | Size.....66%                                          | Verree.....50&10%                                       |
| <b>Curry Combs—</b>                              | <b>Escutcheons—</b>                                              | Hay Header and Baler Forks, Three                     | Warner & Noble's New List.....25%                       |
| Fitch's List, Nov. 20, '96.....25&10%            | Wood.....25%                                                     | Time.....671/4&21/4%                                  | <b>HEAVY HAMMERS AND SLEDGES—</b>                       |
| Kohler's.....30&30%                              | <b>Expansive Bits—</b>                                           | Hay Forks, Two Time, Standard                         | Under 3 lb..... $\varnothing$ lb 40c { 75&10&5%         |
| New York Stamping Co. List, Sept.                | See Augers and Bits.                                             | Size.....65%                                          | 3 to 5 lb..... $\varnothing$ lb 80c { 75&10&5%          |
| 17, '97.....40%                                  | <b>Farriers' Knives—</b> $\varnothing$ doz.                      | <b>Fruit, Wine and Jelly Presses.</b>                 | Over 5 lb..... $\varnothing$ lb 80c { 75&10&5%          |
| Perfect.....40%                                  | "Challenge".....\$3.00                                           | Enterprise.....30&25%                                 | Heavy Weights.....75&10&10%                             |
| Rubber, $\varnothing$ doz. \$7.50.....20&10%     | Popes.....8.00                                                   | <b>Fry Pans—</b>                                      | Wilkinson's Smiths.....91/4c@10c $\varnothing$ lb       |
| Southington Cutlery Co.'s.....25&10%             | Wostenholm's.....\$3.00 net                                      | Acme Fry Pans.....70&70&5%                            | <b>Hammock Ropes—</b>                                   |
| <b>Cycle Hangers—</b>                            | <b>Faucets—</b>                                                  | Burnished, regular goods.....75&75&10%                | Covert Mfg. Co.:                                        |
| Lane's.....331/4&5%                              | Brass Globe Cocks.....70&70&5%                                   | Standard List.....70&10&75%                           | Jute.....35%                                            |
| <b>Diggers—</b>                                  | Brass Racking.....70&70&5%                                       | No.....0 1 2 3 4                                      | Sisal.....30%                                           |
| See Post Hole, etc.                              | Compression Bibbs.....50&10&60%                                  | $\varnothing$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25 | <b>Hand Cultivators—</b>                                |
| <b>Dividers—</b>                                 | Red Cedar.....40&40&10%                                          | No.....0 1 2 3 4                                      | Ulrich Mfg. Co.:                                        |
| See Compasses, Dividers, etc.                    | Red Cedar, bbl. lots.....50%                                     | $\varnothing$ doz. \$6.00 \$7.00 \$8.00 \$9.00        | Osborne's..... $\varnothing$ doz., \$15.00              |
| <b>Dog Collars—</b>                              | Frary's Pat. Petroleum.....70&70&10%                             | <b>Fuse—</b>                                          | <b>Handles—</b>                                         |
| Chapman Mfg. Co.'s New List:                     | John Sommer's "Peerless," Tin                                    | Common Hemp Fuse, $\varnothing$ 1000 ft.              | <b>IRON, WROUGHT OR CAST—</b>                           |
| Chain (full assortment).....40%                  | Key.....40%                                                      | \$4.50.....25%                                        | Chest Handles, Sargent's.....50&10%                     |
| Leather (full assortment).....40&10%             | John Sommer's "Victor," Metal                                    | Common Cotton Fuse, $\varnothing$ 1000 ft.            | Chest Handles, Stearns' No. 1, Door                     |
| Pope & Stevens:                                  | Key.....50&10%                                                   | \$4.75.....25%                                        | or Thumb.....80c.70%                                    |
| Brass.....40%                                    | John Sommer's "Duplex," Metal                                    | Single Taped Fuse, $\varnothing$ 1000 ft. \$9.00.25%  | Nos.....0 1 2 3 4                                       |
| Embossed.....30&10%                              | Key.....60%                                                      | Double Taped Fuse, $\varnothing$ 1000 ft.             | $\varnothing$ doz....\$ .90 \$1.00 \$1.08 \$1.35 \$1.50 |
| Leather.....40%                                  | John Sommer's "Buckeye," Metal                                   | \$10.00.....25                                        | 50&10%                                                  |
| Union Hardware Co. New List                      | Key.....40%                                                      | <b>Gate Hinges—</b>                                   | Drawer Handles.....60%                                  |
| 50&50&10%                                        | John Sommer's "Rochester," Metal                                 | See Hinges.                                           | Ring Handles.....70%                                    |
| <b>Door Bolts—</b>                               | Key.....50%                                                      | <b>Gauges—</b>                                        | Roggin's Latches.....3&35&10%                           |
| See Bolts, Door.                                 | John Sommer's "Rival," Metal Key.50%                             | Bemis & Call's Steel.....50%                          | Shelf Box Handles.....65%                               |
| <b>Door Checks—</b>                              | John Sommer's "Crescent," Metal                                  | Boss, Screw Pitch.....331/4%                          | Trunk Handles.....60%                                   |
| Bardley's.....331/4&40%                          | Key.....50&10%                                                   | Claphood.....25&10%                                   | Tub Handles.....60&10%                                  |
| Columbia.....50&11%                              | John Sommer's "Diamond," Lock.40%                                | Marking, Mortise, etc.. 55&10&5&10&10%                |                                                         |
| Eclipse.....50&10%                               | John Sommer's "Eclipse," Lock.40&10%                             |                                                       |                                                         |
| Home.....45&10&45&10&10%                         | John Sommer's "Union," Lock.....50%                              |                                                       |                                                         |
| Norton's.....50&50&10%                           | Lined.....50%                                                    |                                                       |                                                         |
| Orden's.....331/4&40%                            | John Sommer's "I. X. L.," Cork                                   |                                                       |                                                         |
|                                                  | Lined.....50&10%                                                 |                                                       |                                                         |

## STORE DOOR HANDLES—

|                                  |           |
|----------------------------------|-----------|
| Bronzed, with Cylinder Lock..... | 50%       |
| Bronzed.....                     | 50@50&10% |
| Japanned, with Nuts.....         | 45&10%    |
| Japanned, with Plate.....        | 45&10%    |
| Japanned, without Plate.....     | 45&10%    |

## DOOR PULL—

|                                  |           |
|----------------------------------|-----------|
| Bar.....                         | 60@70&10% |
| Barn Door.....                   | 50&10%    |
| Chest and Lifting.....           | 60@60&10% |
| Drawer Pulls.....                | 50&10@60% |
| Plain B. M.....                  | 6@60&10%  |
| Push Plates, Sargent's List..... | 60&10&10% |
| Sash Pull Plates.....            | 70&10%    |
| Sash Pulls.....                  | 60&10&10% |
| Window Pulls.....                | 60%       |

## WOOD—

|                                        |                    |
|----------------------------------------|--------------------|
| Auger, assorted.....                   | gr. \$2.25@2.50    |
| Auger, large.....                      | gr. 3.00@3.25      |
| Auger, Douglass' Pat., No. 1.....      | \$1.00             |
| Auger, Ives' Pat., No. 1.....          | \$1.40, 60&10%     |
| Auger, No. 2 to 32½.....               | 60&10%             |
| Auger, Swan's Pat., No. 2.....         | set, No. 2.....40% |
| Auger, No. 4, \$1.25.....              | 25&10%             |
| Brad Ayl.....                          | gr. \$1.75@2.00    |
| Chisel, Worcester, Leather Cap'd.....  | 1.50               |
| Disston's Crosscut.....                | 50%                |
| File, assorted.....                    | gr. \$1.25@1.40    |
| Firmer Chisel, Apple, assorted.....    | \$2.75@2.50        |
| Firmer Chisel, Apple, large.....       | \$2.75@3.00        |
| Firmer Chisel, Hickory, ass'd.....     | gr. \$4.00@2.25    |
| Firmer Chisel, Hickory, large.....     | \$2.50@2.75        |
| Firmer Chisel, Socket, ass'd.....      | gr. \$2.00@2.25    |
| Hammer, Hatchet, Axe, Sledge, etc..... | 50&25%             |
| Hoe, Rake and Fork.....                | 60&10@60&10&5%     |
| Saw and Plane.....                     | 40&10@50%          |
| Shovel and Spade, Wood D. Handle.....  | 60&5&10%           |

## CROSS-CUT SAW HANDLES—

|               |           |
|---------------|-----------|
| Atkins.....   | 40%       |
| Champion..... | 45@45&10% |

## Hangers—

|                                             |                                           |
|---------------------------------------------|-------------------------------------------|
| American Trackless.....                     | 3½&20%                                    |
| Barn Door, old pattern.....                 | 60&10%                                    |
| Barn Door, New England.....                 | 60@70%                                    |
| Barry, \$4.00.....                          | 50&10%                                    |
| Best Anti-Friction.....                     | 60&10%                                    |
| Challenge Barn Door.....                    | 60&10%                                    |
| Cronk's Roller Bearing.....                 | 50%                                       |
| No. 0.....                                  | \$4.50 net per dozen.                     |
| No. 4.....                                  | 5.50                                      |
| No. 5.....                                  | 6.50                                      |
| Cronk's Steel, cov'd, Loose Axle.....       | 60&10&5%                                  |
| Coburn.....                                 | 40%                                       |
| Davis Parlor Door.....                      | 50@50&5%                                  |
| Duplex (Wood Track).....                    | 60&10&5%                                  |
| Kluder.....                                 | 50@50&10%                                 |
| Lane's Barn Door:                           |                                           |
| Barn Door, Standard.....                    | 60%                                       |
| Covered.....                                | 50&10@50&10&5%                            |
| Special.....                                | 60%                                       |
| No. 50.....                                 | 50&10@60&5%                               |
| New Model, Tinned.....                      | 30&10@40%                                 |
| Parlor:                                     |                                           |
| Standard.....                               | set, net, \$3.50@3.60                     |
| Ball Bearing.....                           | 4.50@                                     |
| New Model.....                              | 8.00@                                     |
| New Champion.....                           | 2.40@2.50                                 |
| Manhattan.....                              | 60%                                       |
| McKinney's "None Better," No. 2.....        | \$18.00; No. 1 Special, \$13.00, ½        |
| dozen pairs.....                            | 60&10%                                    |
| Richards' Single Track, Steel.....          | 40&10%                                    |
| Richards' Anti-Friction.....                | 50%                                       |
| Stearns:                                    |                                           |
| Single Track, No. 5.....                    | 30&30%                                    |
| Gem.....                                    | 60%                                       |
| Royal.....                                  | 60%                                       |
| Challenge.....                              | 60%                                       |
| Warner, 1 and 2.....                        | 40%                                       |
| Stowell Mfg. Co.'s Barn Door:               |                                           |
| Badger.....                                 | 60&10%                                    |
| Climax.....                                 | 55&5%                                     |
| Interstate.....                             | 60%                                       |
| Magie.....                                  | 50%                                       |
| Matchless, Covered.....                     | 50&10%                                    |
| Nansen, Roller Bearing.....                 | 50&10%                                    |
| Parlor Door.....                            | 80%                                       |
| Wild West.....                              | 50&5%                                     |
| Zenith, for Wood Track.....                 | 55&5%                                     |
| Baggage Car Door.....                       | 38½%                                      |
| Elevator.....                               | 40%                                       |
| Railroad.....                               | 55&5%                                     |
| Street Car Door.....                        | 5&10%                                     |
| Victor, No. 1, \$15.00; No. 2, \$20.00..... | No. 3, \$25.00; No. 4, \$35.00, 60&10&2½% |
| Warner's Patent.....                        | 20&10&10%                                 |
| Wilcox.....                                 | 40%                                       |

## Harness Snaps—

See Snaps.

## Hasps and Staples—

|                                         |           |
|-----------------------------------------|-----------|
| McKinney's "Perfect," \$1 10 ½ doz..... | 40&10%    |
| Wrought.....                            | 80&10@85% |
| Wrought, Stanley.....                   | 80%       |

## Hatchets—

See Axes.

## Hay Hooks—

|                        |        |
|------------------------|--------|
| Humason & Beckley..... | 60&10% |
|------------------------|--------|

## Hay Racks—

|                                                                  |  |
|------------------------------------------------------------------|--|
| Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net..... |  |
|------------------------------------------------------------------|--|

## Hay and Straw Knives—

|                                       |       |
|---------------------------------------|-------|
| Auburn Hay, Com. and Spear Point..... | 50%   |
| Auburn Straw.....                     | 40%   |
| Lightning, from jobbers.....          | 60&5% |
| Wadsworth's.....                      | 40%   |

## Hinges—

## WROUGHT IRON HINGES—

|                                                                                                         |        |
|---------------------------------------------------------------------------------------------------------|--------|
| Corrugated Strap and T, 6½@10@.....                                                                     | 70&10% |
| Rolled Blind Hinges, Nos. 32 and 34.....                                                                | 50&10% |
| Rolled Plate.....                                                                                       | 70%    |
| Rolled Raised.....                                                                                      | 70%    |
| Plate Hinges, "Providence," 6 to 12 in., ½ lb. 5c., 14 to 36 in., ½ lb. 4c., 6 to 14 in., ½ lb. 3½@3¼c. |        |
| Screw Hook and Strap, 14 to 20 in., ½ lb. 3½@3¼c.                                                       |        |
| 22 to 36 in., ½ lb. 3@3¼c.                                                                              |        |

## STRAP AND T HINGES—

|                           |                 |
|---------------------------|-----------------|
| Light Strap Hinges.....   | 60%@60%&10&10%  |
| Heavy Strap Hinges.....   | 70@70&10&10%    |
| Light T Hinges.....       | 50&10@60&10%    |
| Heavy T Hinges.....       | 60&10@60&10&10% |
| Extra Heavy T Hinges..... | 60%@70&10%      |
| Long Chest Hinges.....    | 4@50&10%        |
| Hinge Hasps.....          | 4@50&10%        |
| Crate Hasps.....          | 60%@70&10%      |
| Crate Hinges.....         | 60%@70&10%      |

## SPRING HINGES—

|                                                    |              |
|----------------------------------------------------|--------------|
| Bommer's.....                                      | 33½%         |
| Bardsley's Patent Checking.....                    | 15%          |
| Chicago.....                                       | 25%          |
| Champion.....                                      | 60%          |
| Kell's American.....                               | 30%          |
| Matchless, Double Acting Pivot.....                | 25%          |
| New Idea, No. 1.....                               | gr. \$7.50   |
| New Idea, No. 2.....                               | gr. 13.00    |
| Rex.....                                           | gr. 13.00    |
| Royal, Japanned.....                               | 60%          |
| Rubber.....                                        | 60%          |
| Sargent's List, 1894:                              |              |
| Bronze Metal.....                                  | 70&10&10%    |
| Japanned Surface, Single.....                      | 70&10%       |
| Japanned Surface, Double.....                      | 60&10%       |
| Mortise.....                                       | 70&10%       |
| Model.....                                         | 70@70&10&10% |
| Tuscan Surface, Single.....                        | 70%          |
| Tuscan Surface, Double.....                        | 60&10%       |
| Vigilant.....                                      | 60%          |
| Stearns.....                                       | 75%          |
| Union Spring Hinge Co.'s List, March, 1894.....    | 30%          |
| Union Mfg. Co.....                                 | 25%          |
| Van Wagoner & Williams Hdw. Co.: Acorn.....        | gr. \$12.50  |
| Acme.....                                          | 80%          |
| Acme, Brass.....                                   | 20%          |
| American.....                                      | 20%          |
| Clover Leaf.....                                   | gr. \$12.50  |
| Columbia, No. 14.....                              | gr. 9.00     |
| Columbia, No. 18.....                              | gr. 25.00    |
| Crown.....                                         | 80%          |
| Gem.....                                           | 2½%          |
| Knoxall.....                                       | gr. \$9.00   |
| Oxford.....                                        | 25%          |
| Wilcox, No. 1, ½ gr., \$16.00; No. 2, \$18.00..... |              |

## GATE HINGES—

|                              |                     |
|------------------------------|---------------------|
| Automatic.....               | ½ doz. \$12.50, 50% |
| Clark's, Nos. 1, 2, 3.....   | 50&10@60&10%        |
| N. E., ½ doz. \$7.80.....    | 60%                 |
| N. E., Reversible.....       | doz. \$5.60.....60% |
| N. Y. State.....             | doz. \$4.90.....60% |
| Shepard's, Nos. 1, 2, 3..... | 60&10%              |
| Western.....                 | 60%                 |

## BLIND HINGES—

|                                                                                                          |           |
|----------------------------------------------------------------------------------------------------------|-----------|
| Clark's:                                                                                                 |           |
| Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....                                                              | 70&10%    |
| Mortise Gravity.....                                                                                     | 50%       |
| Nos. 1, 3, 5.....                                                                                        | 70&10%    |
| Nos. 40 and 50.....                                                                                      | 70%       |
| Huffer.....                                                                                              | 55@60%    |
| Parker.....                                                                                              | 70&10%    |
| Sargent's, Nos. 1, 3, 5, 11, 13.....                                                                     | 70&10%    |
| Shepard's or Wrightsville Hdw. Co.: Acme, Lull & Porter.....                                             | 70&5%     |
| Buffalo Gravity Locking, Nos. 1, 3 and 5.....                                                            | 70&10%    |
| Champion Gravity Locking, No. 75.....                                                                    | 70&10&10% |
| 1868, Old Pattern, Nos. 1, 3 and 5.....                                                                  | 70&5%     |
| Tip Pattern, Nos. 1, 3 and 5.....                                                                        | 70&5%     |
| Double Locking, Nos. 20 and 25.....                                                                      | 70%       |
| Empire, Nos. 101 and 103.....                                                                            | 70%       |
| Niagara Gravity Locking, Nos. 1, 3 and 5.....                                                            | 70&10%    |
| Noiseless, Nos. 50, 60, 65 and 85.....                                                                   | 80%       |
| O. S., Lull & Porter.....                                                                                | 80&10%    |
| Pioneer, Nos. 080, 45 and 5½.....                                                                        | 70%       |
| Steamboat Gravity Locking, No. 10.....                                                                   | 70&10&5%  |
| Stenger's Positive Locking.....                                                                          | 70%       |
| W. H. Co.'s No. 2 Mortise Gravity.....                                                                   | 60%       |
| Stanley's Steel Gravity Blind Hinges, No. 1, 647½, no Screws, 75c., with Screws, \$1.20 ½ doz. sets..... |           |
| Stanley's Rolled.....                                                                                    | 20&10%    |
| Stanley's Rolled Center.....                                                                             | 30%       |

## Hitching Cords—

|                     |     |
|---------------------|-----|
| Covert Mfg. Co..... | 45% |
|---------------------|-----|

## Hoes—

|                                                |       |
|------------------------------------------------|-------|
| Steel Goods Association List, Aug 1, 1899..... |       |
| Asphalt Hoes.....                              | 6&10% |

## Cotton Hoes.....70&amp;10&amp;10&amp;5&amp;5%

## Cotton Chopper Hoes.....75&amp;10&amp;7½%

## Garden Hoes.....75&amp;5%

## Harper's No. 7 Mortar Hoes.....65%

## Jersey Hoes.....75&amp;5%

## Kretzinger, Cut-Ezy.....75&amp;10&amp;7½%

## Ladies' Cotton Hoes.....75&amp;10&amp;7½%

## Laid Steel Edge Hoes.....25&amp;5&amp;5%

## Meadow and Rhode Island Hoes.....75&amp;5&amp;5%

## Mortar and Street Hoes.....75&amp;7½&amp;5%

## Planter Hoes, Regular Pattern.....70&amp;30%

## Rough Finish Shank Cotton Hoes.....75&amp;12½%

## Special Hoes.....75&amp;10&amp;5%

## Special Mortar Hoes.....40&amp;10&amp;7½%

## Sunbeam Meadow Hoes.....75&amp;5&amp;5%

## Tobacco Hoes.....75&amp;5%

## Toy Ladies' and Boys' Hoes.....70&amp;10&amp;10%

## Truck Hoes.....50&amp;10&amp;2½%

## Warren Hoes.....60%

## Weeding Hoes and Rakes.....75%

## Hollow Augers—

See Augers and Bits.

## Hollow Ware—

## IRON—

|                                                    |         |
|----------------------------------------------------|---------|
| Lalace & Grosjean Mfg. Co.: Acate-Nickel-Ware..... | 40&10%  |
| Pearl, Agate.....                                  | 40&10%  |
| Peerless Enameled Ware.....                        | 70%     |
| Crystal Steel Ware.....                            | 50&10%  |
| Blue and White Ware.....                           | 40&10%  |
| White Ware.....                                    | 38½&10% |

## STOVE HOLLOW-WARE—

|               |           |
|---------------|-----------|
| Ground.....   | 60&10&10% |
| Unground..... | 70&5%     |

## WHITE ENAMELED WARE—

|                                   |           |
|-----------------------------------|-----------|
| Boilers and Saucepans.....        | 45@50%    |
| Maslin Kettles.....               | 70@70&10% |
| Tinned Boilers and Saucepans..... | 45@50%    |

## SILVER-PLATED—

|                                  |          |
|----------------------------------|----------|
| 4 mo. or 5% cash in 30 days..... |          |
| Hartford Silver-Plate Co.....    | 40&5%    |
| Holmes & Edwards Silver Co.....  | 40&15&5% |
| Meriden Britannia Co.....        | 40&5%    |
| Reed & Barton.....               | 40&5%    |
| Rogers & Brothers.....           | 40&5%    |
| Simpson, Hall, Miller & Co.....  | 40&5%    |
| William Rogers Mfg. Co.....      | 40&10%   |

## Hooks—

## AGRICULTURAL—

|                            |           |
|----------------------------|-----------|
| Potato, all kinds.....     | 70%       |
| Manure.....                | 70%       |
| Iowa F. T. Co.'s Clam..... | 60&10&2½% |

## BUSH—

|                           |        |
|---------------------------|--------|
| Jennings & Griffin's..... | 33½&5% |
|---------------------------|--------|

## CORN—

|                         |                |
|-------------------------|----------------|
| Kretzinger Cut-Ezy..... | ½ doz. \$3 net |
|-------------------------|----------------|

## CAST IRON—

|                                   |           |
|-----------------------------------|-----------|
| Bird Cage, Sargent's list.....    | 60&10&10% |
| Bird Cage, Reading.....           | 60@60&10% |
| Bird Cage, Williamson.....        | 60%       |
| Ceiling, Sargent's list.....      | 50&10%    |
| Chan-eller.....                   | 70%       |
| Clothes Line, Sargent's list..... | 50&10%    |
| Coat and Hat, Sargent's list..... | 50&10%    |
| Coat and Hat, Reading.....        | 60&10%    |
| Coat and Hat, Stowell's.....      | 70%       |
| Harness, Sargent's list.....      | 50@50&10% |
| Lamp.....                         | 55%       |
| Picture.....                      | 75%       |
| Screw Hat.....                    | 70%       |
| Stowell's:                        |           |
| Clothes Line.....                 | 70%       |
| Harness.....                      | 70%       |
| Hotel & School House.....         | 70%       |
| Wardrobe.....                     | 55%       |

## WROUGHT IRON AND STEEL—

|                                                |                    |
|------------------------------------------------|--------------------|
| Cotton.....                                    | ½ doz. \$1.25      |
| Cotton Pat. (N. Y. Mallet & Handle Works)..... | 20%                |
| Hammock Hooks, E. C. Stearns.....              | 50c                |
| Picture, T. & S. Mfg. Co.....                  | 75%                |
| Tassel, T. & S. Mfg. Co.....                   | 50&10%             |
| Wrought Staples, Hooks, &c.....                | See Wrought Goods. |

## MEAT—

|                        |        |
|------------------------|--------|
| Enterprise.....        | 40%    |
| Humason & Beckley..... | 80&10% |

## WIRE—

|                                  |                |
|----------------------------------|----------------|
| Atlas Coat and Hat.....          | 45%            |
| Belt.....                        | 75@75&10%      |
| Crecent, Coat and Hat.....       | 50&10@60%      |
| Wire Coat and Hat, Acme.....     | 50&10@50       |
| Wire Coat and Hat, Gem.....      | 50&10@50       |
| Wire Celling, Gem.....           | 50&10@50&10&5% |
| Wire Coat and Hat, Standard..... | 45%            |

## MISCELLANEOUS—

|                                                     |           |
|-----------------------------------------------------|-----------|
| Covert Mfg. Co.: Safety Gate and Scuttle Hooks..... | 35%       |
| G. ass. No. 2, \$1.65; 3, \$1.80; 4, \$2.00.....    |           |
| Hooks and Eyes—Brass.....                           | 60&10%    |
| Hooks and Eyes—Mal. Iron.....                       | 70@70&10% |
| Cot on, Box and Hay.....                            | 60@60&10% |

## Horse Clippers—

See Clippers.

## Horse Nails—

|                          |                                   |
|--------------------------|-----------------------------------|
| Nos. 6 7 8 9 10          |                                   |
| A. C. ....               | 25c 25c 25c 21c 21c               |
|                          | 40&10%                            |
| American, all sizes..... | 10½c net                          |
| Nos. 6 7 8 9 10          |                                   |
| Ausable.....             | 25c 25c 25c 24c 23c.....50%       |
| Anchor.....              | 25c 21c 20c 19c 19c.....40%       |
| C. B. K.....             | 25c 25c 22c 21c 21c.....40%       |
| Capewell.....            | 19c 18c 17c 16c 16c.....10&5%     |
| Champlain.....           | 25c 25c 25c 24c 23c.....40&5&5%   |
| Clinton Fin.....         | 19c 17c 16c 15c 14c.....30&25%    |
| Essex.....               | 25c 25c 25c 24c 23c.....40&10@50% |
| Lyra, all sizes.....     | 9½c net                           |
| Maud S.....              | 25c 25c 22c 21c 21c.....50%       |
| Neponset.....            | 19c 18c 17c 16c 16c.....40%       |
| Northwestern.....        | 25c 25c 25c 21c 20c.....25@25&5%  |
| Putnam.....              | 25c 21c 20c 19c 18c.....35½%      |
| Snowden.....             | 9½c 9½c 9½c 9½c 9½c net           |
| Vulcan.....              | 25c 21c 20c 19c 18c.....25&10%    |

## Horse Shoes—

|                                               |           |
|-----------------------------------------------|-----------|
| Horse and Mule, per keg.....                  | \$2.75    |
| Burden's, all sizes.....                      | 3.70      |
| Bryden, Phoenix, Perkins, &c.....             | 3.75      |
| Diamond State, Shoenberger, Crescent, &c..... | \$3.75&5% |
| Factory Shipments.....                        |           |

## Horse Ties—

|                              |     |
|------------------------------|-----|
| Covert Mfg. Co.: Cotton..... | 45% |
| Hemp.....                    | 35% |
| Jute.....                    | 35% |
| Sisal.....                   | 30% |

## Hose, Rubber—

|                                                |        |
|------------------------------------------------|--------|
| Boston Belting Co.: "Boston".....              | 50%    |
| Competition.....                               | 70%    |
| Extra.....                                     | 60%    |
| N. J. Car Spring & Rubber Co.: Extra Para..... | 40&10% |
| Reliable.....                                  | 50&10% |
| Staple.....                                    | 60&10% |
| Standard.....                                  | 70&10% |

## Ice Awns, Chippers, &amp;c.—

|                         |      |         |     |
|-------------------------|------|---------|-----|
| Copeland Ice Pick.....  | gr.  | \$9.00  | net |
| Crown.....              |      |         | net |
| Gem Ice Shave.....      |      |         | net |
| Parker's:               |      |         |     |
| Ice Box Chisel.....     | doz. | \$12.00 | 50  |
| Ice Crusher, No. 3..... | doz. | 8.00    | 50  |
| Ice Crusher, No. 2..... | doz. | 6.00    | 50  |
| Ice Crusher, No. 1..... | doz. | 20.00   | 50  |
| Ice Chisels.....        | doz. | 4.00    | 50  |
| Sargent's Ice Awls..... |      |         | 50  |
| Snell's.....            |      |         | 50  |
| Star.....               |      |         | net |

**Latches—**

Crone's Barn Door..... Net, \$3.35  
Lane's Barn Door..... 40¢@40¢10¢

**Lawn Mowers—**

Champion..... 75¢10¢  
Clipper Improved..... 50¢10¢10¢5¢  
Continental..... 60¢10¢  
Enterprise..... 40¢10¢  
Genuine Philadelphia Mowers:  
Styles M., S., C., K., T..... 70¢10¢  
Style A. (all steel)..... 60¢10¢  
Style E., Low Wheel..... 60¢10¢  
Style E., High Wheel..... 70¢10¢  
Drexel, low list..... 50¢  
Gold Coins, low list..... 50¢  
Great American..... 70¢10¢  
Imperial..... 60¢10¢10¢  
New Departure, High Wheel..... 70¢10¢  
New Departure, Low Wheel..... 75¢  
New Easy..... 60¢10¢60¢10¢10¢  
New York..... 60¢5¢  
Pastime:  
12 in. 14 in. 16 in.  
\$8.00 \$8.25 \$4.50 each net  
Pennsylvania..... 60¢10¢  
Racine:  
14 in. 16 in. 18 in. 20 in.  
\$15.00 \$17.00 \$19.00 \$21.00 each 60¢  
Rapid Transit..... 70¢10¢  
Standard..... 60¢10¢  
Sunbeam..... 60¢10¢

**Lawn Sprinklers—**

Enterprise..... 25¢@80¢  
Gibbs' Arc..... \$ doz. \$10.00  
Gibbs' Hustler..... \$ doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1. No. 2. No. 3.  
\$ doz. \$12.00 \$15.00 \$24.00..... 30¢

**Leaders—**

Covert Mfg. Co. Cattle..... 45¢

**Lead Pipe, Etc.**

Lead Pipe, full lengths..... 6¢  
Lead Pipe, cut lengths..... 6½¢  
Lead Pipe, Tin Lined..... 12½¢  
Block Tin Pipe..... 8½¢  
Sheet Lead, full rolls..... 7¢  
Sheet Lead, cut rolls..... 8¢  
Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros. \$ doz. 8-in. \$1.00; 10-in. \$1.40..... 20¢  
Dean's, Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

**Letter Box Plates—**

Name Door Plate..... 50¢@50¢10¢  
Name Plate..... 70¢  
Number Door Plate..... 60¢@60¢10¢  
Sargent's..... 60¢10¢@70¢

**Levels—**

C. E. Jennings & Co.'s:  
Hexagon..... 2' & 10'  
Iron Bench, new design..... 25¢ & 10¢

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's..... 50¢  
Cotton Chalk, 30 feet..... 60¢10¢  
Cotton Trot..... 38½¢  
Masons':  
Colored Cotton..... 40¢10¢  
Flax..... 40¢10¢  
No. 0 to 5..... 25¢  
Samson Cotton, No. 4, \$2.00; No. 4½, \$2.50; No. 5, \$3.00..... 10¢  
Silver Lake, Braided, No. 0, \$6.00; No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50; No. 4, \$8.00..... 25¢@30¢  
Ventilator Cord, Samson Braided, White or Drab Cot. \$ doz. \$7.50..... 20¢  
Wire Clothes, 100 feet, No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, & C.  
Brantford Lock Co..... Let prices  
Champion Night Latches..... 40¢  
Moore's Elevator Door..... 40¢  
Norwalk Lock Co..... 40¢  
Plate..... 38½¢  
R. & E. Mfg. Co..... 45¢10¢  
Reading Hardware Co..... 40¢  
Sargent & Co..... 40¢  
Yale..... net prices

**CABINET—**

Eagle Lock Co..... 38½¢  
Corbin..... 38½¢  
Yale..... 38½¢

**PADLOCKS—**

Acme Bicycle and Satchel, \$ doz. \$9.00..... 40¢  
Ames Sword Co..... 40¢  
Brown's Brass..... 25¢  
Brown's Chain..... 25¢  
Champion..... 40¢

Eagle..... 40¢  
Scandinavian..... 50¢@25¢  
McWilliams..... 25¢  
Smith & Egge Bicycle..... 50¢  
Wrought Iron..... 75¢10¢  
Yale Lock Co..... net prices

**TRUNK—**

Corbin's..... 25¢  
Eagle..... 25¢

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
Hickory..... 50¢@50¢10¢  
Lignumvita..... 50¢@50¢10¢

**Mattocks—**

Crone's Garden..... 25¢  
Regular Goods..... 60¢10¢

**Meat Cutters—**

American..... 80¢  
Nos. 1 2 3 4 B 5  
Each \$7 \$10 \$25 \$50 \$60  
Dixon's..... \$ doz. 38½¢  
Nos. 1 2 3 4  
\$14 \$17 \$19 \$30  
Enterprise..... 25¢@25¢7½¢  
Nos. 5 10 12 20 22 22  
Each \$2 \$3 \$2.50 \$5 \$4 \$6  
Hales Pattern, \$ doz. 70¢@70¢5¢  
Nos. 11 12 13  
\$27 \$33 \$45  
Home No. 1, \$ doz. \$28..... 60¢  
Little Giant..... 50¢ & 0¢  
Nos. 805 810 812 820 822  
\$35 \$48 \$44 \$72 \$68  
Miles' Challenge, \$ doz. 45¢@45¢10¢  
Nos. 1 2 3  
\$22 \$20 \$40  
Woodruff's, \$ doz. 38½¢  
Nos. 100 150  
\$15 \$18  
Beef Shavers (Enterprise)..... 25¢@30¢  
Chadborn's Smoked Beef Cutter..... \$ doz. \$60.00

**Meat Juice Extractors—**

Enterprise..... 25¢@30¢

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
Magnolia, Anti-Friction..... 25¢  
No Name..... 15¢  
Mystic..... 10¢  
f. o. b. New York or Chicago.

**Melting Lades—**

Monroe's Patent..... \$ doz. \$4.00, 40¢  
P. S. & W..... 35¢10¢40¢  
Reading..... 50¢10¢  
Sargent's..... 60¢@60¢10¢  
Warner's..... 30¢

**Mop Wringers—**

Matchless (Canton, O.), \$ doz. \$12.00

**Motors—**

COFFEE MILL—  
Specialty Novelty Co..... each \$5.00

**Nails—**

WIRE AND CUT NAILS—  
See Review of the Markets for quotations.

Wire Nails and Brads, Papered, Ass'n list, July, 1899..... 85¢@5¢10¢

**PICTURE—**

Brass Head, Combination list..... 10¢  
Brass Head, Sargent's list..... 70¢@70¢5¢  
Niles' Patent..... 40¢  
Porcelain Head, Comb'n list..... 40¢  
Porcelain Head, Sargent's list..... 50¢

**FURNITURE—**

Antique Bronze..... 10¢  
China..... 25¢  
Fire Gilt..... 10¢  
Plain..... 40¢

**Nail Pullers—**

Black Hawk, \$ doz. \$9.00  
Cyclops..... 35¢  
Eclipse..... \$ doz. 18.00, 25¢10¢10¢  
Giant, No. 1, \$ doz. \$18.00; No. 1½, \$18.50; No. 2, \$15.00..... 30¢5¢  
Lightning..... \$ doz. \$18.00, 20¢  
National..... \$ doz. 24.00, 10¢  
Pelican..... \$ doz. \$9.00, 40¢40¢10¢  
Scranton, No. 2..... \$ doz. \$10.00  
Scranton, No. 3..... \$ doz. 9.00

**Nail Sets—**

Buck Bros..... 27½¢  
Cannon's Diam'd Point, \$ gro. \$12, 25¢  
Humason's..... 50¢10¢  
Hunters' Cup Point, Knurled..... \$ gro. \$10.00  
Hunters' Cup Point, Plain..... 9.00  
Octagon..... 4.00@4.75  
Round, assorted..... 3.00@3.25  
Square..... 4.00@4.25  
Snell's:  
Octagon..... \$4.75  
Corrugated..... 6.50  
Knurled..... 9.00

**Nippers—**

Acme..... 50¢  
Smith's Cutting..... 60¢  
Todd's Cutting..... 50¢

**Nut Crackers—**

Acme, Japanned..... \$30.00, 40¢  
Acme, Nickel Plated..... 30.00, 20¢  
Turner & Seymour Mfg. Co..... 50¢

**Nuts—**

Off list.  
Hot pressed, square, blank..... \$5.20  
Hot pressed, hexagon, blank..... 5.50  
Hot pressed, square, tapped..... 5.60  
Hot pressed, hexagon, tapped..... 5.80  
Cold punched, plain, square, blank 4.80  
Cold punched, hexagon, square, blank 4.40  
Cold punched, plain, square, tapped 4.10  
Cold punched, plain, hexagon, tapped 4.20

**Oilers—**

Brass and Copper..... 40¢10¢@50¢  
Cushman & Denison's: \$ doz. \$50  
Gem..... 1.50  
Leader..... 1.50  
Perfect Oilers..... 1.50  
Star Pocket Oilers..... .75  
Draper's:  
Brass..... 70¢10¢  
Steel..... 70¢10¢  
Malleable, Hammers, New Style, 10¢5¢@20¢  
Malleable, Hammers, Old Pattern, same list..... 50¢10¢  
"Paragon," Brass..... 5½¢10¢60¢  
"Paragon," Zinc..... 70¢@70¢10¢  
Tower & Lyon Bicycle..... 25¢  
Willmot & Hobbs Mfg. Co.'s Steel Anti Rust..... 70¢10¢75¢  
Zinc and Tin..... 60¢10¢@65¢

**Oil Stones, etc.—**

OIL STONES—  
Pike's Washita:  
Lily White, \$ lb..... \$ .60  
Roxey Red Washita..... .60  
Extra Washita, Green Paper Wrapper, \$ lb..... .50  
No. 1..... .40  
No. 2..... .80  
Pike's Washita Round Edge Slips: 8 to 5x1½ to 2½ to 1½ at back, ½ to 5-16 edge, \$ lb: Lily White Slips..... .90  
Roxey Red Slips..... .90  
Extra Slips, same sizes as above..... .80  
No. 1..... .70  
No. 2..... .40  
Penknife Pieces, 8 to 5x1 to 1½x1½ to ½, \$ lb..... .70  
Discount, 33½¢.  
Pike's Washita Mounted No. 1: \$ doz. \$12.00  
8x2..... \$12.00  
7x2..... 11.00  
6x2..... 10.00  
5x2..... 9.00  
4x1½..... 7.00  
3½x1..... 5.50  
Discount, 33½¢ & 10¢.  
Pike's Washita Axe Stones:  
About 2x2x½ to 1½, \$ lb..... \$ .24  
About 2x2x½, extra selected..... .40  
Discount, 33½¢.  
India Oil Stones..... 25¢@33½¢

**Packing, Steam—**

RUBBER—  
Boston Belting Co.:  
"Boston"..... 60¢  
"Excelsior" Plumbago, Pure, \$ lb \$1.00..... 50¢10¢  
Extra..... 60¢  
Standard, Fair Quality..... 70¢

**MISCELLANEOUS—**

American Packing..... 8¢@10¢  
Cotton Packing..... 12¢@14¢  
Italian Packing..... 11¢@12¢  
Jute..... 11¢@14¢  
Russian Packing..... 10¢@12¢

**Padlocks—**

See Locks.

**Paras—**

APPLE— \$ doz. \$4.50  
Advance..... \$ 4.50  
Baldwin..... 5.00  
Bonanza..... each 5.00  
Dandy..... each 7.50  
Eureka, 1898..... each 16.00  
Family Bay State..... 12.00  
Improved Bay State..... \$27@30.00  
Little Star..... 4.00  
New Lightning..... 5.50  
Penn..... 3.75  
Perfection..... 4.00  
Reading, 72..... 4.00  
Reading, 78..... 7.00  
Scott's Pat. Rotary..... \$15.00, 30¢  
Turntable, Old Style..... 4.50  
Turntable, 1898..... 5.00  
White Mountain..... 4.00

**POTATO—**

Saratoga..... \$5.50  
White Mountain..... 4.50

**Pencils—**

Dixon's: \$ gro. \$3.67@8.75  
Carpenter's..... \$3.67@8.75  
Carpenter's, Blue or Red Lead..... 4.00@7.50

Lead..... 2.18@4.38  
Lumber..... 6.87  
Mascot, Hexagon..... 3.75  
Mascot, Round..... 3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 6, \$19.00; 6 to 7, \$13.00..... 60¢10¢60¢10¢10

**Planes and Plane Irons—****WOOD PLANES—**

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

|                                         |                        |
|-----------------------------------------|------------------------|
| Cronk's Pruning Shears.....             | 89½¢                   |
| Cronk's Heavy Pattern, # doz.,          | \$2.50 net             |
| Diaston's Combined Pruning Hook         |                        |
| and Saw, # doz., \$18.00, 25¢@25¢10¢    |                        |
| Diaston's Pruning Hook, # doz.,         |                        |
| \$12.00, 25¢@25¢10¢                     |                        |
| Henry's:                                |                        |
| Pruning Shears.....                     | 50¢5¢                  |
| Orange.....                             | 50¢30¢                 |
| Grape.....                              | 50¢10¢                 |
| Tree Pruners.....                       | 75¢                    |
| Kohler's Pruning Shears: # doz.         |                        |
| German, No. 46.....                     | \$3.50                 |
| American, No. 33.....                   | 2.50                   |
| E. S. Lee & Co.'s Pruning Tools.....    | 40¢                    |
| P. S. & W. Co.'s Shears.....            | 75¢10¢                 |
| Waters' Tree Pruners.....               | 75¢10¢                 |
| Wheeler, M. & C. Co.'s Combination..... | # doz., \$2.00, 25¢10¢ |

**Pulleys—**

|                                       |                  |
|---------------------------------------|------------------|
| Awning.....                           | 60¢@60¢10¢       |
| Axle.....                             | 50¢10¢@60¢       |
| Brass Screw.....                      | 45¢10¢           |
| Ceiling.....                          | 50¢10¢@60¢       |
| Clothes Line, Japanned.....           | 60¢              |
| Common Senses.....                    | 60¢              |
| Dumb Waiter.....                      | 60¢@60¢10¢       |
| Empire Sash Pulley.....               | 60¢              |
| Hay Fork, Swivel Eye, # doz.          |                  |
| 4-inch, \$3.75; 6-inch, \$5.00.....   | 55¢              |
| Hay Fork, Hartz, 4¼-inch, # doz.      |                  |
| \$6.00.....                           | 50¢10¢           |
| Hay Fork, 5-inch, Solid, \$6.70.....  | 50¢              |
| Hot House.....                        | 50¢10¢@50¢10¢10¢ |
| Stowell's Anti-Friction, 5-in. Wheel, |                  |
| # doz., \$12.00.....                  | 40¢              |
| Slide, Anti Friction.....             | 50¢              |
| Shade Rack.....                       | 45¢              |
| Upright.....                          | 50¢10¢@50¢10¢10¢ |

**Pumps—**

|                                   |            |
|-----------------------------------|------------|
| Cistern, Best Grades.....         | 50¢10¢@60¢ |
| Pitcher Spout, Best Grades.....   | 70¢10¢     |
| F. E. Myers & Bro.:               |            |
| No. 1, Fig. 328, 3 in. Shallow    |            |
| Well Pump.....                    | \$18.00    |
| No. 8, Fig. 328, 3¼ in. Shallow   |            |
| Well Pump.....                    | 15.00      |
| No. 5, Fig. 307, 3 in. Deep Well  |            |
| Pump.....                         | 15.00      |
| No. 6½, Fig. 307, 3¼ in. Deep     |            |
| Well Pump.....                    | 17.00      |
| No. 14, Fig. 321, 3 inch Deep or  |            |
| Shallow Well Pump.....            | 15.00      |
| No. 32, Fig. 323, 3 in. Deep Well |            |
| Pump.....                         | 17.00      |
| No. 40, Fig. 321, 3 in. Shallow   |            |
| Well Pump.....                    | 14.00      |
| No. 59, Fig. 322, 3¼ in. Shallow  |            |
| Well Pump.....                    | 17.00      |
| No. 70, Fig. 333, 2½ in. Deep     |            |
| Well Pump.....                    | 15.00      |
| No. 72, Fig. 333, 3 in. Deep Well |            |
| Pump.....                         | 15.00      |
| No. 73, Fig. 333, 3¼ in. Deep     |            |
| Well Pump.....                    | 16.00      |
| No. 102, Fig. 448, 3 inch Lift    |            |
| Pump.....                         | 9.00       |
| No. 108, Fig. 448, 3¼ in. Lift    |            |
| Pump.....                         | 11.00      |
| No. 128, Fig. 510, 3 in. Lift     |            |
| Pump.....                         | 7.00       |
| No. 131, Fig. 510, 3¼ in. Lift    |            |
| Pump.....                         | 8.50       |
| No. 225, Fig. 389, Windmill       |            |
| Pump.....                         | 12.50      |
| No. 235, Fig. 408, Windmill       |            |
| Pump.....                         | 16.00      |
| No. 240, Fig. 406, Regulator      |            |
| Pump.....                         | 28.00      |
| No. 265, Fig. 573, Cyclone Tank   |            |
| Force Pump.....                   | 16.00      |
| No. 267, Fig. 483, Geyser Tank    |            |
| Force Pump.....                   | 16.00      |
| No. 268, Fig. 518, Low Down       |            |
| Tank Force Pump.....              | 16.00      |
| No. 302, Fig. 477, Spray Pump,    |            |
| complete.....                     | 11.50      |
| No. 320, Fig. 492, Bucket Spray   |            |
| Pump.....                         | 5.00       |
| No. 330, Fig. 547, Knapack        |            |
| Spray Pump.....                   | 10.00      |
| Discount, 50% f. o. b. Ashland.   |            |

**PUMPS AND PUMP SPECIALTIES—**

|                                          |        |
|------------------------------------------|--------|
| Torrent Pump Co., Cleveland, O.: Net     |        |
| Purifying Pump, each.....                | \$3.00 |
| Chain for same, # foot.....              | .11    |
| Torrent C. P. Curbs, each.....           | 1.50   |
| Same, fitted for 2-inch tubing.....      | 1.60   |
| Poplar Tubing, # 100 feet.....           | 4.00   |
| 2-inch Tubing, # 100 feet.....           | 5.00   |
| Galvanized Iron Tubing, # 100 ft.,       |        |
| Couplings for same, # pair.....          | .15    |
| Galvanized Chain, # 100 pounds.....      | 5.50   |
| Torrent Rubber Buckets.....              | 5.00   |
| Victor Buckets, # 100.....               | 7.50   |
| Cleveland Buckets, # 100.....            | 4.50   |
| Torrent Water Drawer.....                | 50¢    |
| Robert's Water Drawer.....               | 50¢    |
| Wood Suction Pumps.....                  | 50¢5¢  |
| Galvanized Iron Pumps.....               | 50¢    |
| Cyclone Force Pump.....                  | 50¢    |
| Oatman Handy Hoops.....                  | 40¢10¢ |
| Kave-Trough Hangers.....                 | 40¢    |
| Net.....                                 |        |
| Sprayers, # dozen.....                   | \$4.50 |
| Acme Riveter, # dozen.....               | 4.50   |
| Dreyer Spoke Regulator, # doz.....       | .60    |
| Delivered f. o. b. Miles Avenue Station. |        |

**Punches—**

|                                           |             |
|-------------------------------------------|-------------|
| Bemis & Call Co.'s:                       |             |
| Cast Steel Drive.....                     | 50¢5¢       |
| Check.....                                | 55¢         |
| Spring.....                               | 50¢5¢       |
| Springfield Socket.....                   | 65¢         |
| Morrill's Universal.....                  | 85¢         |
| Niagara Hollow.....                       | 45¢         |
| Niagara Solid.....                        | 55¢         |
| Saddlers' or Drive, good.....             | 60¢@65¢     |
| Snell's Tinnors.....                      | 50¢         |
| Spring, good quality, # doz., \$1.70@1.80 |             |
| Spring, Leach's Pat.....                  | 15¢         |
| Tinnors' Solid, P. S. & W. Co.,           |             |
| # doz.....                                | \$1.44, 55¢ |
| Tinnors' Hollow, P. S. & W. Co.,          |             |
| # doz.....                                | 20¢2¢       |

**Rail—**

|                                       |                  |
|---------------------------------------|------------------|
| Barn Door, Light, In. ¼ ½ ¾           |                  |
| # 100 feet.....                       | \$1.40 1.95 2.80 |
| Barn Door, "None Better" No. 1,       |                  |
| # foot.....                           | 29¢c             |
| Barn Door, "None Better" No. 2,       |                  |
| # foot.....                           | 34¢c             |
| B. D. for N. E. Hangers:              |                  |
| Angular, # foot, 6c.....              | 70¢              |
| Double Flange, # foot, 7c.....        | 70¢              |
| Carrier Steel Rail, # foot.....       | 44¢c             |
| Cronk's:                              |                  |
| O. N. T. Style, No. 18.....           | 3 c              |
| Double Braced.....                    | 34¢c             |
| Lane's:                               |                  |
| O. N. T., 1 in.....                   | \$3.00           |
| O. N. T., 1¼ in.....                  | 3.65             |
| Standard, 1¼ in.....                  | 4.25             |
| Stowell's Wrought Steel.....          | 85¢              |
| Sliding Door, Bronzed Wrought         |                  |
| Iron, # foot.....                     | 64¢c             |
| Sliding Door, Steel, Brass Plated,    |                  |
| # foot.....                           | 64¢c             |
| Sliding Door, Wrought Brass, 1¼ in.,  |                  |
| # b. 36c.....                         | 10¢@20¢          |
| Victor Track Rail, 7c # ft. 60¢10¢24¢ |                  |

**Rakes, Etc.—**

|                                       |             |
|---------------------------------------|-------------|
| Cronk's:                              |             |
| Wrought Steel Garden.....             | 60¢20¢      |
| Queen City Lawn.....                  | 40¢         |
| Kohler's:                             |             |
| Lawn Queen, net # doz., \$3.25@3.15   |             |
| Lawn Queen, Improved, net # doz.      |             |
| 20-Tooth.....                         | \$3.50@3.60 |
| 24-Tooth.....                         | 3.60@3.75   |
| Jumbo, net # doz.....                 | 7.00@9.00   |
| Paragon, net # doz.....               | 3.25@3.50   |
| Steel Garden Rakes.....               | 70¢5¢2¢     |
| Steel Garden Rakes Stamped Blank..... | 70¢         |
| Steel Road Rakes.....                 | 65¢         |
| Steel Tar or Asphalt Rakes.....       | 5¢          |
| Turf Edger.....                       | 40¢5¢       |
| Prize Bow Braced Steel.....           | 70¢5¢2¢     |
| Peerless Shank.....                   | 70¢5¢2¢     |
| Peerless Socket.....                  | 70¢5¢2¢     |
| Level Head Shank.....                 | 70¢5¢2¢     |

**Rasps, Horse—**

|                               |     |
|-------------------------------|-----|
| Diaston's.....                | 70¢ |
| New Nicholson Horse Rasp..... | 70¢ |
| See also Files.               |     |

**Razors—**

|                                    |          |
|------------------------------------|----------|
| Electric.....                      | List net |
| J. R. Torrey Razor Co.....         | 20¢      |
| Wostenholm and Butcher, \$10.00 to |          |
| £.....                             | 10¢      |

**Registers—**

|                                   |        |
|-----------------------------------|--------|
| HOT AIR—                          |        |
| New List, Feb. 1, 1899:           |        |
| Black Japanned.....               | 30¢    |
| White Japanned.....               | 25¢    |
| Bronze Finishes.....              | 30¢    |
| Electro-Plated.....               | 30¢10¢ |
| Nickel Plated.....                | 30¢10¢ |
| White Porcelain.....              | 20¢    |
| Solid Brass and Bronze Metal..... | 20¢    |

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

|                      |              |
|----------------------|--------------|
| Belt with Burrs..... | 40¢5¢@40¢10¢ |
| Hose with Burrs..... | 40¢5¢@40¢10¢ |

**IRON—**

|                                    |      |
|------------------------------------|------|
| American Screw Co.:                |      |
| List, Nov. 1, 1894.                |      |
| Ordinary, in bulk.....             | 62½¢ |
| Thousand, in bulk.....             | 62½¢ |
| Thousand in papers.....            | 62½¢ |
| Coopers, in bulk.....              | 62½¢ |
| Block and Carriage, in papers..... | 62½¢ |
| Hame.....                          | 62½¢ |
| Belt with Burrs, Tinned or Cop-    |      |
| pered.....                         | 62½¢ |

**Rivet Sets—**

|                   |     |
|-------------------|-----|
| Regular List..... | 70¢ |
|-------------------|-----|

**Rollers—**

|                   |      |
|-------------------|------|
| Lane's, Stay..... | 89½¢ |
|-------------------|------|

**Rope—**

|                                    |          |
|------------------------------------|----------|
| Cotton Rope, Best,                 |          |
| ¼ inch and larger.....             | 15 @ 16¢ |
| Medium, ¼ in. and larger 12 @ 14¢  |          |
| Common, ¼ in. and larger 10½¢@12½¢ |          |

**Jute Rope:**

|                          |      |
|--------------------------|------|
| A grade.....             | 7½¢  |
| C grade.....             | 7 c  |
| Manila:                  |      |
| 7-16 in. and larger..... | 10 c |
| ¾ in.....                | 10½¢ |
| ¾ and 5-16 in.....       | 11 c |
| Hay Rope, Medium.....    | 10½¢ |
| Sisal:                   |      |
| 7-16 in. and larger..... | 6½¢  |
| ¾ in.....                | 7 c  |
| ¾ and 5-16 in.....       | 7½¢  |

**Rules—**

|                                      |                 |
|--------------------------------------|-----------------|
| Athol, Steel.....                    | 89½¢            |
| Boxwood.....                         | 75¢10¢10¢10¢    |
| Ivory.....                           | 35¢10¢@3.10¢10¢ |
| Lufkin's:                            |                 |
| Steel.....                           | 55¢             |
| Lumber.....                          | 50¢10¢          |
| Miscellaneous, Stanley's.....        | 55¢10¢          |
| Starrett's Rules and Straight Edges, |                 |
| Steel.....                           | 25¢10           |

**Sad Irons—**

|                      |               |
|----------------------|---------------|
| Chinese Laundry..... | # b 44¢       |
| Chinese Sad.....     | 34¢c          |
| Crown, Polished..... | # doz. \$6.50 |
| Crown, Nickel.....   | # doz. 7.00   |
| Common 4 to 10.....  | # b 8¼¢@8¼¢   |

**COLD HANDLED—**

|                                   |                    |
|-----------------------------------|--------------------|
| Enterprise Mfg. Co. of Pa.....    | 30¢5¢              |
| Self-heating.....                 | # doz. \$10.00, 2¢ |
| Self-heating, Tailors' # doz..... | 22.10, 25¢         |
| Sensible Nickel.....              | # doz. \$7.00      |
| Sensible Polished.....            | # doz. 6.50        |
| Sensible, Tailors'.....           | # b 44¢            |

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

|                           |         |
|---------------------------|---------|
| Burr Mfg. Co., Steel..... | 50¢@60¢ |
|---------------------------|---------|

**Sand and Emery Paper and Cloth—**

|                           |           |
|---------------------------|-----------|
| Baeder, Adamson & Co.'s:  |           |
| Emery Cloth.....          | 50¢10¢    |
| Garnet Paper.....         | 30¢@30¢½¢ |
| Sand and Emery Paper..... | 50¢10¢    |

**Sash Chain—**

|                  |        |
|------------------|--------|
| Competition..... | 50¢10¢ |
| Glant.....       | 40¢    |
| Monarch.....     | 40¢10¢ |
| Red Metal.....   | 40¢10¢ |
| Steel.....       | 40¢10¢ |

**Sash Cord—**

|                                     |                     |
|-------------------------------------|---------------------|
| Cable Laid Italian Sash.....        | # b 16¢@18¢         |
| Cable Laid Russia.....              | # b 13¼¢@14¢        |
| Common India.....                   | # b 8¼¢@9¢          |
| Common Russia Sash.....             | # b 12¼¢@13¢        |
| Patent India.....                   | # b 11¢             |
| Samson:                             |                     |
| "Mass." White, Cotton.....          | 24¢                 |
| "Samson" Braided White, Cotton..... | # b 30¢             |
| "Samson" Braided Drab, Cotton.....  | # b 30¢             |
| "Samson" Braided Italian Hemp.....  | # b 38¢             |
| "Samson" Braided Linen.....         | # b 56¢             |
| Silver Lake:                        |                     |
| A Quality, Drab.....                | # b 40¢, 15¢@15¢7½¢ |
| A Quality, White.....               | # b 38¢, 15¢@15¢7½¢ |
| B Quality, Drab.....                | # b 38¢, 15¢@15¢7½¢ |
| B Quality, White.....               | # b 30¢, 15¢@15¢7½¢ |
| United States:                      |                     |
| B Quality.....                      | # b 18¢             |
| C Quality.....                      | # b 16¼¢            |
| White Cotton, Hard Braided.....     | # b 16¢             |

**Sash Fasteners, Holders, &c.**

|                               |           |
|-------------------------------|-----------|
| Sash Lifts.....               | 60¢10¢10¢ |
| Sash Lifts Flush.....         | 50¢       |
| Sash Lifts With Lock.....     | 60¢10¢10¢ |
| Sash Rollers.....             | 70¢       |
| Shutter Bars.....             | 60¢10¢@0¢ |
| Shutter Sheaves.....          | 60¢       |
| Window Screen Sash Lifts..... | 65¢½¢     |

**Sash Locks—**

|                                        |        |
|----------------------------------------|--------|
| Champion Meeting Rail.....             | 70¢    |
| Champion Slide.....                    | 60¢    |
| Davis, Bronze, Barnes Mfg. Co.....     | 50¢    |
| Elting's Ventilating.....              | 4¢     |
| Fitch's:                               |        |
| Iron.....                              | 70¢    |
| Bronze and Brass.....                  | 65¢½¢  |
| Gale's Automatic, List Nov., 1897..... | 65¢    |
| Ives' Patent:                          |        |
| Wrought Steel.....                     | 60¢    |
| Bronze M. Knob.....                    | 60¢    |
| Wrought Bronze and Brass.....          | 55¢½¢  |
| Cast Iron.....                         | 65¢    |
| Cast Bronze and Brass.....             | 62½¢   |
| Payson's Perfect.....                  | 70¢    |
| Reading.....                           | 60¢10¢ |

**Sash Weights—**

|                          |               |
|--------------------------|---------------|
| Small lots.....          | # ton \$27.00 |
| Ton lots at factory..... | 25.00         |

**Sausage Stuffers or Fillers—**

|                                 |                   |
|---------------------------------|-------------------|
| Draw Cut, No. 4.....            | each \$30.00, 20¢ |
| Enterprise Mfg. Co.....         | 25¢@25¢7½¢        |
| National Specialty Mfg. Co..... | 25¢               |

**Saws—**

|                                   |        |
|-----------------------------------|--------|
| Atkins:                           |        |
| Band 7 to 14 in. Wide.....        | 60¢10¢ |
| Band 2 to 6 in. Wide.....         | 60¢    |
| Band ¼ to 2 in. Wide.....         | 60¢    |
| Butcher, Pruning and Compass..... | 40¢5¢  |
| Circular.....                     | 50¢10¢ |
| Cross Cut.....                    | 35¢5¢  |
| Gang.....                         | 50¢    |
| Hand, Panel and Rip.....          | 40¢    |
| Wood.....                         | 40¢    |

|                                         |         |
|-----------------------------------------|---------|
| Diaston's:                              |         |
| Circular, Solid and Inserted Tooth..... | 50¢     |
| Band 8 in. to 14 in. Wide.....          | 60¢     |
| Band ¼ in. to 2½ in.....                | 70¢     |
| Cross Cuts.....                         | 45¢     |
| Narrow Cross Cuts.....                  | 55¢     |
| Mulay, Mill and Drag.....               | 50¢     |
| Framed Wood Saws.....                   | 55¢     |
| Wood Saw Blades.....                    | 40¢     |
| Wood Saw Rods.....                      | 30¢     |
| Hand Saws, Nos. 12, 99, 9, 16, D100, 11 |         |
| D8, 120, 76, 77, 8.....                 | 25¢     |
| Hand Saws, Nos. 7, 107, 107½, 2, 1,     |         |
| 0, 00, Combination.....                 | 30¢     |
| Compass, Keyhole, Pruning, Dove-        |         |
| tail, &c.....                           | 25¢     |
| Butcher Saws and Blades.....            | 35¢     |
| Haines' Needle Point.....               | 40¢     |
| C. E. Jennings & Co.'s:                 |         |
| Butcher.....                            | 25¢10   |
| Hand Panel, Rip and other Saws          |         |
| .....                                   | 25¢@30¢ |

|                                 |           |
|---------------------------------|-----------|
| Peace:                          |           |
| Cross Cuts.....                 | 45¢10¢    |
| Hand Panel and Rip.....         | 25¢10¢    |
| Richardson:                     |           |
| Circular and Mill.....          | 50¢50¢10¢ |
| X Cuts.....                     | 45¢10¢    |
| Hand Saws.....                  | 25¢10¢    |
| Star, Butcher.....              | 25¢       |
| Woodrough & McParlin Cross Cuts |           |
| .....                           | 45¢10¢    |

**HACK SAWS AND FRAMES—**

|                                 |        |
|---------------------------------|--------|
| Chatillon.....                  | 50¢    |
| Diaston's:                      |        |
| Concave Blades.....             | 25¢    |
| Keystone, Flexible Back and Ma- |        |
| chine Blades.....               | 30¢    |
| Hack Saw Frames.....            | 30¢    |
| Griffin's:                      |        |
| Complete.....                   | 40¢45¢ |
| Saw Blades.....                 | 4¢     |
| Star, Saws and Blades.....      | 25¢    |

**Saw Filer—**

|                                       |     |
|---------------------------------------|-----|
| Diaston's D8 Clamp and Guide, \$30.00 |     |
| # doz.....                            | 25¢ |

**Saw Frames—**

|                          |     |
|--------------------------|-----|
| C. E. Jennings & Co..... | 30¢ |
| Richardson's Wood.....   | 25¢ |

**Saw Sets—**

|                          |               |
|--------------------------|---------------|
| Atkins:                  |               |
| Criterion Saw Sets.....  | # doz. \$6.00 |
| Excelsior Saw Tools..... | # doz. 6.00   |
| Bemis & Call Co.'s:      |               |
| Cross Cut.....           | 30¢5¢         |
| Hammer, New Pat.....     | 45¢           |
| Plate.....               | 20¢           |



## WINDOW—

|                                   |          |
|-----------------------------------|----------|
| Porter Screen Mfg. Co.            | 60@60&55 |
| Phillips:                         |          |
| Bonanza Screens                   | 50&10&25 |
| Express                           | 50&10&25 |
| Flyer                             | 50&10&25 |
| Perfection Screens                | 50&10&25 |
| Northwest                         | 60       |
| Window Screen Frames              | 60       |
| Stearns:                          |          |
| Frames and Corners                | 25@25&10 |
| Gem Window Screen Frames          | 25&10    |
| Monarch Adjustable Window Screens | 50       |

## Screw Drivers—

|                                                             |                     |
|-------------------------------------------------------------|---------------------|
| Brace Screw Drivers                                         | 35&10&55            |
| Buck Bros                                                   | 30                  |
| Screw-Driver Bits                                           | 27½                 |
| Champion                                                    | 40                  |
| Diston's Flat Blade, Electric, Telegraph and Cabinet Makers | 70                  |
| Electric Spiral No. 01                                      | 50 doz. \$6.00 net  |
| Electric Spiral No. 02                                      | 50 doz. 10.00 net   |
| Ellrich's Socket and Ratchet                                | 40&10               |
| Fray's Hol. Hdl. Sets, No. 3                                | \$12.50             |
| Howard-Allard, low list                                     | 50                  |
| C. E. Jennings & Co.                                        | 40&10               |
| Jennings & Griffin                                          | 60                  |
| Jones Reversible Spiral No. 2                               | 50 doz. \$24.00, 50 |

## Sargent &amp; Co.'s:

|                                   |                |
|-----------------------------------|----------------|
| No. 1 For. Blade                  | 50&10&50&10&55 |
| Nos. 20 and 40                    | 60             |
| Screw-Driver Bits (Snell's)       | 50 doz. 60     |
| Stanley B. & L. Co.'s:            |                |
| No. 64, Varnished Handles         | 60&10          |
| No. 86                            | 70&10          |
| Snell's Nos. 5 and 10             | 75             |
| Tower & Lyon:                     |                |
| Champion                          | 40             |
| Magazine                          | 25             |
| Machinists                        | 40             |
| Balsley's Patent                  | 35             |
| Williamson's:                     |                |
| Beauty, 50 doz.                   | \$1.00   40    |
| Gem, 50 doz.                      | 90c   40       |
| C. T. Williamson Wire Novelty Co. | 40             |

## Screws—

## WOOD SCREWS—

## List, January 1, 1900.

|                                  |     |
|----------------------------------|-----|
| Brass, Flat Head                 | 77½ |
| Brass, Round Head                | 73½ |
| Bronze, Flat Head                | 72½ |
| Bronze, Round Head               | 70  |
| Coppered, Flat Head              | 75  |
| Coppered, Round Head             | 70  |
| Drive Screws, Diamond Point      | 80  |
| Iron, Bright Flat Head           | 75  |
| Iron, Bright Round and Oval Head | 75  |
| Nickel Plated, Iron Flat Head    | 70  |
| Nickel Plated, Iron Round Head   | 70  |
| Silver Plated, Iron Flat Head    | 70  |
| Silver Plated, Iron Round Head   | 70  |

## MACHINE—

## List, January 1, 1899.

|                   |    |
|-------------------|----|
| Brass, Flat Head  | 50 |
| Brass, Round Head | 50 |
| Iron, Flat Head   | 50 |
| Iron, Round Head  | 50 |

## COACH, LAG AND HAND RAIL—

|                                     |          |
|-------------------------------------|----------|
| G. P. Coach. List, Feb. 14, 1895,   |          |
| Hand Rail                           | 70&10&75 |
| Lag Screws. List, January 30, 1895, |          |
| Cone Point                          | 75@75&10 |

## BENCH, HAND, ETC.—

|                                                    |          |
|----------------------------------------------------|----------|
| Bench, Iron, 1 in., \$3.25:                        |          |
| 1½, \$3.50; 1¾, \$4.25                             |          |
| Bench, Wood, Beech                                 | 3.40     |
| Chair                                              | 60&10    |
| Hand, Wood                                         | 40       |
| Jack Screws, Millers Falls, Roller Bearing         | 50       |
| Jack Screws, Millers Falls, without Roller Bearing | 50&10    |
| Jack Screws, F. S. & W.                            | 40&40&10 |
| Jack Screws, Sargent's                             | 60       |
| Piano Stool                                        | 50&10    |

## Scroll Saws—

|                                              |       |
|----------------------------------------------|-------|
| Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15 |       |
| Barnes' Scroll Saw Blades                    | 35    |
| Crickit                                      | 10&10 |
| C. E. Jennings & Co.                         | 25    |
| Lester, complete, \$10.00                    | 15&10 |
| Rogers, complete, \$4.00                     | 15&10 |

## Scythes, Grass—

|                    |           |
|--------------------|-----------|
| Natural Finish     | 7.50@7.75 |
| Polished Blade     | 8.00@8.15 |
| Painted or Bronzed | 8.00      |
| Weed and Bush      | 7.25@7.50 |

## Seeders—

|                    |       |
|--------------------|-------|
| Raisin, Enterprise | 35@30 |
|--------------------|-------|

## Shears—

|                             |                |
|-----------------------------|----------------|
| Acme (Cast)                 | 40@40&55       |
| Atna Steel Japanned         | 80&20          |
| Atna Steel Nickle           | 70&20          |
| Barard Lamp Trimmers        | net            |
| National Cutlery Co.:       |                |
| Scissors                    | 60             |
| Shears, Nickel              | 60             |
| Shears, Japan               | 70             |
| Shears, Pruning, Japan      | 70             |
| Shears, Rubber, Nickel      | 60             |
| Shears, Tailors             | 40             |
| Shears, Tinners             | 40             |
| Tinners' Snips, Solid Steel | 40             |
| Dental Snips, Japan         | 70             |
| Hensh's:                    |                |
| 8 Trimmers, etc.            | 60&10@60&10&10 |
| Tailors' Shears             | 40             |

## Tinners' Snips

|                                      |       |
|--------------------------------------|-------|
| Pruning. See Pruning Hooks & Shears. |       |
| Seymour's Standard List:             |       |
| Japanned                             | 70    |
| Nickle                               | 60    |
| Standard Cutlery Co.:                |       |
| Japanned                             | 70&10 |
| Nickle                               | 60&10 |
| Star Brand:                          |       |
| Nickel Scissors                      | 60    |
| Nickel Shears                        | 60    |
| Japan Shears                         | 70    |
| Tailors' Shears                      | 40&10 |
| Pruners                              | 70    |
| Tinners' Snips                       | 40&10 |
| Wies & Sons:                         |       |
| Japanned                             | 70    |
| Nickle                               | 60    |
| Tailors' Shears                      | 40    |
| Tinners' Snips                       | 40    |

## Shears, Hedge—

|                      |    |
|----------------------|----|
| Wm. Wilkinson & Sons | 50 |
|----------------------|----|

## Sheaves—

|                                                  |                |
|--------------------------------------------------|----------------|
| SLIDING DOOR—                                    |                |
| Corbin's list                                    | 60&10&25       |
| Hatfield's Pattern                               | 70&10@80       |
| M. W. Co., list July, 1888                       | 50&10@60&55    |
| Stowell's Anti-Friction                          | 50             |
| Patent Roller                                    | 60&10@60&10&55 |
| R. & E., list August 15, 1895,                   |                |
| Russell's Anti-Friction, list December 18, 1895, | 60&10@60&10&55 |
| SLIDING SHUTTER—                                 |                |
| Reading list                                     | 60             |
| R. & E. Mfg. Co. s.                              | 60@60&10       |
| Sargent's list                                   | 70             |

## Shells—

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Shot—

|                 |  |
|-----------------|--|
| See Ammunition. |  |
|-----------------|--|

## Shovels and Spades—

|                                                        |                |
|--------------------------------------------------------|----------------|
| Association prices to small trade.                     |                |
| No. 2, Polished, Square or Round Point, D or L Handle: |                |
| 1st Grade. 2d Grade.                                   |                |
| Plain Back                                             | \$10.50 \$9.60 |
| Strap Back                                             | 9.10 9.00      |
| Cleveland Pattern                                      | 10.30 9.30     |
| 3d Grade. 4th Grade.                                   |                |
| Plain Back                                             | \$8.70 \$8.10  |
| Strap Back                                             | 8.10 7.50      |
| Cleveland Pattern                                      | 8.40 7.80      |
| All other sizes, add 30c. doz.                         |                |
| Black, deduct 80c. doz.                                |                |

## Shovels and Tongs—

|            |                |
|------------|----------------|
| Brass Head | 60&10@60&10&10 |
| Iron Head  | 60&10@60&10&55 |

## Shutter Bars—

|       |    |
|-------|----|
| Ives' | 55 |
|-------|----|

## Shutter Bolts—

|                     |  |
|---------------------|--|
| See Bolts, Shutter. |  |
|---------------------|--|

## Sifters, Flour—

|                  |                      |
|------------------|----------------------|
| Hunter's Genuine | 50 gross, \$10@11.50 |
|------------------|----------------------|

## Sign Letters, Figures, &amp;c.—

|                          |    |
|--------------------------|----|
| Aluminum S. & N. Co.:    |    |
| Sign Letters and Figures | 60 |
| Door Plates              | 60 |
| Trade Checks             | 40 |

## Skate Sharpeners—

|        |                                 |
|--------|---------------------------------|
| Eureka | 50 doz. \$1.75; 50 gro. \$18.00 |
|--------|---------------------------------|

## Slaw and Kraut Cutters—

|                                    |                       |
|------------------------------------|-----------------------|
| Diston's:                          |                       |
| Slaw, Vegetable, Corn Grater, Tur- |                       |
| ulip Shredder                      | 40                    |
| Kraut Cutters, 24x7, 26x6, 30x9    | 55                    |
| Kraut Cutters, 36x12, 40x12        | 40                    |
| Enterprise                         | 25@30                 |
| Enterprise Mfg. Co.                | 25                    |
| Tucker & Dorsey:                   |                       |
| 1 Knife                            | 50 gro. \$16.50@20.00 |
| 2 Knives                           | 50 gro. 22.50@30.00   |
| Kraut Cutters                      | 60                    |
| Woodrough & McParlin               | 40                    |

## Sledges and Heavy Hammers—

|              |  |
|--------------|--|
| See Hammers. |  |
|--------------|--|

## Slicers—

|                       |    |
|-----------------------|----|
| Vegetable, Enterprise | 25 |
|-----------------------|----|

## Smiths' Bellows—

|              |  |
|--------------|--|
| See Bellows. |  |
|--------------|--|

## Snaps, Harness, &amp;c.—

|                           |          |
|---------------------------|----------|
| Anchor (T. & S. Mfg. Co.) | 55       |
| Cockeyes                  | 60       |
| Fitch's:                  |          |
| Bolt                      | 45       |
| Bristol                   | 40&10    |
| Champion                  | 40       |
| Clipper                   | 50&10&55 |
| Empire                    | 50&55    |
| National                  | 50&55    |
| Security                  | 40       |
| Victor                    | 60&55    |
| German, new list          | 40       |

## Sargent's:

|                                  |       |
|----------------------------------|-------|
| Patent Guarded                   | 60    |
| Covered Spring                   | 50@55 |
| Covert Mfg. Co.:                 |       |
| Breast Strap Buckle Snaps        | 45    |
| Breast Strap Protector           | 45    |
| Double for Bits or Trace Carrier | 45    |
| Trojan Snaps                     | 40    |
| High Grade Snaps                 | 40    |
| Jockey Snaps                     | 40    |
| Dorby Snaps                      | 85    |
| Rope Snaps                       | 40    |

## Snaths—

|        |       |
|--------|-------|
| Scythe | 40@45 |
|--------|-------|

## Soldering Irons—

|                 |    |
|-----------------|----|
| Covert Mfg. Co. | 20 |
|-----------------|----|

## Spoke Shaves—

|                                |               |
|--------------------------------|---------------|
| Bailey's (Stanley R. & L. Co.) | 50&10         |
| Iron                           | 50 doz. 50&10 |
| Millers Falls                  | 15&10         |
| Seymour Smith & Sons, Iron     | 20            |
| Wm. Johnson's:                 |               |
| Wood, Best                     | 40            |
| Wood, 2d quality               | 35            |

## Spoons and Forks—

|                                 |           |
|---------------------------------|-----------|
| Boardman's:                     |           |
| Britannia Spoons, Catalogue "C" | net, List |
| Nickel Silver, Catalogue "C"    | net, List |

## SILVER PLATED FLAT WARE—

|                                  |                     |
|----------------------------------|---------------------|
| L. Boardman & Son, Catalogue "C" | net List            |
| "1847"                           | 40&10               |
| "Anchor"                         | 50&10               |
| "Eagle"                          | 50&10               |
| "Star"                           | 50&10               |
| Rogers, Smith & Co.              | 50&10               |
| Rogers & Hamilton                | 50&10               |
| Holmes & Edwards                 | 50&10&10            |
| German Silver, unplated          | 50                  |
| KNIVES AND FORKS NO. 12—         |                     |
| "1847"                           | 50 doz. net. \$3.50 |
| "Anchor"                         | 8.25                |
| "Eagle"                          | 8.25                |
| "Star"                           | 8.25                |
| Rogers, Smith & Co.              | 8.25                |
| Rogers & Hamilton                | 8.25                |
| Holmes & Edwards                 | 8.00                |

## Springs—

|                   |  |
|-------------------|--|
| See Door Springs. |  |
|-------------------|--|

## Spring Balances—

|               |  |
|---------------|--|
| See Balances. |  |
|---------------|--|

## Spring Hinges—

|             |  |
|-------------|--|
| See Hinges. |  |
|-------------|--|

## Squares—

|                                       |          |
|---------------------------------------|----------|
| Diston's Try Square and T Bevels      | 60&10    |
| Starrett's Micrometer Caliper Squares | 25       |
| Try Square and T Bevel                | 60&10    |
| Winterbottom's Try and Mitre          | 40&10    |
| Nickel-Plated, New List Jan. 5, 1900  | 65&10@70 |
| Steel and Iron                        | 65&10@70 |

## Staples—

|                                |           |
|--------------------------------|-----------|
| Barbed Blind—¼, ½, and ¾ inch. |           |
| 5 lb.                          | 8½c. @9c. |

## FENCE—

|                                            |  |
|--------------------------------------------|--|
| Same price as Barb Wire. See Trade Report. |  |
|--------------------------------------------|--|

## Stay Rollers—

|                  |       |
|------------------|-------|
| Cronk's, No. 50  | 60    |
| " Nos. 55 and 56 | 70&10 |
| " No. 60         | 80    |
| " No. 65         | 60&10 |

## Steels—

|             |    |
|-------------|----|
| Chatillon's | 30 |
|-------------|----|

## Stocks and Dies.

|               |    |
|---------------|----|
| Holroyd & Co. | 85 |
|---------------|----|

## BLACKSMITH'S—

|                          |        |
|--------------------------|--------|
| Butterfield's            | 35@40  |
| Gardner                  | 33½@10 |
| Holroyd & Co.            | 40@50  |
| Lightning Screw Plate    | 25     |
| Reece's New Screw Plates | 25@30  |

## PIPE MAKERS—

|               |          |
|---------------|----------|
| Holroyd & Co. | 75&10@80 |
|---------------|----------|

## Stones—

|                |  |
|----------------|--|
| See Ollstones. |  |
|----------------|--|

## Stops—

|                  |  |
|------------------|--|
| See Bench Stops. |  |
|------------------|--|

## Store Door Handles—

|              |  |
|--------------|--|
| See Handles. |  |
|--------------|--|

## Stove Bolts—

|            |  |
|------------|--|
| See Bolts. |  |
|------------|--|

## Stove Polish—

|                    |  |
|--------------------|--|
| See Polish, Stove. |  |
|--------------------|--|

## Sweepers—

|                      |  |
|----------------------|--|
| See Carpet Sweepers. |  |
|----------------------|--|

## Tackle Blocks—

|             |  |
|-------------|--|
| See Blocks. |  |
|-------------|--|

## Tacks, Brads, &amp;c.

|                                   |             |
|-----------------------------------|-------------|
| List Jan. 15, 1899.               |             |
| American Cut Tacks                | 90&10&10    |
| Carpet Tacks:                     |             |
| American, Blined                  | 90&10&10&10 |
| American, Tinned                  | 90&10&10&10 |
| Swedes Iron Tacks:                |             |
| S. S.                             | 90&10&10    |
| Bill Posters' and Railroad Tacks: |             |
| S. S.                             | 90&20       |
| Common and Patent Brads           | 70&10       |
| Finishing Nails                   | 70&10       |
| Gimp Tacks:                       |             |
| S. S.                             | 90&40       |
| Hungarian Nails, Steel            | 80&30       |
| Lace Tacks:                       |             |
| S. S.                             | 90&20       |
| Looking Glass Tacks               | 70&10       |
| Trimmers' Tacks:                  |             |
| S. S.                             | 90&10&10    |
| Trunk and Clout Nails:            |             |
| Steel, Black                      | 80          |
| Steel, Tinned                     | 80          |
| Upholsterers' Tacks:              |             |
| S. S.                             | 90&40       |

## MISCELLANEOUS—

|                         |             |
|-------------------------|-------------|
| Double Point, in dozens | 90&10&10&10 |
| Double Point, in bulk   | 80          |
| Mattings                | 80          |
| Shade, in dozens        | 90&10&10    |
| Shade, in bulk          | 80          |

## Tack Pullers—

|                               |              |
|-------------------------------|--------------|
| Columbia, No. 1, 50 doz., net | \$1.00       |
| Columbia, No. 2, 50 doz., net | 1.50         |
| Little Jack                   | 50 doz. 1.00 |

## Tapes, Measuring—

|                                     |          |
|-------------------------------------|----------|
| American Arses' Skin                | 40&10&50 |
| Leather Case                        | 25@25&10 |
| Steel                               | 33½@40   |
| Chestermans                         | 25@25&55 |
| Kestel & Esser Co., New List, 1898: |          |
| Steel and Metallic                  | 85       |
| Lufkin's Steel and Metallic         | 25@30    |

## Tap Borers—

|                  |  |
|------------------|--|
| See Borers, Tap. |  |
|------------------|--|

## Taps—

|                     |          |
|---------------------|----------|
| American Screw Co.: |          |
| Machine Screw       | 70       |
| Holroyd & Co.'s:    |          |
| Blacksmiths         | 60@65&55 |
| Machine Screw       | 70&10@75 |
| Machinists' Hand    | 60@70&10 |
| Pipe, ¼ to 1½       | 70@80&10 |
| Pipe, 2 to 4        | 70@70&10 |

## Thumb Latches—

|              |  |
|--------------|--|
| See Handles. |  |
|--------------|--|

## Tinware—

|          |
|----------|
| Stamped, |
|----------|

Sprout's Shear Fork, each .....\$1.60  
Steel Frame Pulley with Iron  
Sheave, Fig. 565,  $\frac{3}{4}$  doz. .... 1.85  
Sure Grip Sling Car, Steel or Wood  
Track ..... 6.00  
Walker Fork, each ..... 1.25  
Wrought Rafter Brackets,  $\frac{3}{4}$  doz. .... 40

**Transom Lifters—**

Ajax ..... 50&10&50&10&50  
Bronze Metal, with Safety Spring.....  
50&50&100  
Crescent ..... 70&70&100  
Dickson's ..... 60  
Nickel Plated ..... 50&100  
Payson's Solid Grip, Nos. 308 and  
304,  $\frac{3}{4}$  100. .... \$12.00  
Shaw's:  
Copper Finished ..... 80&100  
Lever ..... 70&70&100

**Traps—****FLY—**

Balloon .....  $\frac{3}{4}$  doz. \$1.50,  $\frac{3}{4}$  gro. \$15.00  
Globe .....  $\frac{3}{4}$  doz. 1.50,  $\frac{3}{4}$  gro. 15 00  
Harper .....  $\frac{3}{4}$  doz. 1.75,  $\frac{3}{4}$  gro. 18.00

**GAME—**

Star, Blake's Pattern ..... 60&10&100  
Enterprise Mole ..... 15  
H. & N. .... 65  
Newhouse ..... 40  
Victor ..... 70&50

**MOUSE AND RAT—**

Erie Rat ..... 40&40&100  
Hotchkiss:  
Metallic Mouse ..... 50  
Improved Rat ..... 50  
New Rat ..... 60  
Mouse, Bonanza,  $\frac{3}{4}$  doz. .... 90c&\$1.00  
Mouse, Catch-'em-alive,  $\frac{3}{4}$  doz. \$2.50, 15c  
Mouse, Delusion ..... 40c  
Mouse, Ideal,  $\frac{3}{4}$  gro. .... \$9.00  
Mouse, Round Wire,  $\frac{3}{4}$  doz. .... \$1.50, 10c  
Mouse, Wood, Choker,  $\frac{3}{4}$  doz. holes. 10c  
Marty French Rat and Mouse Traps  
(Genuine):  
No. 1, Rat, each \$1.13,  $\frac{3}{4}$  doz. .... \$12.00  
No. 2, Rat,  $\frac{3}{4}$  doz., \$6.00; case  
of 50 ..... 5.25  
No. 3 $\frac{1}{2}$ , Rat,  $\frac{3}{4}$  doz., \$4.75; case  
of 72 ..... 4.25  
No. 4, Mouse,  $\frac{3}{4}$  doz., \$3.50; case  
of 72 ..... 2.75  
No. 5, Mouse,  $\frac{3}{4}$  doz., \$3.75;  
case of 150 ..... 2.25  
Schuyler Rat Killer, No. 1,  $\frac{3}{4}$  gro.,  
\$15.00; No. 2,  $\frac{3}{4}$  gro. .... \$15.00  
Mouse, No. 8 ..... 9.00  
Smith & Egge Mfg. Co.:  
Superior Rat Trap ..... \$15.00  
Yankee Mouse Trap ..... 5.50  
Yankee Rat Trap ..... 11.00  
J. M. Mast Mfg. Co.:  
Snap Shot, 2-Hole ..... \$3.60&4.00  
Snap Shot, 4-Hole ..... 5.40&6.00  
Blizzard, No. 12 ..... 4.20  
Reddy, No. 20 ..... 3.60  
Reddy, No. 40 ..... 3.60  
Reddy Rat Traps, No. 2 ..... 9.00  
Blizzard Rat Traps, No. 1 ..... 10.00

**Trowels—**

Brade's Brick ..... 30c  
Disston's:  
Brick and Pointing ..... 30c  
Plastering ..... 25c  
"Standard Brand" and Garden ..... 40c  
C. E. Jennings & Co.:  
Brick ..... 30c  
Plastering ..... 25c  
Pointing ..... 30c  
Wm. Johnson's:  
Brick ..... 40c  
Plastering ..... 40c  
Pointing ..... 40c  
W. & McP. Plastering ..... 25c&25&10c  
Peace's Plastering ..... 25c&25&10c  
Richardson ..... 25c&25&10c  
"Rose" Brick, Plastering and Mould-  
ers ..... 30&30&10c  
Sargent's Garden, No. 1 ..... 50c  
Sargent's Garden, No. 15 ..... 45c

**Vegetable Slicers—**

Enterprise Mfg. Co. .... 25c

**Vices—**

Solid Box ..... 40c&40&10&50c  
V. W. & W. .... 40c  
Fisher-Norris ..... 15&10c

**PARALLEL—**

Armstrong's:  
Combination ..... 50c  
Plain and Hinge ..... 60c  
Athol, Oval Slide ..... 60c  
Adams, Diamond ..... 40c  
Bonney's Champion ..... 40c  
Fisher & Norris Double Screw ..... 15c  
Holland's ..... 40c  
Howard's ..... 40c  
Little Giant Bench ..... 25&10c  
Lowell Hand ..... 33&15c

**Massey:**

Perfect ..... 15c&20c  
Climber ..... 30c&40c  
Wood Working ..... 15c&20c  
Planer ..... 15c&20c  
Comb. Pipe ..... 40c

**Millers Falls:**

Mechanics' ..... net&10c  
Oval Slide ..... 50&10c  
Ball Clamp ..... 45c  
Gravity ..... net  
Hand ..... 15c  
Moore's ..... 30c

**Parker's:**

Regular ..... 20c&25c  
Combination Pipe ..... 55c&40c  
Oval Slide ..... 55c&40c  
Victor ..... 20c&25c  
Vulcan ..... 40c&45c

**Phenix:**

Prentiss ..... 20c&25c  
Sargent's ..... 70c  
Simpson's Adjustable ..... 40c  
Stephens ..... 25c&33&15c  
Trenton ..... 40c&40&50c

V. W. & W. Parallel ..... 40c  
Coach Makers ..... 40c  
Oval Slide ..... 40c  
Wright's Pipe ..... 40c

**SAW FILERS—**

Bonney's No. 2, \$15.00 ..... 40&10&50c  
Cincinnati ..... 40c  
Stearns Com. No. 6, 1, 2 and 3, ..... 50c&50&10c  
Stearns Rubber Jaw, Nos. 10 and 33, ..... 33&15c&40c  
Wentworth's ..... 40c

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel ..... 45c  
Lane's Steel ..... 30c

**Washer Cutters—**

Otis A. Smith's ..... 20&10&10c

**Well Wheels—**

Japanned, 8 to 14 inches ..... 70c

**Weed Extractors—**

"Pastime" .....  $\frac{3}{4}$  doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co. .... 40c  
Clayton's ..... 25&10c

**Window Stop Adjusters—**

Ives' New List ..... 40c  
Taplin's "Perfection" ..... 50c

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire ..... 20c  
Bright Wire Goods, New List ..... 85&10c

Cast Steel Wire ..... 50c  
Copper Wire ..... 15c  
Annealed and Tinned on Spools ..... 50c  
Brass and Copper on Spools ..... 40c  
Spooled Wire, ass'd for Retailing ..... 60c  
Market Wire, Bright and Annealed:  
Nos. 6 to 9 ..... 75c  
Nos. 10 to 18 ..... 75&15c  
Nos. 19 to 26 ..... 75&15c  
Nos. 27 to 36 ..... 75&10&2&15c

**Coppered and Galvanized:**

Nos. 6 to 9 ..... 70c  
Nos. 10 to 18 ..... 70&5c  
Nos. 19 to 26 ..... 70&10c  
Nos. 27 to 36 ..... 70&10&10c

**Tinned:**

Nos. 6 to 14 ..... 70&10&10c  
Nos. 15 to 18 ..... 70&10&5c  
Nos. 19 to 26 ..... 70&10c  
Nos. 27 to 36 ..... 70&5c

Picture Wire, List of Oct. 2, 1900. .... 80&10c&80&10&10c

Steel Music Wire, Nos. 12 to 30, im-  
ported.  $\frac{3}{4}$  lb. 60c&70c

Stub's Steel Wire ..... \$6.00 to \$2 15c

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting .. 60c&30&10c  
Painted Screen Cloth, good quality,  
 $\frac{3}{4}$  100 sq. ft. \$1.50

**Wire Rope—**

New List July 1, 1899.

Cast Steel ..... 30c  
Iron ..... 25c  
Iron, Galvanized ..... 30c

**Wire Rope Clips—**

Crosby ..... 25c

**Wire Stretchers—**

W. C. Heller's Grip...  $\frac{3}{4}$  doz. \$1.50

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels,  $\frac{3}{4}$  gal. 61c

Linseed, City, Boiled, in barrels,  
 $\frac{3}{4}$  gal. 70c

Out of Town on Spot .....  $\frac{3}{4}$  gal. 68c

Calcutta, Raw, in barrels .....  $\frac{3}{4}$  gal. 85c

Lard, Prime City .....  $\frac{3}{4}$  gal. 55&57c

Extra, No. 1 ..... 48&50c

No. 1 ..... 41&43c

**Paints and Colors—**

Barytes, Foreign Floated,  $\frac{3}{4}$  ton,  
\$20.00&\$21.00

Barytes, American Floated,  $\frac{3}{4}$  ton,  
\$19.00&\$20.00

Barytes, Crude .....  $\frac{3}{4}$  ton 9.00&10.00

White Lead, American, Dry, in bbls.  
 $\frac{3}{4}$  lb. 6c&614c

White Lead, American, in Oil, in lots  
of less than 500 lbs. ....  $\frac{3}{4}$  lb. net 7c

In lots of 500 lbs. and over.  $\frac{3}{4}$  lb. 614c

White Lead, Foreign, in Oil.  $\frac{3}{4}$  lb. 8c&914c

Litharge, Kegs .....  $\frac{3}{4}$  lb. 614c&7c

Zinc, American, Dry .....  $\frac{3}{4}$  lb. 414c&514c

**Putty—**

In bulk ..... \$1.90

In bladders ..... 2.40

In cans, 50 lb. .... 2.00

In cans, 25 lb. .... 2.25

In cans, 1214 lb. .... 2.50

In cans, 5 lb. .... 3.70

In cans, 3 lb. .... 4.00

In cans, 2 lb. .... 4.50

In cans, 1 lb. .... 5.00

**Wrenches—**

Agricultural ..... 70&10c

Allen's Pocket (Bright) ..... \$3.00&\$1.20

Aligator ..... 70c

Baxter's ..... 60&10c

Bemis & Call's:

Briggs Pattern ..... 30&10c

No. 2 Cylinder ..... 55c

No. 3 Pipe, Bright ..... 50c

Patent Combination Black ..... 40&5c

Patent Combination Bright ..... 40c

Bicycle:

Club ..... 40c

Superior ..... 40c

Featherweight ..... 40c

Protection ..... 40c

Boardman's ..... 30c&314c

Coe's:

Genuine ..... 40&10&5&5&5c

"Mechanics" ..... 40&10&10&5&5&5c

Coe's Pattern, Wrought Bar ..... 60&5c

Donohue's Engineer ..... 40c

Eagle Pipe ..... 50&10c

Gem ..... 3314c

Stillson Pipe ..... 50c

Taylor Pipe and Nut ..... 40c

Acme ..... 60c&60&5c

Bull Dog ..... 60&10c

Hercules ..... 70c

J. H. Williams & Co. .... 25c

**Wringers, Clothes—**

In lots of less than one dozen ..... Cash

Am. Wringer Co.'s list, July, 1895. .... 2c

Colby Wringer Co., list May 1, 1894. .... 2c

Lovell Mfg. Co., list July 2, 1894. .... 2c

National Wringer & Mfg. Co., list  
Jan. 1, 1895. .... 2c

Peerless Mfg. Co., list Feb., 1892 ..... 2c

Note.—On lots of 1 dozen a discount  
of 10% is often given.

**Spirits Turpentine—**

In regular bbls ..... 4114c

In machine bbls ..... 42 c

**Dry Colors—**

$\frac{3}{4}$  lb

Blue, Chinese ..... 35 @40 c

Blue, Prussian ..... 35 @38 c

Blue, Ultramarine ..... 6 @30 c

Sienna, Italian, burnt &  
powdered ..... 414c&10 c

Sienna, Italian, raw &  
powdered ..... 3 @7 c

Umber, Turkey, burnt ..... 214c&34c

Umber, Turkey, raw ..... 214c&34c

Green, Chrome, Ordinary ..... 5 @7 c

Green, Paris, in bulk ..... 15 @16 c

Indian Red, American ..... 214c&3 c

Indian Red, English ..... 414c&814c

**Colors in Oil—**

Black Lampblack, best. .... 18 @15 c

Black Lampblack, common. .... 8 @10 c

Blue, Chinese ..... 35 @40 c

Blue, Prussian ..... 35 @35 c

Blue, Ultramarine ..... 14 @18 c

Sienna, burnt ..... 11 @18 c

Sienna, raw ..... 11 @13 c

Umber, burnt ..... 11 @13 c

Umber, raw ..... 11 @13 c

Brown, Vandyke ..... 11 @13 c

**MAPLE SUPPLIES**

SYRUP  
CANS,  
SAP PAILS,  
PAIL  
COVERS,  
Etc.

If you handle  
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**Acetylene Gas Lamps.**

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**Adjustable Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport, Conn.

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Iowa Farming Tool Co., Fort Madison, Iowa.  
F. E. Kohler & Co., Canton, Ohio.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

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J. A. Dubuar & Co., Northville, Mich.  
Wm. G. Smith & Co., Philadelphia.

**Alaska Stove Hardware.**

Troy Nickel Works, Albany, N. Y.

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E. I. DuPont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.  
Petere Cartridge Co., Cincinnati, O.  
Union Metallic Cartridge Co., Bridgeport, Conn.

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Magnolia Metal Co., New York.

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Reading Hardware Co., Reading, Pa.

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Chandler & Farquhar, Boston.

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Reading Hardware Co., Reading, Pa.  
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Sargent & Co., New York.

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Russell Jennings Mfg. Co., Deep River, Conn.  
Job T. Pugh, Philadelphia.  
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Sargent & Co., New York.  
Underhill, Clinch & Co., New York.

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Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

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Fuller Bros. & Co., New York.

**Bearing Metal.**

Magnolia Metal Co., New York.

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Lane Bros. Co., Poughkeepsie, N. Y.

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Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Bells, Electric.**

See Electric Bells and Supplies.

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Jos. Dixon Crucible Co., Jersey City, N. J.

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Cincinnati Screw & Tap Co., Cincinnati, Ohio.

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Chandler & Farquhar, Boston.

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Ames Sword Co., Chicopee, Mass.  
Boston Belting Co., Boston, Mass.

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**Bench Shears.**

Chandler & Farquhar, Boston.

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Snell Cycle Fittings Co., Toledo, O.

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Lowell Model Works, Lowell, Mass.

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(See Twist Drills.)

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Enterprise Mfg. Co., Akron, O.

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See Plated Ware.

**Floor Plates.**

Wilmoth & Hobbs Mfg. Co., Bridgeport, Conn.

**Flour Sifters.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fly Traps.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Chas. D. Brown, New York.  
Sargent & Co., New York, and New Haven, Conn.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Brilliant Gas Lamp Co., Chicago, Ill.  
Chicago Solar Light Co., Chicago, Ill.  
Martin & Morehead, Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Motors.**

Lowell Model Works, Lowell, Mass.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

Smith & Hemenway Co., New York

**Glue.**

Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Laffin & Rand Powder Co., New York.

**Gun Implements.**

Hartley & Graham, New York.  
Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
The 'Scranton & Co., New Haven, Conn.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
P. J. Conroy, Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.  
Russell & Erwin Mfg. Co., New York.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joint and Wall.**

Van Dorn Iron Works Co., Cleveland, Ohio.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

Allerton-Clarke Co., New York.  
John H. Graham & Co., New York.  
Robert Murray, New York.  
Russell & Erwin Mfg. Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. R. Myers & Bro., Ashland, Ohio.



- Hay Forks.**  
Iowa Farming Tool Co., Fort Madison, Ia.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.
- Heaters, Oil.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**  
Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.
- Hinges, Spring.**  
Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.
- Hinges, Trunk, Box and Door.**  
Brass Goods Mfg. Co., Brooklyn, N. Y.
- Holisting Machinery.**  
Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.
- Hones, Razor.**  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Hooks.**  
Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.
- Horse and Cattle Ties.**  
Covert Mfg. Co., West Troy, N. Y.
- Horse Nails.**  
Ausable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.
- Horse Rasps.**  
Arcade File Works, New York and Chicago.  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.
- Hose Menders.**  
John H. Graham & Co., New York.
- Hose Pipe.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hose, Rubber.**  
Boston Belting Co., Boston, Mass.  
F. E. Myers & Bro., Ashland, Ohio.
- Ice Cream Freezers.**  
John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.
- Ice Chisels.**  
Iowa Farming Tool Co., Ft. Madison, Iowa.
- Ice Creepers.**  
Edwin B. Stimpson & Son, New York.
- Ice Tools.**  
John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
Wm. T. Wood & Co., Arlington, Mass.
- India Oil Stones.**  
Norton Emery Wheel Co., Worcester, Mass.  
Pike Mfg. Co., New York and Pike Station, N. H.
- Iron.**  
Bruce & Cook, New York.
- Iron Fences.**  
Detroit Fence Co., Detroit, Mich.  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Iron Work.**  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Jack Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Ladders.**  
Berger Bros. Co., Philadelphia.  
Bicycle Step Ladder Co., Chicago.  
Lane Bros. Co., Foughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.
- Lamps, Bicycle.**  
John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Lard Presses.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Lawn Fences.**  
Detroit Fence Co., Detroit, Mich.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Lawn Mowers.**  
Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.
- Lawn Rakes.**  
Underhill, Clinch & Co., New York.
- Lead.**  
Bruce & Cook, New York.
- Lead Nails.**  
Salem Nail Co., New York.
- Lead Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers.**  
Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.
- Levels.**  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.
- Locks and Knobs.**  
Allerton-Clarke Co., New York.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.
- Lubricants.**  
Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.
- Luminous Baits.**  
Enterprise Mfg. Co., Akron, O.
- Magnolia Metal.**  
Magnolia Metal Co., New York.
- Mallets.**  
Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.
- Maple Supplies.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Masons' Lines.**  
Samson Cordage Works, Boston.
- Measuring Pumps.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Measuring Tapes.**  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.
- Meat Choppers.**  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.
- Meat Cutters.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.
- Metallic Paint.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.
- Mills, Coffee and Spice.**  
Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mills, Drug.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mining Knives.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.
- Mitre Boxes.**  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.
- Mowing Machine Oilera.**  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Nails.**  
Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Sickels & Nutting Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.
- Nail Pullers.**  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.
- Nail Sets.**  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.
- Needles.**  
Alfred Field & Co., New York.
- Nippers.**  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.
- Nuts.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.
- Office Railings.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.
- Oilers.**  
Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Oil Heaters.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Oil Stones.**  
Pike Mfg. Co., Pike Station, N. H., and New York.
- Oil Tank Outfits.**  
Eastern Oil-Tank Co., Lowell, Mass.
- Ornamental Iron Work.**  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Padlocks.**  
Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Paints.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.
- Paper Clips.**  
Cushman & Denison, New York.
- Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Photo-Engraving.**  
A. Mugford, Hartford, Conn., and New York.
- Pipe Cutters.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.
- Pipe Straps.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pipe Threading Machines.**  
Armstrong Mfg. Co., Bridgeport, Conn.
- Pipe Vises.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.
- Planes.**  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.
- Plated Ware.**  
Luther Boardman & Son, East Had-dam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Pliers, Fencing.**  
Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Plumbers' Supplies.**  
L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Outlery.**  
American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.
- Police Equipments.**  
Tower & Lyon, New York.

**Polish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.

**Post Hole Diggers.**

John H. Graham & Co., New York.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Brass and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Hones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Razor Stropps.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Refrigerators.**

Baldwin Refrigerator Co., Burlington, Vt.

**Refrigerator Door Fasteners.**

P. J. Conroy, Philadelphia.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.  
Novelty Mfg. Co., Jackson, Mich.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roofing Nails.**

Salem Nail Co., New York.

**Roofing and Roofers' Supplies.**

L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand-Paper Blocks.**

T. L. Prevost, Racine, Wis.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sap Pails.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sap Pail Covers.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.

**Scales.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screws, Set and Cap.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screw Drivers.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Drivers, Electricians'.**

The Ducharmes & Co., Shelburne Falls, Mass.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Sickels & Nutting Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.  
Pike Mfg. Co., Pike Station, N. H.

**Seal Presses.**

Charles Morrill, New York.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

National Sewing Machine Co., Belvidere, Ill.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.  
Universal Scissor, Tool & Nov. Co., New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Boxes.**

W. C. Heller & Co., Inc., Montclair, N. J.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts.**

Baxter, Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shovels.**

Allerton-Clarke Co., New York.  
Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Signs, Enameled Steel.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Silver Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Sink Strainers.**

F. H. & E. B. Vrooman, Chicago, Ill.

**Skate Ankle Supports.**

Brauer Bros., St. Louis, Mo.  
Caskey & Wyant, New York.

**Skates, Double Runner.**

Sam'l Winslow Skate Mfg. Co., Worcester, Mass.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.  
Sam'l Winslow Skate Mfg. Co., Worcester, Mass.

**Skate Sharpeners.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.  
Salem Nail Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Phila., Pa.  
Voigt, Starr & Co., New York.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

J. A. Dubuar & Co., Northville, Mich.  
Enterprise Mfg. Co., Akron, Ohio.  
Wm. G. Smith & Co., Philadelphia.

**Springs, Wire.**

Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.

**Spring Cutters.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.  
Standard Tool Co., Cleveland, Ohio.

**Spring Hinges.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Squares, Steel.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Stamping.**

Clark & Cowles, Plainville, Conn.

**Staple Pullers.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Stay Rollers.**

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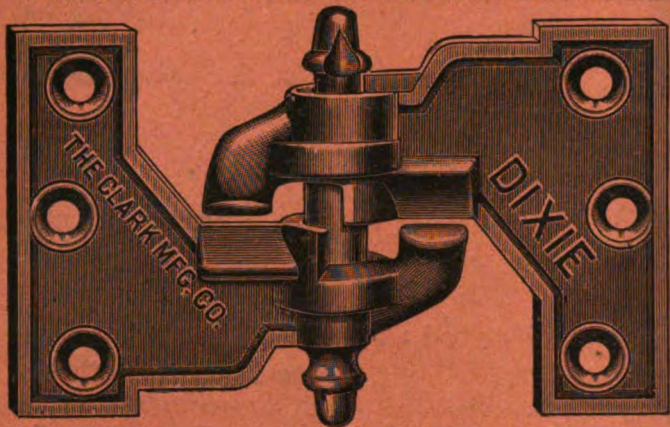
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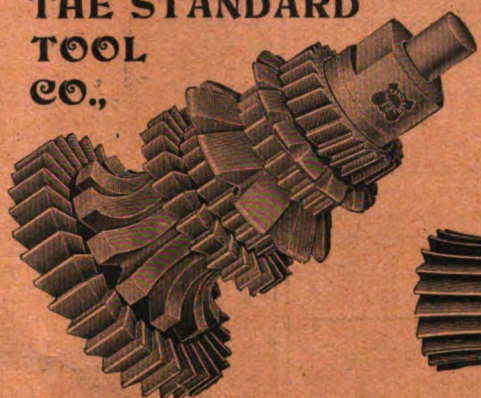


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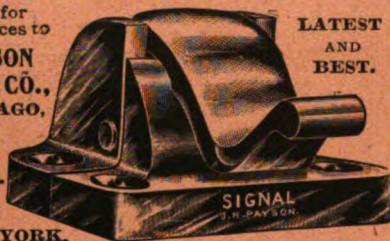
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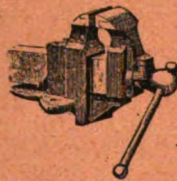
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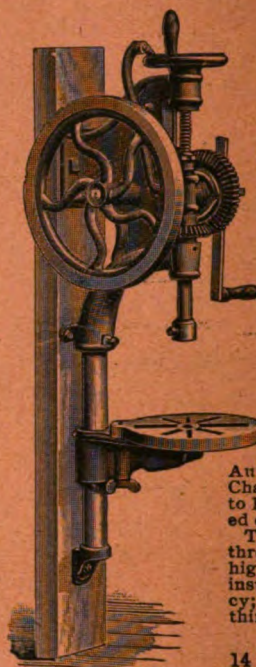
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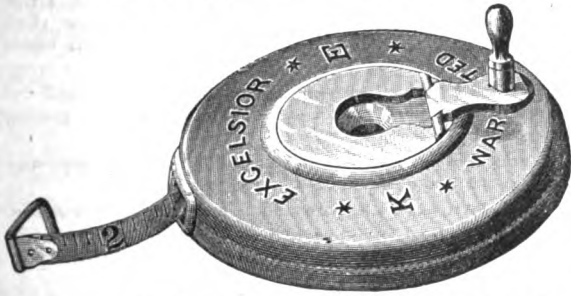
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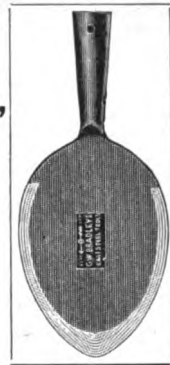
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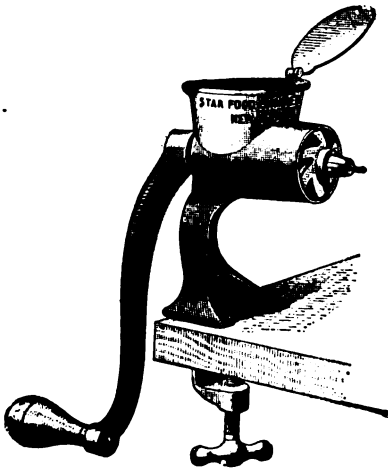
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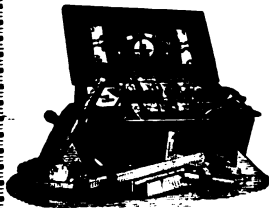


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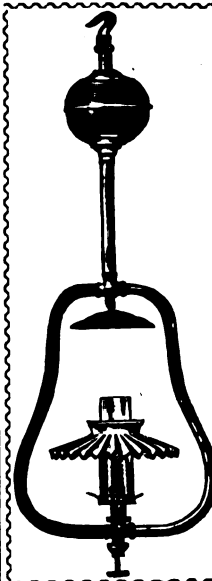
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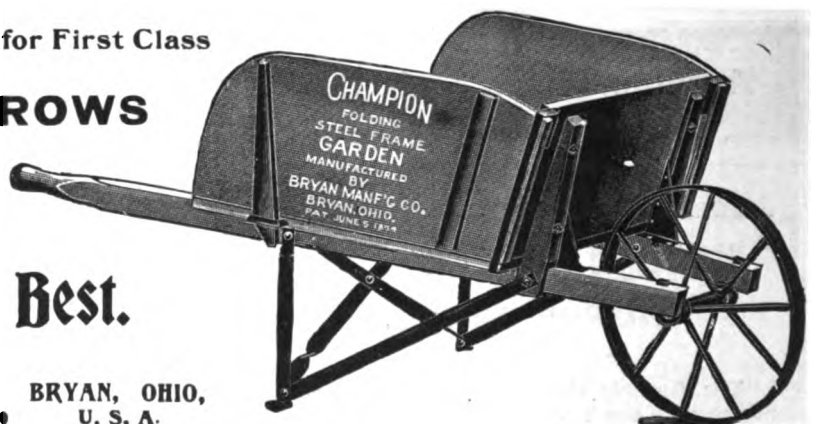
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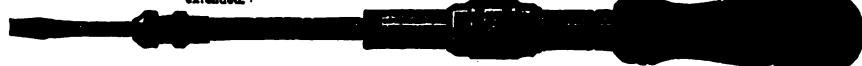
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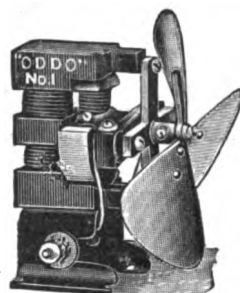
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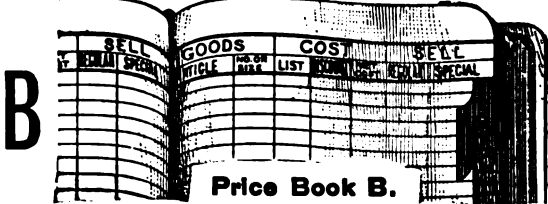
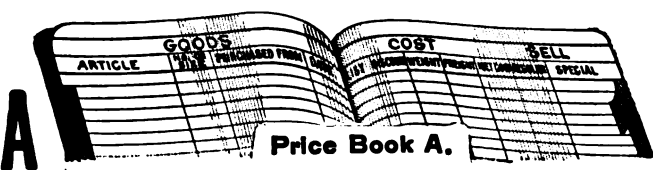
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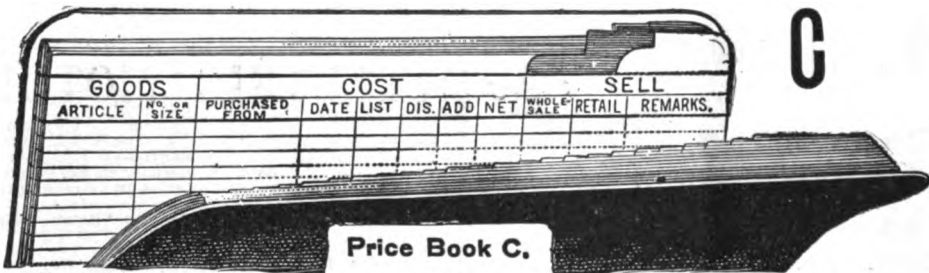
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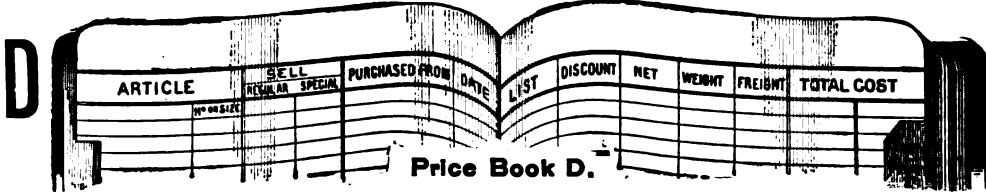
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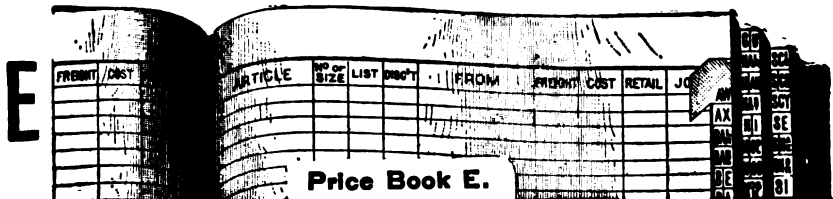
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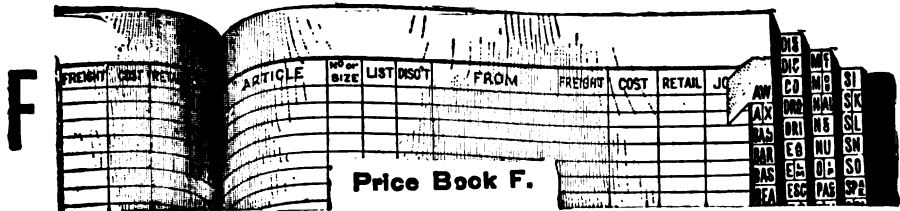
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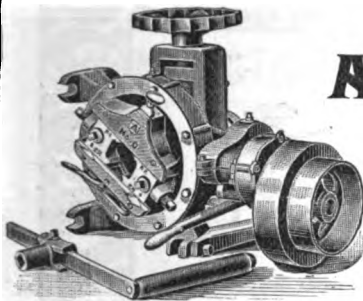
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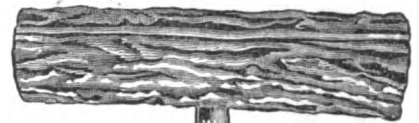
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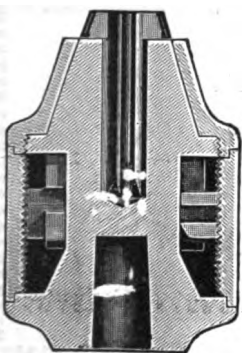
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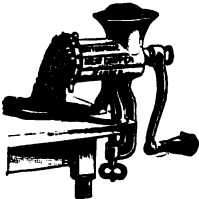
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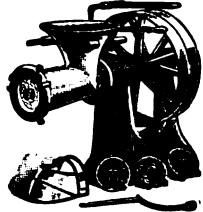
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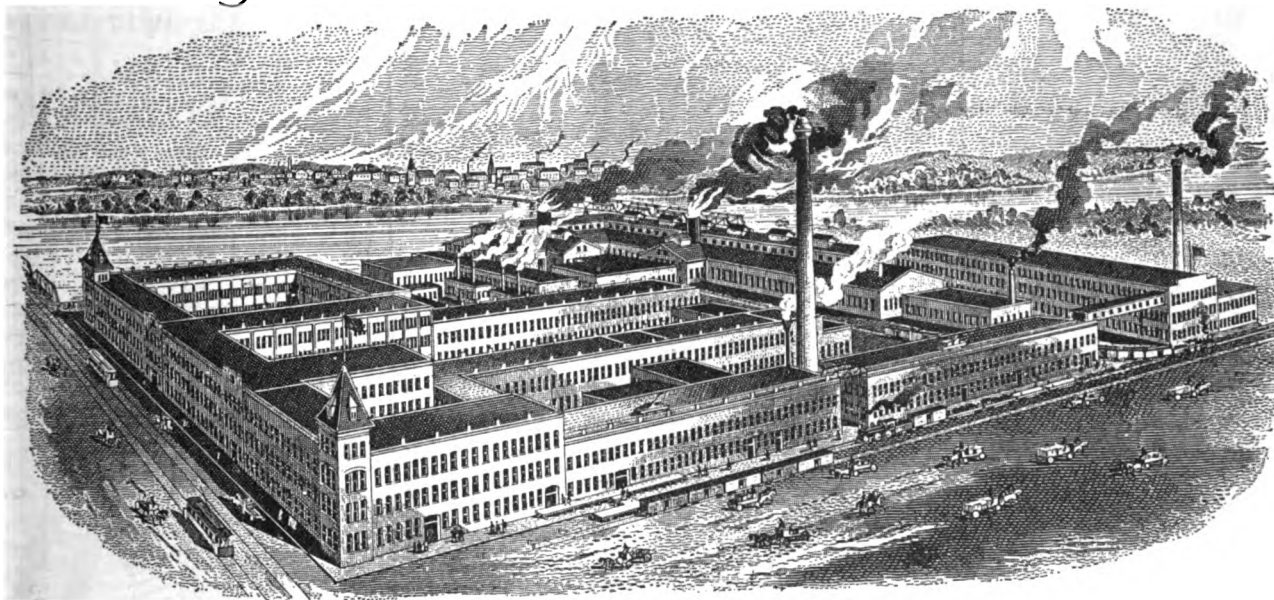
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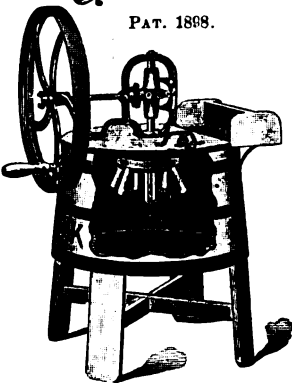
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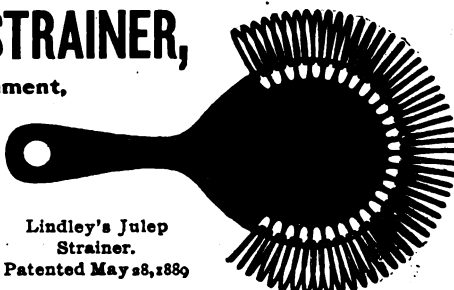
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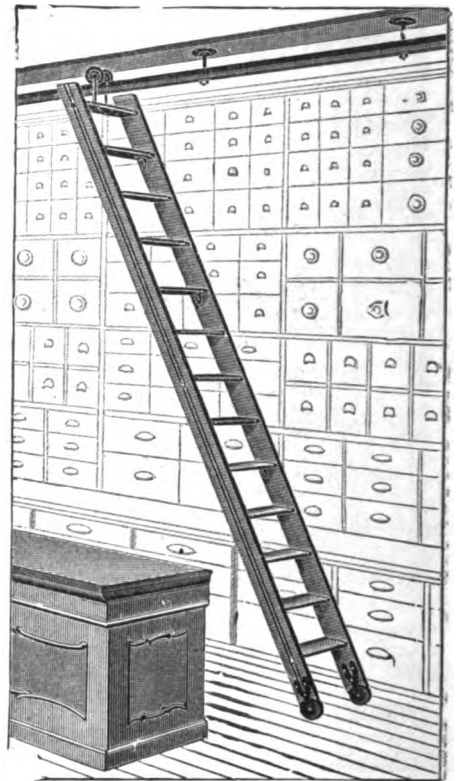
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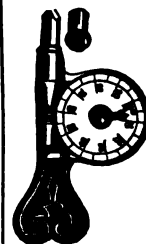
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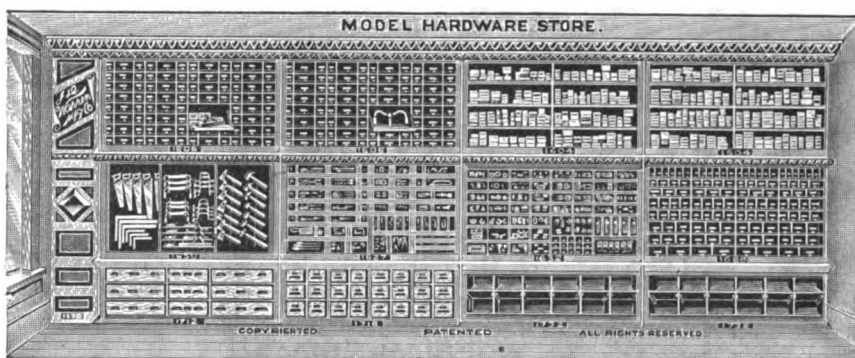
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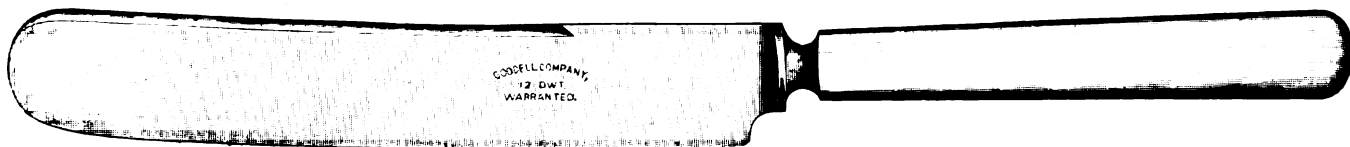




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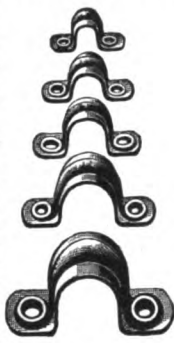
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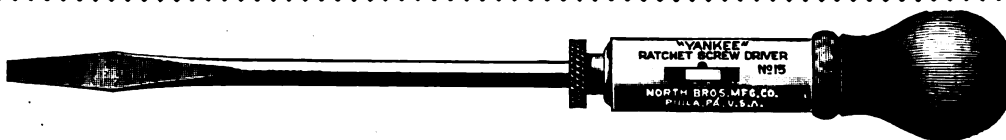
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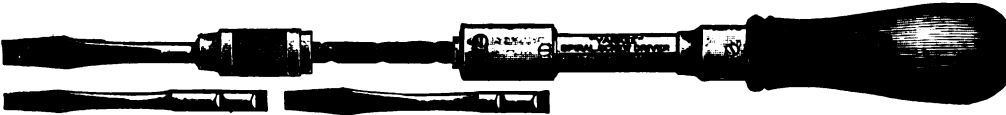
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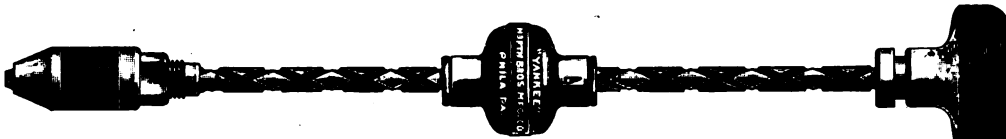
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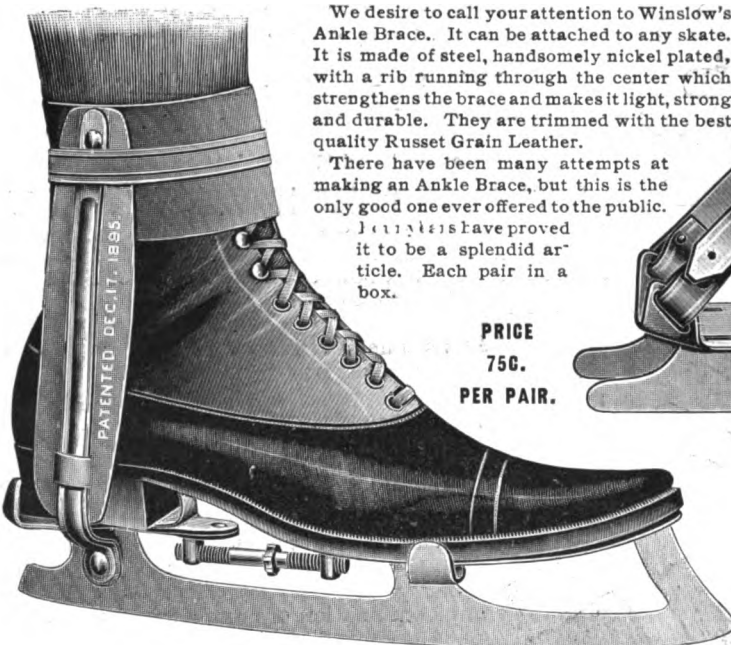
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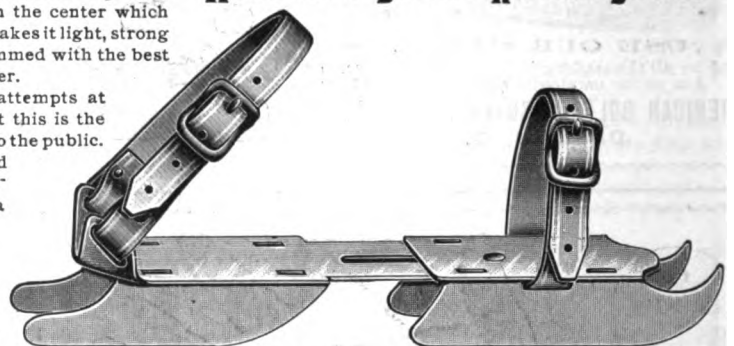
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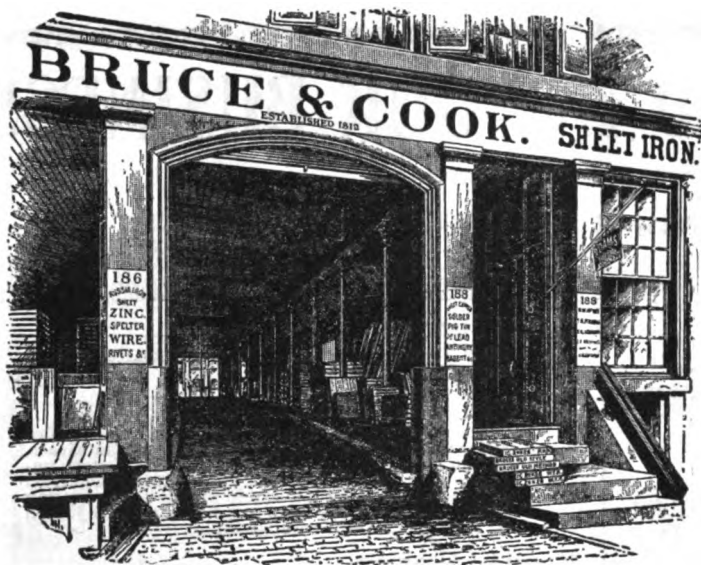
# BRUCE & COOK,

## TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Saees.  
Dampers.  
Eave Trough Leadcd.  
Eave Trough Galvan'd.  
Eave Trough Mitres.  
Eave Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned  
Pall Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinnerns' Machines.  
Tinnerns' Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire--Annealed.  
Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

Have You Tried a

# Banner Oil Heater

For That Cold Room of Yours?



Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

\$5

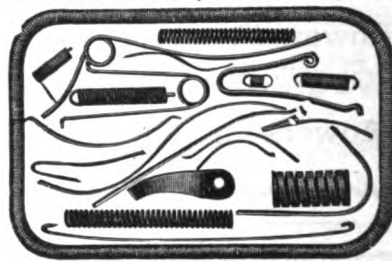
The Plume & Atwood Mfg. Co.

NEW YORK CHICAGO

Factories, . . . . . Waterbury and Thomaston, Conn.

TUCK MFG. CO., Brockton, Mass.

Spring, Tools & Outfery.



for Tool Catalogue.

Tempered Springs of all kinds.

Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

42 Lincoln St. BOSTON.

ESTABLISHED 1840.

# Luther Boardman

EAST HADDAM, & SONS.

CONN. U.S.A.

MANUFACTURERS  
AND ELECTRO PLATERS  
OF NICKEL SILVER  
FLAT TABLE WARE.

SPOONS, FORKS,  
BUTTER KNIVES ETC.

ALSO  
BRITANNIA SPOONS,  
QUALITY GUARANTEED.

THESE GOODS HAVE  
BEEN BEFORE THE PUBLIC  
FOR FIFTY YEARS  
AND UPON  
THEIR EXCELLENCE  
ALONE HAVE ATTAINED  
UNPARALLELED PRE-EMINENCE  
WHICH ESTABLISHES THEM AS  
UNEQUALLED DURABILITY.

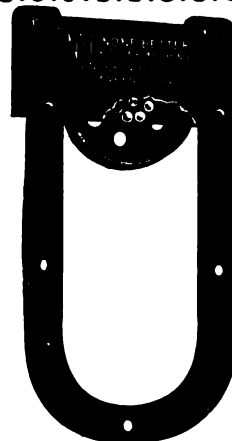
ASK YOUR DEALER FOR THEM  
AND TAKE NO OTHER

# "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.  
... Hinges & Butts.

Our Goods are all right. - - - Our Prices are all right.

**McKINNEY MFG. CO., Allegheny, Pa.**



## MORRILL'S Perfect Saw Sets, Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

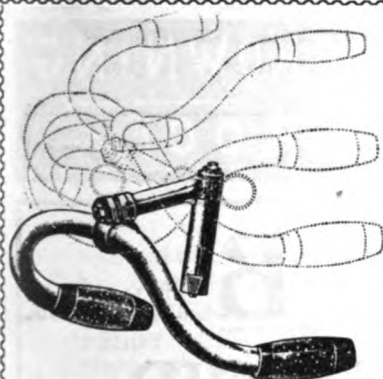


Registered, Pat. No. 30,572.

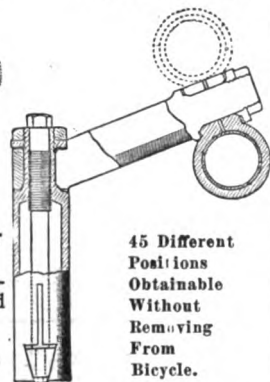
This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.



The Hussey Handle Bar  
Detachable  
Reversible  
Adjustable  
EXTENSION.



Positively the *Best Expander* ever used. It is self releasing. Electrotypes now ready for catalogues. Write for printed matter and full particulars to  
**The Snell Cycle Fittings Co., TOLEDO, OHIO.**

45 Different Positions Obtainable Without Removing From Bicycle.

## MAPLE SUPPLIES



SYRUP  
CANS,  
SAP PAILS,  
PAIL  
COVERS,  
Etc.

If you handle these goods, you need our catalogue.

Inquiries Solicited.

**YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.**



### WE ARE THE INVENTORS OF THE CAULKING MALLETS

NOW USED IN ALL THE SHIP YARDS OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

**N. Y. Mallet & Handle Works,**  
Established 1845.  
454 E. HOUSTON ST., NEW YORK, U. S. A.

## FRYING-PAN CLOCKS



Are unique and ornamental as well as useful. They come in two sizes, 10 in. dial, with raised figures, and 6 in. dial, with painted figures. . .

Also Tile, Program and 60-Day Clocks.

SEND FOR CATALOGUE NO. 1000.

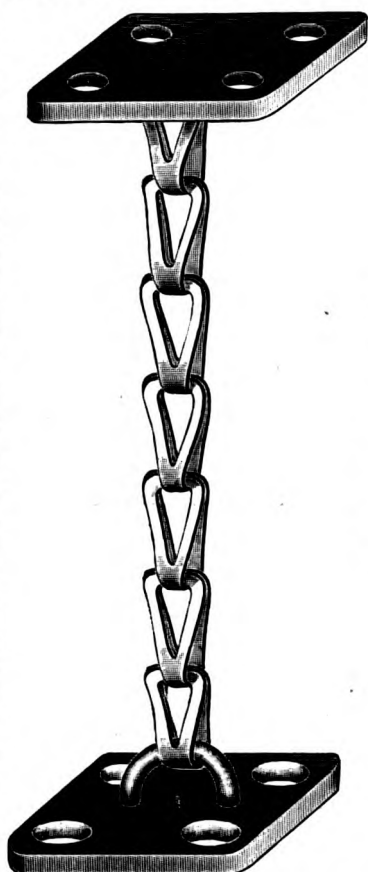
**The Prentiss Clock Improvement Co.,**  
Dept. 100, 49 Dey St., New York City.

### "USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.

### "TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.



## TRANSMOM CHAINS.

SASH CHAINS.  
JACK CHAINS.  
PLUMBERS' CHAIN.  
CABLE CHAINS.  
BELT PUNCHES.  
GAS PLIERS.  
SASH FIXTURES.  
PADLOCKS.

CYCLE  
SUNDRIES.

Write for Catalogue to

**THE SMITH & EGGE MFG. CO.,**  
BRIDGEPORT, CONN.

## The . . . PAINTS,

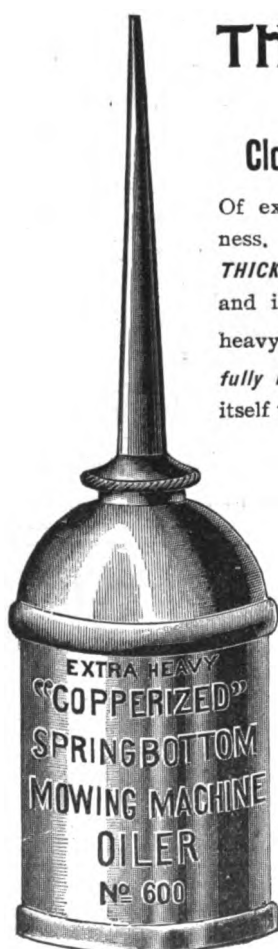
Colors, White Lead and Varnishes  
for **1901**

that will give satisfactory wear and  
finish are those bearing the brand of

## HARRISON.

Their great covering capacity, tint-  
ing strength and fine finish make it  
possible to do a good job with the  
smallest quantity of material.

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals,  
**PHILADELPHIA**  
Thirty-fifth and Grays Ferry Road.  
**NEW YORK,** **CHICAGO,**  
117 Fulton St. Lake St.



## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

Of extreme durability and spring-  
ness. The *CYLINDER* is of *DOUBLE*  
*THICKNESS* around the lower edge,  
and is drawn seamless from extra  
heavy "Swedoh" Steel, *Beauti-  
fully Finished* It readily commends  
itself to all *AGRICULTURAL* and *HARD-  
WARE DEALERS* on account of  
its *Elegance, Durability* and  
*Cheapness.*

Special price on large orders  
from the Jobbing Trade.

~~~~~  
**ORDER NOW FOR  
SPRING DELIVERY.**  
~~~~~

**The Wilmot & Hobbs  
Mfg. Co., . . .**

**BRIDGEPORT,  
CONN. . .**

## A BUILDING'S CROWNING GLORY IS ITS ROOF

## P & B RUBEROID ROOFING

Is a "crowning glory" to any building. And it isn't a  
fleeting glory either! It is always *there!* Unlike its tar-  
and-paper or asphaltum imitators, it won't rot out or dry  
out. Its backbone is the best, strongest felt, specially pre-  
pared to resist weather, water, heat, steam, acids, gases,  
alkalies, etc., and *we can prove* that it will outlast any roof-  
ing made. Extremes of temperature will not affect it. It  
is clean and easily applied, tasteless and odorless. We'd  
like to send you samples.

EVERY  
ROLL  
BEARS



THIS  
TRADE  
MARK.

**THE STANDARD PAINT COMPANY,**  
85-87 John St., NEW YORK.



# HARDWARE

At the December meeting of the Board of Governors of the Hardware Club, the following new members were admitted:

Adolph Boskowitz, 237 Broadway.

Arthur V. Davis, Pittsburgh Reduction Co., Pittsburgh, Pa.

Clinton Elliott, 257 Broadway.

Charles F. Fairbanks, Jr., Clinton Wire Cloth Co., Clinton, Mass.

William L. Hermance, 313 Greenwich Street.

Alexander M. Orr, 41 Park Row.

The Winchester Repeating Arms Co., New Haven, Conn., has issued a very characteristic and artistic calendar of the hanging variety, being 26 inches in length. A. B. Frost is the artist whose pictures are selected, and naturally they are gems of the first water, one entitled "Fresh Meat for the Outfit," in which the hunter has killed a doe, which lies at his feet; and the other, "Winter Fun on the Farm," in which the hunter and boy are out rabbit-shooting, and have "made a good bag," judging by appearances.

The Columbia Desk Calendar for 1901 is now being distributed by the American Bicycle Co. from the Columbia Sales Department, Hartford, Conn. It has been distributed for a number of years, and established a line of admirers that look forward to its annual production with anticipation. It will be sent to any address on receipt of five two-cent stamps, and will form a very valuable part of the equipment of a desk at the present time.

Showing the continued popularity of the Warren Patent Cabinet Shelving, the Company report that among recent orders have been these from T. M. Patton, Sterling, Neb.; J. C. Moore, Arbela, Mo.; Hunter & Rae, Sioux Rapids, Ia.; William Lee, McGregor, Tex.; Wortham Bros. Co., Tuscola, Ill.; Hardwicke & Etter, Sherman, Tex.; R. C. Meihnsner, Walnut, Ill.; John French, Bloomfield, Ind.; E. A. Weatherbee, Lincoln, Me.; Olson Bros. & Johnson, Palmer, Ia.; Shuey & Rider, Westfield, Ill.; Wells & Emmerson, Port Arthur, Ont.; Elvebak & Fossness, Bricelyn, Minn., and T. H. Young, Caney, Kans.

The Nicholson File Co. of Providence, R. I., find that the demand for their advertising novelties exceeds all expectations. About two years ago they published a pamphlet called "File Philosophy," describing the manifold uses of files, while but a few months ago they began the distribution of a handsome enameled plaque to be used as a sign. The former is now in its fifth edition, and the original supply of signs, although large, is completely exhausted, requiring the placing of a further extensive order. The advertising schemes of this company seem always to be well appreciated.

James N. Stanley, the well-known New England representative of Landers, Frary & Clark, New Britain, Conn., for a number of years, will be transferred to the factory on or about January 1st, to take entire charge of the cutlery manufacturing department. In order that the territory formerly covered by Mr. Stanley shall not suffer neglect in consequence of his promotion, it will hereafter be traveled by Leon H. Coffin, who, during the several years he has been with the company, has spent five of them traveling in the Northwest territory, and of late in charge of the shipping department at the factory. Mr. Coffin is thoroughly equipped in every respect to do justice to the present opportunity.

Magnolia Metal Co., 266-267 West Street, New York, are distributing to the Hardware and supply trade and others handling their line of Anti-Friction Metal, a very attractive and characteristic sign adapted and intended for store use, manufactured from pure aluminum, and printed thereon in black and red in a manner that would attract attention in whatever position it may be placed. This is certainly a unique, and, at the same time, an up-to-date manner of calling attention to their well-known wares.

The Laffin & Rand Powder Co., 99 Cedar Street, New York, have issued their usual calendar for 1901, which on the present occasion presents features of artistic excellence which makes it exceedingly novel and desirable. It forms a group of seven cards connected by a cord, on which are shown the American warriors from 1700 up to the present time, covering the two centuries, which includes the American Indian of 1700, the soldier of 1776, the minute man of 1812, the soldier of the war with Mexico, the representative of our army during the Rebellion, and the Rough Rider of the Spanish war. They state that they will be glad to mail these to any subscriber of *Hardware* desiring one, on receipt of six cents to cover postage. The historical interest excited by this admirable combination makes it a calendar well worth the attention of our readers.

The Harrington & Richardson Arms Co., Worcester, Mass., are distributing to the Hardware and Sporting Goods trade a very handsome calendar, one of the John A. Lowell & Co. productions, the vignette of which is a superb steel engraving showing a hunter's camp with its tent and interior fixings, canoe, etc., all displayed in very natural order. It is certainly an admirable advertisement of the field of action for which their productions form an important factor. They state that they will be glad to send a copy of this to any of our subscribers if they will mention *Hardware* when requesting the same. This is an opportunity well worth taking advantage of.

The Standard Tool Co., Cleveland, Ohio, manufacturers of Twist Drills, etc., is erecting a fine office building, 46x72 feet, two stories and basement, with all modern conveniences. The present office will be remodeled and made a part of their stock room, which will afford better facilities for carrying the stock necessary to meet promptly the large demand for their product.

R. H. Tracy, of C. E. Jennings & Co., 101 Reade Street, New York, the edge tool and saw manufacturers, intends becoming one of the residents of Port Jervis, New York, having been appointed superintendent of the saw factory of C. E. Jennings & Co. located at that place, the duties of which responsible position he will assume in a very short time.

Acorn Brass Works, Chicago, Ill., have recently succeeded in securing the exclusive control and manufacture of the celebrated Doran Hydro-Carbon Lighting System, which is claimed to be far superior for interior and street lighting to many of the systems now on the market. Each lamp is claimed to give a 1,250 candle-power light, which, with equal facility with electricity, can be turned on or off in an instant, while at the same time it may be regarded as absolutely safe, simple and satisfactory. The manufacturers firmly believe they are far in advance with their perfect system of illumination.

# HARDWARE

VOL. XXII

DECEMBER 25, 1900.

NO. 6.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

**Change of Date.**—It takes two weeks to change the date, after your subscription is renewed.

**Expiration of subscriptions.** The date on the wrapper indicates when your subscription expires.

**Change of Address.**—Always give both your old and your new address when you ask us to change your address.

**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

275 Broadway, New York.

L. E. MITCHELL,	President
A. P. MITCHELL,	Secretary and Treasurer.
HENRY HOPKINS,	Editor.
A. E. BOLLES,	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The close of the nineteenth century is witnessing in the Hardware industry a phenomenal holiday trade that is unsurpassed by any other period on record. The people have money to spend, with a good prospect of continued employment ahead, and a well-grounded belief that the coming year for industrial prosperity will be a noted one.

The tendency toward higher prices for the approaching season is noticeable in several important lines; and this, if it doesn't accomplish anything else, will check any inclination to weaken the market by loose quotations of an irregular character. While "boom" conditions would be considered undesirable, a certainty of rigid prices governing transactions for Spring trade would be regarded with satisfaction, and would produce good results.

Now that the necessity for ordering full stocks in anticipation of the annually growing wants of the retailer is fully understood by the jobber, and the steady business which the possession of such stocks always creates, by enabling the prompt shipments which follow orders when placed with the traveling representative, makes a happy state of affairs all around, and inspires a confidence in future transactions which should be the foundation of an unusually successful business for 1901.

The manufacturers and jobbers have received rush orders for the satisfying of the holiday demand. The advent of ice-making temperature for several days in this vicinity had the effect of making great inroads on the stocks of skates, and a general movement for an extra supply for present use. The admirable weather for Christmas shopping which it has been our good fortune to

enjoy has been a prominent factor in the prosperous conditions surrounding holiday trade. The orders have, however, been restricted to requirements for immediate sales, and general orders for Spring delivery are in course of formation, which will be based upon such new discount sheets as may be promulgated when the new year has fairly started.

But few changes in prices that possess importance enough to affect transactions of any moment are at present noted, although consultations have been had over items that do not seem to promise a commensurate profit at present quotations. But liberal allowance will be made for the slight changes in raw material at present market conditions, and conservative purchases will prevent any speculation in market values under existing provocation.

Few buyers have much reason to fear anything but a satisfactory market, when they get ready to make out orders for spring delivery. The general conditions being confident in tone, present less apprehension of any radical changes that would permanently affect demand. The year is really coming to an end with a safe and satisfactory feeling everywhere prevailing, and full of promise for the future.

Financial collections are reported by the jobbers as being exceptionally good, bills being discounted by retailers who have never previously been in shape to avail themselves of this additional profit. And with the volume of money now in the ordinary channels of trade, it would seem as though financial stringency in commercial circles was a thing of the past and no longer an object of dread.

One noticeable fact is brought out by the general prosperity among the working classes, and that is the great expansion in their power of consumption in the way of household appliances and other house-keeping conveniences. There is more rivalry among such consumers in regard to adding to their home equipment than among the citizens of the wealthier class, who luxuriate in ornamental requirements more especially, and the Hardware stores are not so apt to receive as great benefit.

## Immense Growth of Our Metal Export.

An illustration of the rapid growth of our manufacturing interests is found in the fact that the exportation of manufactures of metals during the year about to end will reach \$200,000,000. The figures of the Treasury Bureau of Statistics for the 10 months ending November 1st show that more than \$100,000,000 worth of iron and steel and more than \$50,000,000 worth of copper had been exported during the 10 months and these figures, coupled with those relating to the less important manufacturing metals and the articles manufactured from metals, but not included under these general terms, will bring the total for the year up to fully \$200,000,000. In steel rails the exports of the year will aggregate \$12,000,000, or an average of a million dollars per month, while it was not until 1897 that the figures for any entire year reached as much as \$1,000,000. In the fiscal year 1890 the total value of steel rails exported was \$315,000; in 1896 it was only \$540,000; in 1897 \$2,500,000; in 1898 \$4,500,000; in the fiscal year 1899 \$5,250,000, and in the calendar year 1900 will be fully \$12,000,000. Nearly one million dollars' worth of these exports of steel rails in 1900 go to Europe; another million dollars' worth to Mexico; nearly two millions to South America; four millions to British North America, and two million dollars' worth to Asia and Oceania. American locomotives also go along with the American steel rails, and the total for the year seems likely to reach about five million dollars in value. The American rails and locomotives are in turn accompanied by American cars, of which

the exportation for steam railways will amount to three million dollars during the year, and for other railways more than a million dollars. Add to this a proper share of the \$6,000,000 worth of electrical machinery and \$6,000,000 worth of telegraph, telephone and other electrical instruments and scientific apparatus exported, and it will be seen that for the construction and operation of railways outside of the United States the manufacturers of this country will supply during the year about to end fully \$25,000,000 worth of material.

The rapid growth in the exportation of metals and those of which metals form a large proportion in value is illustrated by some figures regarding our export trade of the decade. Manufactures of brass, for instance, of which the exports in 1890 amounted to \$467,313, were in the fiscal year 1900 \$1,866,727. Agricultural implements, including plows, cultivators, mowers, reapers and other machinery of this character, amounted in 1890 to \$3,859,184 and in the fiscal year 1900 to \$16,094,886. Pig iron exports in 1890 amounted to only 18,458 tons valued at \$300,832, while in the fiscal year, 1900 they amounted to 160,690 tons valued at \$3,124,853. The bar iron exportations in 1890 amounted to 2,087,376 pounds and in the fiscal year 1900 to 18,457,435 pounds. Wire exportations in 1890 amounted to 21,529,962 pounds and in 1900 amounted to 236,872,806 pounds, the average exportation for each month in 1900 being thus nearly equal to the annual exportations in 1890. In nails the exportations in 1890 amounted in round terms to 15,000,000 pounds, and in 1900 to 113,862,461 pounds. The total iron and steel exports in 1890 amounted to \$25,542,208 and in the fiscal year 1900 to \$121,858,344, and in the calendar year 1900 will reach \$140,000,000 in value.

In copper the growth in exportations has been equally striking, the total exportation of copper in the fiscal year 1890 being \$2,349,292 in value and in the fiscal year 1900, \$57,851,707, while in the calendar year 1900 it seems likely to considerably exceed \$60,000,000.

### Death of Henry L. Pratt.

Henry L. Pratt, president of the Millers Falls Co., Millers Falls, Mass., died at his home in Brooklyn, N. Y., of heart failure, on December 13th, after an illness extending over a year. Mr. Pratt was born in Shutesbury, Mass., July 14, 1826, and was consequently 74 years of age at his death. Some of the early years of his life were passed in the vocation of a country school teacher, for which his natural ability eminently fitted him. His attention was afterward given to the manufacturing business, and after engaging in the making of chairs for a number of years, he in 1868 sold his interest in that line, and moved to Greenfield, Mass., where, associating himself with Gunn & Amidon, who were then manufacturing bit braces and other tools in that place, Mr. Pratt organized a stock company with them, using their established business as a base. An undeveloped water-power at Millers Falls was purchased, a new factory was built, and the organized company became known as the Millers Falls Co., and became the synonym the world over for goods in which quality was ever regarded as the corner-stone of a success that was rapidly achieved. The first salesroom and office opened in New York was at 87 Beekman Street, in 1868, with Mr. Pratt as president of the company, and in charge of the business, a position occupied by him from that date until the day of his death. Mr. Pratt possessed a wide and varied experience in business matters that made him a safe adviser, whose counsel was frequently asked for in matters of moment. His kindness of heart was well known, and his sympathy with those in misfortune could always be counted upon. He had an inventive temperament, seeing improved conditions possible in labor-saving devices whenever brought to his attention, and he was frequently found, not at his desk poring over the problems regarding distribution, but in his little work-shop in his place of business, oc-

cupied at his work-bench investigating the merits of the tools under consideration. Being of quiet, domestic tastes, in a social way he was fond of genial companionship, kept himself fully posted on current events and could give graphic illustrations of any subject under discussion, and enjoyed unusual pleasure in listening to a good story graphically told by another. His devotion to church work and interest in his Bible Class in Plymouth Church, Brooklyn, came from a membership in that historic church extending over thirty years, and really formed one of the restful conditions of an active business life that brought physical rest and mental ease to his declining years. The purity of his life and Christian example proved a powerful incentive for others by whom he was loved and esteemed. He was a prominent member of the New England Society and the Congregational



HENRY L. PRATT.

Stoughton. She is his sole survivor. The interment was in Greenwood Cemetery, Dr. Newell Dwight Hillis, pastor of Plymouth Church, officiating at the funeral services.

### The Ferris Stove & Mfg. Co.'s Increased Plant.

The Ferris Stove & Mfg. Co., of St. Louis, Mo., recently completed negotiations with the Standard Range Co., of Terre Haute, Ind., whereby the former company purchases outright the interest of the latter, and, as a result of the deal, contemplate the establishment of a large stove manufacturing concern in the plant of the Standard Range Co. on North Sixth Street, Terre Haute. This will employ from 50 to 75 men the year around, and is intended to be the principal manufacturing point for the company, which is one of the largest in the business. The Ferris Co. produce stoves, ranges, heaters, air-tight stoves, steel ranges, steel roofing and galvanized conducting troughs. An idea of the business done by the Ferris Co. may be gained from the fact that since January they have shipped 25,000 stoves alone, and the business in other lines is proportionately large. It is intended to use the Terre Haute factory as an auxiliary factory, the main office remaining in St. Louis. At the Terre Haute factory will be manufactured the "Queen" steel ranges, with which the Ferris Stove & Mfg. Co. have been long identified; also, the cooking and heating stoves marketed under the same name, metal roofing, galvanized gutter and conductor pipe.



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION: Would you advise me to make a will? I have a wife and four children, one of which I adopted. I desire my wife to have the use of my property during life, and to be equally divided among the children at her death. About how much would it cost to have my will drawn or could I draw it myself?

REPLY: We would certainly advise you to make a will. There are few instances where it is wiser for a man not to make a will. As a general rule if a person has made a valid will, a great deal of expense and trouble, too, and possibly litigation among his descendants may be avoided. It is especially necessary in the case you describe as to your adopted child. As to the cost of your will, this would depend entirely upon the will itself and what you desire to have in it. A will such as would accomplish your purpose would probably cost you from ten to twenty dollars. Other wills involving difficult trusts and special clauses, which require study on the part of the lawyer before they could be safely inserted in the will, would cost more. Under no circumstances would we advise you to attempt to draw your own will; unless perhaps you could not possibly obtain the aid of legal advice. A will is not a composition or a mere statement of wishes, but it is a legal document and one constructed by the Courts upon legal principles. The only safe way, therefore, of accomplishing what you desire, is to have some one who is familiar with the law and who is in a position to study the decisions of the Courts construing certain clauses in wills, draw your will for you.

QUESTION: Some time ago I was a member of the firm of A, B & Company. C wished to become a member of the firm and agreed to pay \$2000 in cash and \$3000 in two months for a third interest in the business. Articles of partnership were drawn, by which it was agreed that if before the two months expired, C should desire to withdraw from the firm he could do so. Upon which A and B agreed to return to him the \$2000 deposited with them, less the amount of C's withdrawals during this time. The two months have elapsed and C still wishes to remain as a partner, but he failed to pay the \$3000. A and B desire to dissolve the partnership as to C and continue as before, as C is useless to their business. How can this be done? C refuses to dissolve the partnership in a friendly way and demands the whole \$2000 back. Is he entitled to it? What do you advise?

REPLY: If dissension exists between the partners as a rule a receiver can be appointed. From the facts as they are before us, C has failed to comply with the terms of the partnership agreement by not paying his \$3000 after deciding to remain as a partner. The partnership may be dissolved by the commencement of an action for this purpose. An injunction should also be obtained restraining C from the collection of any firm accounts, etc., pending the determination of the action. We are of the opinion, from the knowledge of the facts in our possession, that C would not be entitled to the return of his whole \$2000, and that if before the two months had elapsed he did not notify you of his desire to withdraw, he would not be entitled to any part of the money referred to. As your first step toward getting rid of C, we would advise you to remove all your firm money from its present account, if C has access to it. It must be remembered, however, that this money is practically trust money and must be kept as such by you. This course would, however, prevent C from collecting the money due the firm, which would put you to the necessity of a law suit to have him account to you. We would, therefore, advise you to consult a lawyer personally.

Time is money, and many people pay their debts with it.

## Death of Ernest F. Pflueger.

Ernest F. Pflueger, president of the Enterprise Mfg. Co., Akron, Ohio, died at Massillon, Ohio, on the afternoon of Sunday, November 18th. His death was not unexpected, as he had been failing rapidly for a month previous. Two weeks before his death he slipped and fell, breaking his leg in two places, and this increased his sufferings to such an extent that death resulted. Mr. Pflueger for many years was identified with the business interests of Akron. He was known throughout the United States as the inventor and manufacturer of Pflueger's Luminous Baits. In a few years he built up a business that made him independent, and he was active in the management of the affairs of the company until the failure of his health, about eighteen months ago. Besides his widow, he leaves six children, four sons and two daughters, all residing in Akron. Mr. Pflueger was born in Baden-Baden, Germany, in 1843, making him fifty-seven years of age at the time of his death. He came to America when five years of age, and spent his boyhood in Buffalo. It was there he learned the baker's and molder's trade, removing when twenty years of age to Erie, Pa., where he engaged in the grocery business. Thirty years ago he removed to Akron, opening a grocery store on the site of the block on South Howard Street, which is now known as the Pflueger Building. The Enterprise Mfg. Co., with the success of which his later years were identified, was established by him in 1880. He had obtained patents on seventy inventions, all of which are embodied in the articles manufactured by the company. Although the business was started on a very small scale, so great was the demand for the unique goods manufactured under his administration, the concern soon grew to large proportions, and it is estimated that after all debts are paid, Mr. Pflueger's estate will be worth over \$100,000. He carried \$23,000 life insurance. Through the conditions of a will, prepared last Spring at Mr. Pflueger's request, he divided his property equally between his children, Mrs. Pflueger receiving her dower interest, amounting to one-third of the personal property and a life use of one-third of the real estate. Mr. Pflueger spent a number of years in the early development of his extensive business in traveling throughout the United States, and in this way established many friendships, with large concerns which he retained up to the time of his death.

## Death of Emil Grosh.

Emil Grosh, a well-known citizen of Toledo, Ohio, died suddenly at Goshen, Ind., December 3d. His death is said to have been due to an affection of the heart. He leaves a widow and two sons. The deceased was 58 years old. He resided at 334 West Woodruff Avenue and the family was a most happy one in all respects. Emil Grosh was one of the most active business men of Toledo for many years. For the past six years Mr. Grosh has not been engaged in active business, having amassed a sufficiency to keep him in his declining years.

For 20 years he was associated with William H. Maher in the cutlery business, the firm name being Maher & Grosh. The business prospered and was one of the best known firms in the United States. The store was located on Adams Street and the business is being carried on at present by Mr. Maher. For many years the firm advertised extensively in all the leading papers in the country and the mail orders poured in rapidly. The grade of cutlery was of the best, and Maher & Grosh stamped on any edged tool was a sufficient guaranty of its excellency. They employed many salesmen and the business flourished until the firm had established almost a world-wide reputation.

Personally, Mr. Grosh was a pleasant gentleman to meet, and he made a friend of every one with whom he came in contact. He was highly respected in both business and social life and his death will be universally regretted by all who know him.

## CONSULAR COMMERCIAL COMMENTS.

### COMMERCIAL AND INDUSTRIAL CONDITIONS IN GERMANY.

In his annual report for 1900 (to appear in the forthcoming edition of *Commercial Relations*) Consul-General Mason, of Berlin, submits statistics showing the general industrial and financial situation of the industrial conditions in Germany from which we make the following extracts:

"In the preceding reports of this series, there has been during the past six years little or nothing to record except a steady and rapid development of manufacturing industries and commercial activity throughout the Empire. During the critical period of 1894, 1895 and 1896, when the iron and steel interests of the United States were in a depressed and struggling condition, American visitors who came to examine the coke-making plants in Westphalia and Silesia were surprised to find furnaces and rolling mills generally in active operation, and the cutlery, Hardware and other assimilated industries busy and prosperous. This was due to various causes, which were explained at the time, one of which was the steady and rapid development of shipbuilding, the improvement of the State railways, and the fact that the export trade to South America, Australia and other new markets was becoming established through the influence of German steamship lines and the enterprise of German bankers and capitalists in making large and judicious investments in foreign fields.

"This has gone on steadily, the producing capacity of all leading German industries growing steadily from year to year, until the present limit of judicious expansion has been apparently reached. In several branches of iron and steel manufacture the point of highest prosperity has been passed, production has overtaken the demands of both home and foreign trade, and, in the face of a falling metal market, conservative managers have begun during the past three months to visibly shorten sail. Most of the works are still busy upon orders booked several months ago; but, with the exception of shipbuilding, locomotives, gas engines and certain forms of electrical machinery, the demand has slackened, and deliveries which a year ago could not be promised under four or five months are now made in as many weeks.

"The German exhibit at the Paris exposition is conceded on all hands to have been—especially in the departments of machinery, chemicals and all that relates to the application of science to industry—a triumphant vindication of German methods and a display which alone would establish the right of the Fatherland to a place in the front rank of industrial and commercial nations.

"As has been above intimated, there is inevitably a reverse side to the medal, and some of the clouds on the horizon are of a nature to inspire a certain degree of anxiety. In addition to acknowledged overproduction in cement, iron tubing and various other manufactured products and the temporary stoppage in export to China and the South African States, there is the fact that the wide and enormous expansion of industries and commerce has so absorbed German capital that there is now serious stringency in the money market, which has helped to depress securities of all kinds and embarrass many manufacturers who operate independently of syndicates and combinations. It is well known that German banks finance industrial and commercial enterprises to an extent unknown in any other country, and it is estimated by the *Moniteur Industriel* that German investments of various kinds in foreign countries now amount to not less than 7,500,000,000 marks (\$1,785,000,000), distributed throughout Turkey, Africa, China, Mexico, South America, Canada and the United States. There are invested in the one hundred and

fifty German stock companies which manufacture electrical machinery and equipments more than \$200,000,000, or nearly four times the amount of such investments in 1896. To this may be added 450,000,000 marks, or more than \$100,000,000, invested in electric tramways, lighting and power plants during the same period. The average dividends paid by the electric manufacturing companies in 1899 was 9.3 per cent.; but nothing could prevail against the downward tendency of industrial investments, and electrical stocks have shared in the general drop which has taken place during the past six months.

\* \* \* \*

"It is beyond the scope and purpose of this report to undertake any discussion as to what or how much all this may mean beyond the obvious fact that, notwithstanding her progress and prosperity during the last thirty years, Germany is still poor in accumulated wealth in comparison with France and England, and that her available capital is so wholly invested and actively employed that all share values—even the best—are kept by pressure of the money market inordinately low. Writers in other countries, especially England, have painted the situation in sombre colors, inveighed against the zeal of German banks in financing industrial and foreign enterprises, and predicted stormy weather for German metal industries in face of the increased cost of fuel and the overshadowing competition of the United States. While these general aspects of the situation are clearly recognized in Germany, there is no outward symptom of trepidation or panic, and business men of all classes face the future with apparent confidence. While many are disposed to admit that the creative energy of the past few years has pushed production beyond the present capacity of home and foreign markets, they insist that this activity is the result of much deeper and more permanent influences than those which determine a merely temporary industrial revival, and that their present position, attained through advanced technical and commercial education, industry, frugal living and the skillful application of science to manufacturing processes, cannot be undermined by any mere stringency of money or other temporary cause. Their people have been trained for generations to hard work and plain living, and, while new and wider markets are urgently necessary, they have acquired the capacity of cheap manufacture, the ships and the national force as a world power to secure and retain them.

\* \* \* \*

"Here, as elsewhere, the United States is frankly recognized as Germany's most richly endowed, most aggressive and most formidable rival. On the other hand, the Empire is, after Great Britain, our best customer, and anything which checks the prosperity of her people will diminish to that extent their ability to maintain the reciprocal trade which is now so heavily in favor of the United States. In the commercial competition between the two countries, all natural advantages—cheap and superior ores, coal, lumber, cotton and food materials—are and will remain strongly on the side of our country. To these, Germany can oppose her higher technical and mercantile education, cheaper and more tractable labor, and a merchant marine capable of carrying her products to every market on the globe. Rivals thus endowed and equipped can surely afford to sink all petty jealousies and resentments and meet each other in a spirit of manly emulation and mutual respect."

•

Friend—What is Hope?

Poet—It's something that wakes you up at 4 o'clock in the morning when the postman doesn't come around till 10.

## THE PAN AMERICAN EXPOSITION, 1901

### HORTICULTURE AT THE PAN-AMERICAN.

THE BEAUTIFUL BUILDING FOR FRUITS. OTHER PRODUCTS AND THE PLANS FOR OUTDOOR EXHIBITS.

Horticultural exhibits at Buffalo will have a beautiful setting in and about an exceedingly handsome building 220 feet square. The height of the building is 236 feet to the top of the lantern, and the general proportions are of commanding grandeur. Situated in a position of great prominence on the western side of the grounds, the approach from the east is through the esplanade, past the basins of aquatic plants, the fountains and the great urns containing beautiful tropical foliage effects; up the curved incline which is bordered by many odd varieties of fruiting trees and shrubs, to the magnificent doorway which is the subject of the accompanying illustration. Probably no horticultural exhibit has ever had such elegant and appropriate surroundings and no former display has been so well worthy of it.

The Horticultural Building is connected by semicircular conservatories with the Graphic Arts Building to the north and the Mining building to the south. These conservatories are themselves very beautiful architectural features of the Exposition and the fine floral displays in them will enhance their attractions to visitors. They connect the three buildings in this group, but are distinct and separate buildings, having their own individual style and their exhibits of entirely different character. The court upon which the three buildings of the group face contains one of the superb Esplanade fountains.

Fruits of all kinds will be placed on exhibition during the Summer. Much of the fruit will be preserved in cold storage, though the exhibit will change as the season advances and the different varieties ripen. A number of States have made arrangements to provide collective exhibits that will properly represent the horticultural products of their particular section. California is arranging for a special exhibit of the wonderfully diversified fruit productions of that State. Other States are taking the matter up with the prospect of making the horticultural exhibit the most complete ever attempted. The same care that characterizes other sections of the Exposition will be given the horticultural division with the view of making it representative as to character rather than exhaustive in detail.

Large as the Horticulture Building is, it will not contain

all the horticultural exhibits. A plot of ground has been provided extending across the west front of the building on the opposite side of the grand canal, and extending south as far as the Elmwood gate. This plot has been under course of preparation for many months and will present a restful attraction in pastoral contrast to the hum of busy, energetic action which will be so characteristic of other portions of the Exposition.

### A MIGHTY MAGNET.

WHY THE PAN-AMERICAN EXPOSITION WILL ATTRACT MILLIONS TO BUFFALO IN 1901.

The Pan-American Exposition at Buffalo is bound to be the National Summer resort of 1901. Its location, in an ideal Summer climate and almost within sound of the world's most tremendous and grandly magnificent cataract, is the most cheaply and conveniently accessible to the multitude. In itself the Exposition will combine invaluable information, superlative fascination, prodigious pleasure and infinite amusement of a quality to educate, amaze, dazzle, electrify and delight people of every age, calling and condition. A scene of surpassing and stupendous loveliness by day, at night—touched by the mysterious and sun-born wand of electricity, whose lofty throne is a glowing, radiant tower, 375 feet in height—it is transformed



into a fairyland of illuminated fountains, flowers, statuary and architectural visions of gleaming color and elaborate and exquisite ornamentation, almost beyond the conception of the eye, and drowning the most vivid description in a veritable flood of artificial light, in the production of which the awful power of Niagara is harnessed to the most gigantic and complete electrical illuminating plant ever projected and supplied with two hundred thousand miniature suns.

Promenade concerts by the most famous bands; classics and popular games, contests and pastimes in the Stadium covering ten acres, with seats for 12,000 spectators and a course a quarter of a mile in length—and literally a mile of the most varied, unique, novel and attractive entertainment, including some two score Oriental, semi-tropical, savage and semi-civilized productions, weird and wondrous illusions, rare wild beasts and strangely grotesque feats, dances, and ceremonies, will afford a surfeit of harmless entrancement, fun and frolic.

### THE BEAUTIFUL ORIENT.

Nearly three millions of dollars will be required to con-

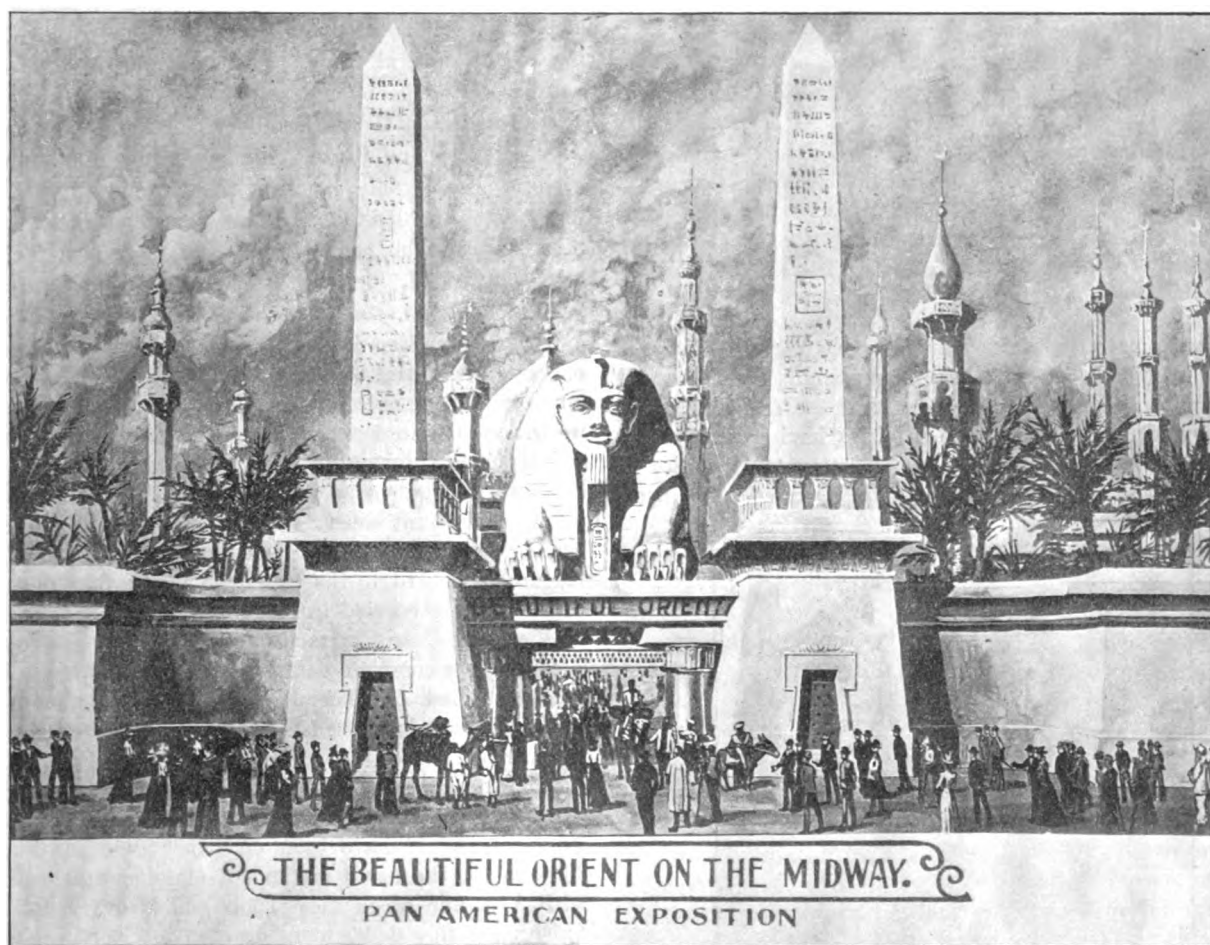


struct and equip the wonderful Midway at the Pan-American Exposition. The greatest care has been taken to prevent any approach toward the "fake" show and the visitor may rest assured that he will not be submitted to fraud or extortion so long as he remains upon the Exposition grounds. It is difficult to single out any attraction in this section as more prominent or worthy than another, for all have their special merit and novelty.

The subject of the accompanying illustration, the Beautiful Orient, will represent life as it existed in the East before the advent of the modern tourist. Gaston Akoun, director of this concession, is arranging to have native representative characters to convey proper impressions of Oriental customs and manners of living. He will have plenty of room in which to display the different salient features that would appeal in the strongest terms to people accustomed to our Western civilization. A holy Mecca will be the meeting place of tired and worn pilgrims who will constantly arrive,

management as the Streets of Cairo, which was so popular at the World's Fair, though it will be three times as large. About 300 Orientals will be employed in different ways with this attraction, a conglomerate Eastern city with distinct local features—a history in a nutshell.

The greatest care has been exercised by Mr. Frederick W. Taylor, the Pan-American Exposition's Director of Concessions, to secure only the best and most novel and attractive entertainments from the hundreds submitted for his approval. He even made a special trip to the Paris Exposition to see what it had to offer in that line. The thirty acres of space exclusively devoted to the Midway, with its six thousand feet of frontage upon the asphalted main avenue, will be filled with over thirty amazing, amusing and instructive special exhibitions, including such magnetic features as the Indian Congress, Streets of Mexico, House Upside Down, Scenic Railway, A Trip to the Moon, Captive Balloon, Old Nuremberg, Florida Everglades, African Village, The Steeplechase,



make their offerings in the various mosques or religious temples and disperse. Eight streets will diverge from this objective point, each representing a distinctive local section of the Orient. A street in Constantinople will be thoroughly Turkish, even to the vagabond dogs. Morocco will be represented by a street which will illustrate the life and habits of the Moors. Algerian life will receive attention and a street will be borrowed from Algiers for the purpose. Typical illustrations in a like manner will be taken from Egypt, Tunis, Persia, Tripoli and Turkey in Asia. While looking through these sections visitors could easily imagine themselves in the midst of the ancient city the counterpart of which they are visiting.

A Bedouin Arab encampment will lend variety and Sahara Desert nomads will live in their interesting characteristic way. Natives from all countries will live on the grounds with their camels and different domestic Oriental animals, cabins, tents and huts. Restaurants, tea houses, shops and fruit stands for the sale of Oriental goods of great variety will be provided. The Beautiful Orient is under the same

Moving Pictures, Venice in America, Darkness and Dawn, Johnstown Flood, The Beautiful Orient, Thompson's Aerio-Cycle, Roumanian Village, Filipino Village, Fire Dance, '49 Mining Camp, Hawaiian Volcano and Village, Miniature Railway, Animal Show, Mirror Maze, Old Plantation, Ostrich Farm, Japanese Tea Garden and other first-class and fascinating introductions to many happy hours. Each exhibition is distinct and complete in itself and some of them upon a big scale, combining a number of special and unique features. In every way the Pan-American Midway promises to present the most stupendous, sensational and entrancing aggregation ever assembled in one place, and far surpassing those of all previous Expositions.

"Great joke on Jarley."

"What was that?"

"Went fishing and didn't catch anything. Ordered a half dozen bass to be sent to his house, so that his wife would think he caught 'em. When the basket was opened, they turned out to be bottled Bass."—*Tit-Bits*.

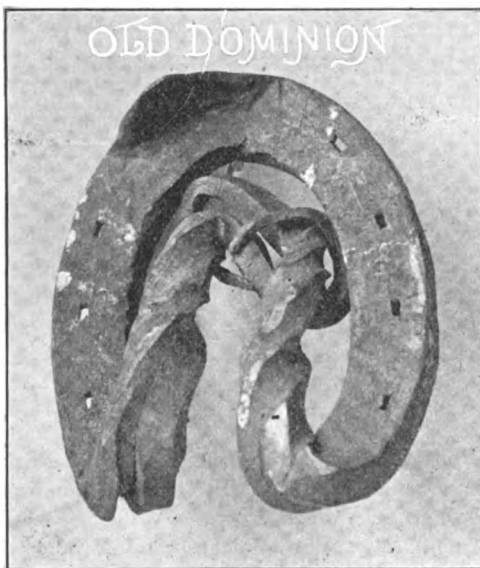
### Old Dominion Horse and Mule Shoes.

The Old Dominion Iron & Nail Works Co., Richmond, Va., are manufacturers of the Old Dominion Horse and Mule Shoes, which have long been noted for their superior excellence, and have achieved a well-deserved popularity, especially with their extra light steel shoes, on account of their light weight, superior metal, model shape and exceedingly fine fashion. In addition to the usual line of Horse and Mule Shoes required by the trade throughout the country, they make a number of styles of special shoes such as Long



EXTRA LIGHT STEEL SHOE.

Heel Shoes, used in cities having cable car slots in the streets. They have an extra heavy long heel. They are good for any purpose where extra heavy heels are desirable. Extra Heavy Mule Shoes, for use in cities having large stone paving blocks. Especially adapted to cotton truck mules in Southern cities. Cow Boy Shoes, a light, round shoe; heels



SHOWING QUALITY OF MATERIAL.

turned, holes opened, and ready for use. They are the best shoes for use on ranches and prairies at remote distances from blacksmith shops. To indicate the quality of material used in the manufacture of the Old Dominion Shoes, we give herewith in Fig. 2 a Mule Shoe with a clip and heels drawn down and tied in a knot. The light spots show the marks of the hammer used in forging it in this shape.

“What’s the matter over there? What’s the crowd doing in front of that house?”

“The man who lives there has just inherited \$100,000. Those are friends of his who have come to tell him how to invest the money.”—*Ex.*

### Morley Brothers' New Catalogue.

Morley Brothers, Saginaw, Mich., have issued for the advancement of their interests in the jobbing business a large edition of a general Hardware catalogue, the most ambitious volume offered in that line that they have placed in the hands of their customers up to date. It contains 1274 pages, each 12 1-2x9 1-2 inches, and is bound in stiff covers with leather back and corners, making it an admirable volume for general handling, and one likely to stand the frequent reference which so important a catalogue is apt to get. The frontispiece, occupying a full page opposite the title, gives illustrations of their main establishment, together with their factory, repository and their iron, steel and heavy Hardware warehouse, showing the extensive facilities they possess for the transaction of their important business, and also the factory in which is conducted the business of manufacturing the “Blue Line” Lumbering Tools, Easy-Rolling Shelf Ladders, Harness, Horse Collars and Strap Work, which are among the salable products which this concern are distributing to the general trade. The catalogue is divided into a number of departments, including Hardware, Tinware, Housefurnishing Goods, Saddlery Hardware, Cutlery, Silverware, Bicycles and Bicycle Sundries, Guns and Ammunition, Fishing Tackle and Sporting Goods generally. These different lines are all illustrated and described in this catalogue, together with the productions from their own factories, as above indicated. In the few remarks which preface the general contents, they state that “To facilitate the prompt and careful filling of mail orders which are particularly solicited, we have, in compiling this catalogue, attempted to make it so plain that if you will use our figures and numbers we will clearly understand your wants, and can make prompt and accurate shipments.” They also state that owing to the constant changes in prices, they have deemed it advisable to issue no discount sheet to apply to this extensive catalogue, but will be pleased to quote prices upon application. Another feature in regard to the catalogue is the fact that all lines illustrated are carried in stock. When this is not the case, the articles are marked for “Direct Shipment.” It is certainly a complete catalogue in every respect. It is well indexed, which is an important feature, so that under the many heads and subheads a single reference will in all cases find the article desired. The thinness of the paper on which the index is printed would seem to justify adverse criticism, as that being the most frequently handled part of the catalogue, it should have been on paper twice as substantial. They adopt the usual method of classification, commencing with Axes and Mechanics’ Tools and Heavy Hardware, and finishing with a department devoted to Sporting Goods generally. Nearly 200 pages are allotted to Builders’ and Miscellaneous Hardware, and nearly 200 pages given to Tinware, Housefurnishing Goods and Tinnery Tools. This will indicate how largely these goods are represented in their pages, and a casual glance through its contents shows the greatest care in the compilation of the many articles that are embodied in the volume, the descriptions being full and complete, quantities of full packages in all cases being given, and descriptions so clearly stated as to make errors in ordering very few and far between if proper attention is given to the reading matter. No effort has been made to make a large catalogue that would be of unlimited proportions on account of the large cuts used in connection therewith. In this particular instance, while the cuts are all of a size that almost explain themselves, there are few that occupy half or full pages, the effort evidently being made to condense the information as much as possible without the necessity for devoting too much space to unusual illustrations. We congratulate the customers of Morley Brothers that they are able to have before them a catalogue so thoroughly prepared as to make merely nominal their labors of ordering by mail.

### New England Hardware Dealers' Assn.

The eighth anniversary of Ladies' Night was celebrated by the New England Hardware Dealers' Association, on December 12th, at the United States Hotel, Boston. The reception was given in the parlor at 5 o'clock, and was very largely attended, the proceedings making an extremely interesting hour. The company were received by President and Mrs. George W. Burditt, assisted by Ex-President William D. Parlin and Mrs. Parlin, Secretary and Mrs. James A. Farless, and Mr. and Mrs. Myron H. Tarbox. Both at the reception and at the dinner the Ladies' Arion Orchestra furnished an exceptional programme of enjoyable music. The banquet took place promptly at 6 o'clock, and President and Mrs. Burditt at the head of the procession marched with the hundred members and other guests to the banquet hall. After a blessing had been asked by the Rev. O. S. Davis, of Newtonville, Mass., the guests did excellent service to the dinner provided by the hotel. At the close of the dinner President Burditt gave the company an address of welcome, which was brief, and listened to with the usual felicity experienced by all who have had the opportunity of enjoying his remarks. He offered at the conclusion a toast, "Our Lady Guests," which was responded to by Elisha J. Neale, of Lowell, Mass., which was a very interesting discourse and listened to attentively. Mr. Neale's address was followed by a vocal solo by Robert L. Van Buskirk, accompanied by Louise S. Allard. Rev. Sarah K. Dixon, of Tyngsboro, Mass., who was prevented by illness from delivering an address at the previous Ladies' Night, was more successful on this occasion, and delivered an extremely interesting address, taking for her subject, "A Plea for Perspective," which was thoroughly enjoyed by those present. A cornet solo followed, rendered by Ethel E. Edgecomb. Rev. O. S. Davis, of Newtonville, Mass., closed the oratorical part of the entertainment with an address on the subject of "The Outlook of Life," which he delivered in an extremely pleasing manner, illustrating the subject with a number of interesting anecdotes, at the conclusion of which the meeting was brought to a termination by all joining in singing "Auld Lang Syne." The Entertainment Committee consisted of Elisha J. Neale, Hiram W. Colton, Austin H. Decatur and E. M. Richardson. They certainly did themselves proud by providing such a successful array of talent, which was thoroughly appreciated by those participating. The Secretary, James A. Farless, without whose presence no meeting of the New England Hardware Dealers' Association would be considered perfect, assisted the Entertainment Committee to the fullest extent in making a success of this occasion.

### Exclusive Agencies.

Colonel J. G. Stowe, United States Consul-General at Cape Town, who has been such an observant guardian of American commercial interests in South Africa, has this to say about the appointment and protection of "exclusive agents:-"

"While exclusive agencies may not be the best means of promoting trade in a manufacturing country, in a manufacturing country such agencies are, I maintain, often desirable. Many of the United States manufacturers have what may be called representatives here, in the agents of American export commission houses, who introduce the goods, cable the orders, buy in the United States market, and pay not only for the goods, but the insurance, freight, stamps, etc. Such houses ought to be protected, and business men know what that means, without any detailed explanation.

"The same may be said in regard to what are known as resident agents, exclusive or otherwise; those who go to all the expense and labor to introduce a new article, and spend money for freight, duty, expense of traveling and advertising. It is found to be a common practice after goods have been introduced by such an agent—even an exclusive agent—for

the manufacturer to fill orders received through another source, without making a price that will warrant reserving a commission for the one who has been the means of placing the goods upon the market; and often the shipment reaches one of the very customers who have been induced through the promoter—if so he may be called—to buy.

"It has been said, and very truly too, that a foreign merchant who purchases goods at first through an agent, is apt to place his second order with export houses through whom he has the habit of exporting, and who, he thinks, are in a position to treat him economically; and these houses do not usually order through the exclusive agent, the introducer of these goods, but insist upon dealing direct with the manufacturer. Even if the manufacturer introduces his products through his own salaried men, it may happen that the second order will reach the manufacturer through the importing house. Yet, one of the best moves a manufacturer can make is to send his own men to exploit his goods, even if they are in only one specific line, and charge the expenses of the trip to advertising. The export commission houses would encourage such work, and, while the manufacturer might not get a second order direct from the new customer, orders would come through the export commission house or a resident agent.

"Manufacturers must do business with this country in one of the following ways:

"(1) They must introduce their goods by a visit from their own salesmen; and, if only one visit is made, they must depend upon the importing agents to furnish later orders.

"(2) They must keep their own men here constantly, which would not be economical when only one line is represented.

"(3) They must depend upon the very uncertain and unsatisfactory method of advertising, and even then they must not expect so many direct orders from customers as through the commission houses; and, while the commission houses will buy and forward, yet they will naturally consider the trade not so permanent as if steps had been taken as above suggested."—*American Trade*.

### "Ye Olde Harde Ware Store."

The John E. Bassett & Co., 754 Chapel Street, and 321 State Street, New Haven, Conn., issue annually an extremely quaint little booklet under the title of "At the Sign of Ye Olde Harde Ware Store." The fact that this store was established in 1784 gives them an exceedingly good basis for some very cute and attractive advertising. The little booklet is composed of twelve pages of light green coated paper, the letter press being in color with old-time initials, and the whole bound in a heavy red paper cover, making it a very attractive get-up, and it has no doubt reached a stage where its arrival is annually anticipated among their local customers. To justify the adjective we use that this is a quaint publication, we make a few extracts herewith, but the original style adopted by the artist who prepares it must be seen to be appreciated:

\* \* \*

It's a noticeable sign, is the sign of the old Hardware store. It's an unusual sign. Few businesses, established as was this before Washington was President, remain to-day on the ground where they were started. It's a sign of stability. No business could have lasted so long had it not stood well with the public, for it is the public that judges business methods and decides if they shall continue.

As the Christmas season approaches and the Christmas buying begins, we wish to call attention to the many attractive articles which you'll find best at the sign of Ye Olde Harde Ware Store.

\* \* \*

Every well-dressed dog wears a coat, sometimes pants, a collar and oftentimes a tie; but the collar is the chief mark of quality. A good collar is a decided adjunct to a high-bred dog, while it would also give grace to a cur, and so long as the law requires that dogs should be dressed to that extent, why not have the collar a good one?



### Improved Price Cards and Holders.

John S. Menagh, 134 Newark Avenue, and 170 Pavonia Avenue, Jersey City, N. J., is the proprietor of one of the leading Hardware stores in that city, and is thoroughly equipped for the management of an extensive business by being the inventor of a number of labor-saving devices and appliances that facilitate the transaction of a retail business to an unusual extent. This is a branch of the business that is not always taken hold of by the proprietor himself, and for that special reason has not the time and attention given to it, necessarily during after hours, that has been devoted to it by Mr. Menagh. Among the numerous special devices that he has adopted in the transaction of his own business, and now advertised to sell to other stores requiring such facilities, we desire to call attention to his Price Cards and Holders, an advertisement concerning which will be found in another column. As will be noticed in the illustration herewith, the Price Cards are reversible, and are intended to be used about the store by being placed in frames which are fastened to the wood-work of the shelving. On these Price Cards, it is intended to show the cost and selling prices of the goods on the shelves where these cards are placed. The frames are intended to measure 11 1-2x29 3-4 inches, and are made on the premises. They are hung between brackets, which are fashioned from bar iron bent in such a form that the frames can be turned around, and either side face the front. Each frame is designed to contain four price cards,



IMPROVED PRICE CARDS AND HOLDERS.

two on each side. They are arranged so that they are readily removed that changes may be made in the prices when necessary, and are all carefully protected from dust and finger-marks by having glass in front of them. The cards themselves are made of heavy cardboard, which is covered with plain white paper, ruled in accordance with the various goods to which they may relate. The frame is so constructed that by turning the catch to one side and removing the side of the frame, which is hinged at the top, the card can be removed. After the desired correction in price is made, it is easily returned and the side of the case put back in its original position. Each of the price cards has the names printed on them of the articles in large black type, and for all purposes, and to all appearances, are as thoroughly arranged as if they formed a portion of a price book. In fact, in Mr. Menagh's own store they may be considered to hold this important relation, the cards being a practical duplication of the pages of his own special price book, and his system includes giving the price-book page in one corner of the price card, so that the fountain-head of information may be constantly referred to, for the price cards in both his stores always agree with the price book. The improved Price Card Holder, which is also advertised in single and double frames, is made in two sizes, one 11 1-2x15 1-2 inches, and the other 11 1-2x29 3-4 inches, as noted in the illustration herewith. The smaller holder holds one 10x14 card on each side, protected by glass of the same size, while the larger admits two cards of the same size on each side, which are likewise protected by glass in front. These frames are carefully constructed, and the necessity for a hinged side has been done away with, the price cards and their protected glasses being put in and taken out through slits in one of the sides. When

in position, they are securely held by a small catch, so there is no danger that by an untoward movement the cards may be shaken out. By moving the catch the cards may be changed with very little trouble. Mr. Menagh takes a great interest in this improved method of conducting business, and would be pleased to furnish these Price Card Holders to any Hardware merchant who would consider it advantageous to follow his price system. The Price Card Holders are furnished without glass, to avoid the danger of breakage in transportation, glass of the size required, 10x14, being readily obtained anywhere as cheaply as he could furnish it. The price cards, however, are sold separately from the Holders. He has also prepared to furnish a special price book like the one he has in use for his own convenience, the book having 400 pages, 10x14 inches in size, in order that each page may be a correct copy of the price card, or vice versa. He has also included in the convenient articles for the fostering of this system, an Easy Sign Marker, which may be obtained from Mr. Menagh by those desiring to mark the price cards and price books in the same manner that he does. There is no doubt but what the orderly system and thorough application of labor-saving methods adopted through the use of these appliances has been of great assistance in the main and branch store conducted by Mr. Menagh, and would be found equally advantageous by any Hardware store doing a large and extensive retail business in any part of the country. The careful conduct of a business of this kind, assisting the clerks in the ease with which sales may be accomplished, has its effect in many other directions, as it inclines to care and attention being given to all the details of an immense establishment, orderly methods, and a thorough appreciation of improved facilities, making a successful business a natural result.

### A Favorable Balance of Trade.

The commercial record of the United States in the calendar year 1900 will surpass that of any preceding year, both in exports and in the excess of exports over imports, or "favorable balance of trade," as this excess is usually termed. The imports will be slightly below those of one or two preceding years, and when considered in their relation to population show a smaller importation for each individual than at almost any other period in many years. Basing the estimate for the year upon the eleven months' actual figures already received by the Treasury Bureau of Statistics, it seems probable that the exports of the calendar year 1900 will reach about \$1,470,000,000, and the imports \$825,000,000, making the excess of exports over imports, or favorable balance of trade, \$645,000,000, a sum greater by \$25,000,000 than that of any preceding year. It is only since 1873 that the exports have with any regularity exceeded the imports or produced the favorable balance of trade which has almost continuously characterized our commerce during the last quarter of a century. Yet it remained for the closing year of the century to present not only the highest figures of exports, but the highest record of excess of exports over imports, or favorable balance of trade in the history of our commerce.

Considering the exports alone, it may be said that for the calendar year 1900 they will be double those of the calendar year 1888, three times those of 1872, four times those of 1869, and five times as much as in 1867. On the import side the figures are less imposing. They will aggregate for the year about \$825,000,000, against \$840,000,000 in the calendar year 1892, when they reached the high-water mark of the century's imports.

Wunn—You see, to keep the house from getting robbed while I was out, I tried the plan of leaving the gas on at full force.

Tuther—And did it keep you from getting robbed?

Wunn—I thought it had until the bill came in.—*Indianapolis Press.*

### The Shattuck Hammerless Gun.

Schoverling, Daly & Gales, 302-304 Broadway, New York, are largely interested in the distribution of the Shattuck Hammerless Gun, an illustration of which we give herewith. It forming one of their most important specialties, and has become one of the most popular double-barrel breech-loading hammerless guns ever marketed through the Hardware jobbing trade. Notwithstanding the moderate price at which

goods are packed the most rigid inspection is exercised and the development of the slightest flaw or imperfection is sufficient to cause rejection. Hand labor is employed throughout in forging, grinding, cutting, straightening, tempering and polishing, hence careful watch may be kept for flaws and a finished product of the best quality assured.

Dealers should ask drummers to show them the Goodell No. 75 steel, or full particulars may be obtained from the makers,



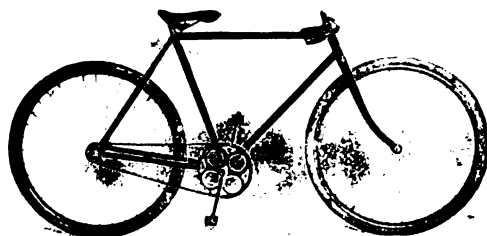
THE SHATTUCK HAMMERLESS GUN.

this gun is marketed, it is esteemed especially for its shooting qualities, which have proven to be of such an excellent character that this feature alone is largely instrumental in its wide distribution. In construction it is extremely simple, nothing complicated, is made with polished blue steel barrels, or the genuine twist barrels, both styles having their admirers. It has a top-snap lever action, double bolt, and is provided with a matted extension rib, with walnut stock having a checkered pistol grip and fore end, with a rubber butt, and is made in 12 and 16 bore. The business done in this gun has been so phenomenally large during this season that the factory has been scarcely able to fill orders as promptly as they would desire, but Schoverling, Daly & Gales are well supplied, and have abundant confidence in their ability to control the trade.

Goodell Company, Antrim, N. H.; New York office, 10 Warren Street.

### "Elk" and "Dixie" Bicycles.

The Arcade File Works, Anderson, Ind., and 97 Chambers Street, New York, have just issued to the trade their Advance Catalogue Circular of the "Elk" and "Dixie" Bicycles made by them, in which they briefly describe the style and equip-



ment of their line for 1901, comprising four models, which, with options offered, will, they think, cover the demands of the cycling public.

### The Skating Season is With Us.

The Union Hardware Co., 95 Chambers Street, New York, represented by Tower & Lyon, while making the same general line of Ice Skates as in the past few years, are presenting some entirely new high-grade goods possessing special features. Their new Flanged Blade, one of their latest improvements, has been applied to many numbers of their steel skates. Their new patterns in Screw Clamp fastening have taken the



GOODELL KITCHEN STEELS.

it is sold makes it an attractive leader for the Hardware or cutlery dealer.

While this steel is sold at a low price, the makers desire it understood that the quality is thoroughly A1. The sharpener is made from the best quality of special crucible steel. It is not rolled nor cast, but is carefully forged under the hammer, insuring a close grain and fine temper. It is then carefully ground and turned to true size and shape, after which it is cut by a special process to secure the rising cutting edges so well known on the best grade of steels. From the time the metal enters into the manufacturing process until the finished

popular fancy, and also their new Lock Lever Club for ladies' use. Increased sales of Donoghue Racing Skates are reported, and the great demand for the Union Hardware Co.'s Hockey Skates proves their superior selling qualities. The quality, finish, shape and general all-round mechanical excellence of this make of skates leave little room for further improvement.

Sister-in-Law—How like his father the boy is!  
Mother—He's certainly like him in one way. He generally keeps me up half the night.—*Ex.*

### The New York Credit Men's Association.

The bi-monthly meeting and dinner of the New York Credit Men's Association was held Wednesday evening, December 12, at the Drug Club. Mr. A. H. Watson, President of the Association, presided at the meeting, and, after a short address of welcome, introduced Mr. Richard Young, of the Richard Young Co., who addressed the Association as follows:

ADDRESS OF RICHARD YOUNG.

You have placed before me the difficult task of treating one of the greatest subjects occupying the thought of our commercial community. Never in the history of this, or any other country, have such rapid commercial strides been made as those of this nation during the last decade, and especially in the past year, when our foreign trade reached more than \$2,250,000,000—our exports aggregating \$1,400,000,000—and this is but the beginning of an era of development which is to assume proportions far exceeding the expectation of the most sanguine, if we are wise enough to take advantage of our opportunities.

Four years ago in England the most jealous antagonism existed towards American competitors. This has largely disappeared, and we find now a commendable rivalry and a steady, rapid increasing demand for American goods of all varieties. With the quick steamer service, goods can be landed and collections returned quite as promptly as from our far Western States. These remarks apply generally to the English speaking people everywhere, and especially to Australasia. While the population is only 5,000,000, the Australians are among the richest per capita of any people in the world, and are liberal buyers of fine quality goods, are fine merchants and favorable to America.

Norway and Sweden, though a small market and contiguous to England, we think an excellent field for operation. The people are bright, honorable and friendly. They have generally a high sense of honor, and with ordinary care there should be no difficulty with credits. France and Germany have great possibilities for us commercially. Generally credits are safe, and for large transactions. Letters of credit will be given without hesitation. Russia, with its vast population, is not such an encouraging field for operation, owing to the comparative poverty of the masses, and the strong preference for France. Turkey, with its 40,000,000 people, scarcely 1,000,000 are possible customers for many of our goods. The people, as a nation, are very poor, and their wants limited. There are many merchants anxious for our American manufactures, but they should open credits in New York, and this can be safely required as they demand such a credit for nearly all goods which they send abroad. We have heard much of the possibilities of developing trade with the Orient, but it is well to remember that of the 400,000,000 in the Chinese Empire, not more than 1,000,000 can be considered as consumers of a general line of our goods. Japan, with 40,000,000, is a more promising field, but here also we are confronted with customs unaltered for hundreds of years, and not more than 1,000,000 can be expected to purchase anything in the nature of luxuries.

To do a successful foreign business and realize the possibilities which await us, there are certain conditions which must be conformed to. If our business is of sufficient importance, we should send our own representatives, who should speak the language of the people. Samples should well represent goods, and scrupulously avoid sending anything inferior. The opportunities for successful business in the United States are greater than anywhere else, and must continue so for many years, with a population growing at the rate of 1,250,000 annually, and with the new possessions Americanized and developed, we can safely predict a still more rapid advancement than before. We think it quite safe to assume that in ten years we will head the list of nations in foreign trade as we do now in exports.

The presiding officer then introduced Mr. Wm. R. Corwine, of the Merchants' Association of New York, who said:

ADDRESS OF WM. R. CORWINE.

Mr. Young has taken us across the Atlantic to England, the Continent and large parts of the world, and brought up in China and Japan, touching Australia *en route*. He has generalized and told us how we may increase our trade. I have spent some time in Japan and China, and the growth of trade since I was there has been so remarkable, had I the figures with me and read them, it would sound like the story of Aladdin's lamp.

Trade will increase in the next fifteen years with such rapid proportions that we will be appalled at the enormous value as time goes on. Cheap rates must be provided by

the closest possible routes, and we must have in turn better banking facilities throughout the world by means of which we may be able to collect for the goods sold direct, through our own banks in New York, and not have to conduct a triangular banking operation.

Mr. Young points out rightly that before many years New York will be the great financial center of the world. He is right. That development may be laid down upon lines so absolutely sure of success that there can be no possible doubt as to the future. There is another factor entering into the development of the foreign trade which I want to allude to, and which is something that we all have at heart. The improvement of the Consular Service of the United States. The class of men sent as Consuls were not a class of men, by a long shot, as the members of this Association. They were appointed, as a rule, and are appointed as a rule, simply because those in power at Washington desire to get rid of them. In getting rid of them they do this country a great deal of harm. There have been men of high standing who have received their appointment through accident. No matter how honest a man may be, or how ambitious he may be, he is not capable of giving the full measure desired unless he has had some training of the commercial conditions, or unless he has an ability to grasp the conditions of the country to which he is accredited. In past times there was little belief that this country was going to expand in trade to the extent to which it has expanded. Their horizons were bounded by the Congressmen's district from which they came. The Spanish-American war came, as we know, and I don't suppose there is a man in this room who did not feel proud, however he may have disagreed about the political bearing of that war, it came and ended as it ought.

To conclude, there is a motto on the back of your menu which reads: "A cheap credit man is the most expensive luxury a house can have." A cheap credit man is a luxury, and somebody has got to bear the burden of his cheapness.

The presiding officer then introduced Dick S. Ramsay, President of the Hide and Leather Bank, who said:

ADDRESS OF DICK S. RAMSAY.

We live in a State that is justly called the Empire State. We live in a nation that is the blest of all nations of the world. We have everything in the world that the earth produces. Now let us utilize all of that. There is no place in the world that should do the business so cheaply in the shipping line as New York City. There is no reason why a large proportion of the business community of the whole country should not be transplanted to the State of New York if we could expand the Erie Canal. You can save from \$1.50 to \$2.00 a ton on every ton brought to this city and transported to Europe. As a matter of credits, I won't undertake to talk about credits, because this intelligent audience is dealing in that line perpetually. I want to say this one thing. In my whole entire business life I have practiced this one thought. That if you want to get down to the facts as regards whether it is safe to trust a man, find who the man is, what his character is, how he lives, and how he treats his neighbor, and see that he is a fairly good man, then it is safe to trust him. You cannot make a man sign a mortgage on his wife and children; such a man will certainly dupe you. If you find him honorable in his deportment, honorable in the town that he lives, I won't ask that he drinks water all the time. Let him be fairly straight in his walks of life, and that man is pretty near safe to trust, and I think you will all bear me out.

These set speakers were followed by reports from the chairmen of the various committees, showing active work all along the line.

Eclipse Mfg. Co., Elmira, N. Y., have issued their fourth annual catalogue relating to the Morrow Coaster and Brake, in which they explain and illustrate the workings of the Brake in such detail as will enable riders and dealers to understand its perfect construction, and its superior mechanism. It is explained that the Brake is made from a superior quality of steel, and that each working part is tempered and constructed in such a way as to make its performance indicate its utility and endurance, as every part of its skilled construction is combined in an harmonious manner in order to work as a unit.

Casey—Phat do yez prefer as a chaser after dhrinking whiskey?

Cassidy—Anything but me woife.—*Ex.*



## RECENT TRADE PUBLICATIONS.

**J. L. BOARD ENGRAVING Co.**, 176 South Clinton Street, Chicago, Ill. Four-page circular, under the head of "Business Helps for Busy Men," referring to "Easy" Sign Markers, "Universal" Stamp Racks and Metal-Bodied Rubber Type, manufactured by this concern.

**MATCHLESS METAL POLISH Co.**, 69 Frankfort Street, New York. Envelope circular and price list of high-grade Metal Polishers and Buffing compositions in wide variety made by this company. This includes a large line, and covers almost every requirement for which such goods may be desired.

**R. M. PANCOAST**, Camden, N. J. Eight-page pamphlet entitled "Fresh Air In-Doors," and exploiting the merits of the Pancoast Window Ventilator, which is a ventilator possessing novel features of great utility that makes it admirable for the purpose designed, in all large offices, buildings, halls, churches, passenger car windows, etc., etc.

**STANDARD TOOL Co.**, Cleveland, Ohio, and 94 Reade Street, New York. Calendar for 1901, designed for general distribution throughout the trade for use in the superintendent's or master mechanic's office, and containing considerable information in addition to its use as a calendar in demonstrating the utility of the tools manufactured by this well-known company.

**PELOUZE SCALE & MFG. Co.**, 133 South Clinton Street, Chicago, Ill. Envelope-size circulars exploiting the convenient Pelouze Postal Scales which, under the names of the "National," "Princess" and "Countess," are popular specialties handled by the Hardware trade, the two latter being designed for useful holiday presents for a lady's or gentleman's desk, being made of silver or seal leather. They are very convenient little specialties, and deserve a wide distribution.

**ARCHER IRON WORKS**, of 36 La Salle Street, Chicago, Ill. Twelve-page catalogue of Steel Wheelbarrows, Lumber Carts, etc., which are shown in all their many varieties, well illustrated, complete with list prices throughout. Embraced in its contents are prices on steel trays, both riveted and pressed, and a description of their lumber carts for saw mills and wood-working shops, which have achieved a popularity for the purpose of hauling lumber in lumber yards, and large plants requiring a light conveyance of this description.

**G. A. CROSBY & Co.**, Chicago, Ill. Four-page large size booklet, designed to show their present facilities of an electrical character, their entire shop equipment of machinery being up to date, and of the latest and best designs, the entire plant being operated by electric drive. Illustrations are given of their present extensive plant, and several of their varieties of presses and similar machinery, foot and power shears, slitting shears, etc., for the manufacture of which this concern has succeeded in obtaining a leading position.

**RUSSELL & ERWIN MFG. Co.**, New Britain, Conn., and 43 Chambers Street, New York. Booklet of 12 pages, nicely printed on coated paper, and well illustrated throughout with miniature engravings, showing the Wayne design in door and window trimmings manufactured from wrought real bronze in several finishes, including Natural bronze color, polished, Chocolate background, light bronze relief, Old copper, mottled, and Regular oxidized copper. This includes a complete line of Locks made from wrought steel, embracing mortise lock sets, sliding door sets, front door and vestibule sets in large variety, together with wrought bronze push button, flush sash lift, push plate, etc.

**GOODYEAR TIRE & RUBBER Co.**, Akron, Ohio. Oblong catalogue of 24 pages of the Goodyear-Akron Bicycle Tires. It is printed on excellent paper, and finely illustrated, showing their line of single-tube Tires in large variety, together with Unguaranteed Tires for 1901 marketed under the name of the "Goodyear" and "Ajax." Included in the contents is the Goodyear Detachable Tire, made to fit any common or detachable rim; Endless Inner Tubes, Universal Pedal Rubbers, Frame Guards, Repair Plugs, Schrader Valves, etc.

**E. W. BLISS Co.**, Brooklyn, N. Y. Sixteen-page catalogue of the "Bliss" Inclined Power Presses, which have been favorites among manufacturers of sheet metal goods for a number of years. The range of work for which they are adapted includes nearly every kind of blank cutting, perforating, forming and combination die work; in fact, covering a large proportion of the operations required in the manufacture of cans, pieced tinware, electrical goods, brass goods, trimmings, etc. This line of goods has been recently re-designed, and entirely new patterns made of increased weight and strength, making this little catalogue a very desirable one for those interested in the use of machinery of this description.

**ALBANUS L. SMITH & Co.**, 1305 Arch Street, Philadelphia, Pa. Catalogue of 36 pages of the United Flexible Metallic Tubing Co., Ltd., manufacturers of Flexible Metallic Tubing. A very handsomely gotten-up catalogue on coated paper, oblong in shape, superbly illustrated throughout, it giving an admirable idea of their facilities for the manufacture of the class of goods exploited therein, which cover almost everything possible within the reach of the useful applications of Flexible Metallic Tubing, which has obtained considerable vogue for its use as an armoring for electric wires, more particularly in lamps hanging from the ceiling. Reference is made to the fact that it is the use of such tubing that is a complete defense against the attacks of vermin. The rapid development of steam pressure gained by the wide distribution of tubular boilers has given a great impetus to the increased use of metallic tubing, and it is now employed in thousands of cases where rubber, which is vulcanized and charred at a comparatively low temperature, would be found absolutely useless.

**WHITE, VAN GLAHN & Co.**, 49 East Forty-second Street, New York. Booklet of 12 pages, very handsomely printed on coated paper, and finely illustrated throughout, having for its title page "Hardware Problems Solved at 49 East Forty-second Street." Among the half-tone illustrations with which the booklet is filled is a view of the front of the store, showing its attractive window, the interior of the store very artistically displayed, the show cases and general appearance. On another page is a fine cut showing the method of using sample boards in cases behind glass, indicating the compact form in which these goods are presented to the customers, whose wants they undoubtedly develop. Interspersed throughout are illustrations of the style of goods in the way of pearl-handled knives in sets, carvers, forks and steels in sets, scissors, knives, etc., forming a part of the high-grade stock carried at this branch store. At the conclusion it is stated that while no mention has been made of the many other things incorporated in their stock that would interest the reader, they have everything included in the word Hardware on hand at this store, the main store being at 15, 16 and 17 Chatham Square, where it has been a landmark for a half century.

## NEW GOODS AND SPECIALTIES.

### Heller's Mice-proof Seed Cases.

W. C. Heller & Co., Montclair, N. J., are manufacturing the Mice-Proof Seed Cases, an illustration of which we give in connection with this article. These seed cases are made to contain a certain number of drawers, which are made from hard wood, pine, North Carolina pine, oak, ash or cherry, constituting the fronts and backs, being painted, stained or varnished, as desired, the fronts and backs being 3-4 inch thick. The sides and bottom are made of one piece of the best patented rolled galvanized steel, and in this fact consists their mice-proof feature. The steel is embedded in the wood ends by a patented process, and secured by wire brads driven from the inside through the wood and metal, thus making a box that is constructed on a scientific principle, with no nails or rough edges on the outside to tear the shelving, and so closely constructed that it is impossible for the finest seed to escape. On the right-hand



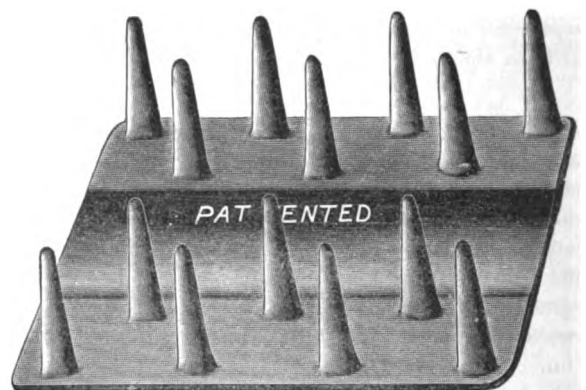
HELLER'S MICE-PROOF SEED CASE.

side of this box, near the front, is a depression which is enameled and upon which the cost and selling price of the contents of the box can be marked. The said marks can be rubbed off and changed at any time without injuring the enamel. By the use of a case of this description, the Hardware dealer handling seeds is able to condense this department in much less space, and in a receptacle that will not only prove the most serviceable seed box he could add to his fixtures, but by an increased utility would make the cost extremely moderate. All seed cases are equipped with these steel boxes. W. C. Heller & Co. issue in connection with this department of their business, a catalogue containing full instructions and description in regard to this line of goods, they being made in a number of sizes suitable for the requirements of the dealer who handles a small allowance of seeds or a much larger line. These drawers are all fitted with solid bronze drawer-pulls and card clips, and having the steel division between each box, it is not possible for seeds to get mixed.

### Thacher Belt Fastener.

Among the many devices that have been invented for the fastening of belts while in use, the Thacher Belt Fastener is, perhaps, the most popular. It is an invention free from the defects of lacing, which is the system most generally adopted, one of the principal faults of which is, that the lacing yields unnecessarily to the labor required of it, and this con-

stantly affects the tension of the belt, which requires frequent renewals with the usual attendant delays. The putting of this fastener on a belt takes two or three minutes, while lacing takes from eight to twenty minutes. Cost about same and consider time of men lost. Thacher Fasteners do not weaken the belt where teeth go through. Do not break the grain or fibre. Teeth take up so much less space than other hooks and do not tear or rip the belt. Then again a loss of strength to the belt itself by punching for the incision of the lacing, may be safely entertained as greatly weakening it. Frequently a further loss is incurred through its tendency to yield, preventing the belt running true. This, of course, necessitates extra wear and tear on the belting. This is all overcome by the use of a belt fastener like the one under consideration, which, being constructed of the best quality of malleable iron, is guaranteed to stand the severest test without breaking. Then again, it is claimed that a number of other points should be considered, among which may be mentioned: Economy of cost, time saved when applying, and the lessened wear and tear on the belting, while at the same



THACHER BELT FASTENER.

time affording a smooth operating surface. No punch is required for its application; the two ends of the belt are brought together on a block of wood, the hook driven through, and clinched invariably toward the break in the material. The clinched side of the hooks, it is intended, shall run next to the pulley. On wide belts two or more hooks are required, and the hook should not be as wide as the belt, an eighth to a quarter of an inch on each edge being left. No punching of holes required. Makes an endless, continuous belt. No pulling apart. It is guaranteed to stand the tensile strain according to the line of work to which the belt may be adapted, and can be used on all sizes, widths, kinds and makes of belting. The Thacher Belt Fastener is manufactured by the Thacher Belting Hook Co., Cleveland, Ohio, who will be glad to furnish additional information upon request.

### Bell Gas Stove.

The Vacuum Gas Stove Co., 128 W. 23d Street, New York, are the manufacturers of the Bell Gas Stove, illustrations of which we give herewith. They are manufactured in a number of extremely ornamental styles, being regarded by the company as specimens of artistic execution in the line of gas stoves presenting new scientific features. The style shown in this article is designated as the Parlor Urn Heater, and is placed upon the market as handsomely plated as most silver table ware. They are but 17 inches high, and weigh but 12 pounds. Each burner itself is a miniature gas furnace entirely enclosing the flame, so that no gases can escape without being consumed. The heat by

its peculiar construction is deflected to the floor, and, different from similar stoves, the gases are not thrown upward from the top of the stove, but from the lower part of the heater, making it much more effective for this purpose. It is claimed by the manufacturers that by the perfect consumption of gas in its operation, they are a sanitary appliance in the heating line deserving of consideration. The urn in the heater can be turned aside as shown in cut,



BELL GAS STOVE.

and the stove used for cooking or light housekeeping purposes equally as well as a gas plate with or without an oven. Or the stove can be used to heat the kitchen, and can be placed on the table or on top of the range. It is intended to be used as an ornamental parlor heater, and in that desirable form should prove an extremely salable article. Among the commendable features of this system of heating, the manufacturers call the attention of dealers to the fact that the Bell Stoves consume less than half the gas made necessary by the ordinary illuminating flame gas heaters. As well as being much more hygienic to burn in a room than the ordinary coal stove, it is extremely economical as compared with all similar appliances. In fact, it is as economical to burn as coal in most cases. They dwell upon the fact that the hygienic features and their facilities for both cooking and heating would naturally make them a salable specialty with any Hardware dealer interested in this line of goods.

#### Majestic Bolted Barrow With Improved Tray.

The Michigan Wheelbarrow and Truck Co., Saginaw, W. S., Mich., are placing before the Hardware and supply trade the Majestic Bolted Barrow with improved Tray (Fig. 1),

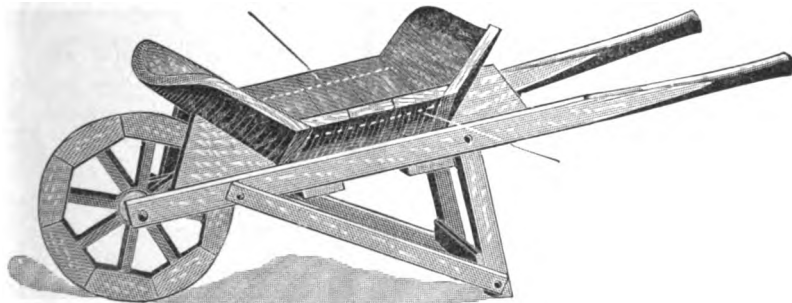


FIG. 1.—MAJESTIC WHEELBARROW WITH IMPROVED TRAY.

of which we give an illustration herewith. While the barrow to all appearances resembles the usual style marketed for general purposes, the special feature of this barrow consists of the tray, the peculiar construction of which is shown in Fig. 2. It is something entirely new in the wheelbarrow line. It will be noticed that the three pieces of the bottom are held together with iron rods, which pass through both ends of each piece about 2 1-2 inches from the end. In order to draw the three pieces tightly together, the ends of the rod are clinched, thus making the tray far more durable than is usually the case in this grade of barrow. The manufacturers

state that it cannot warp, break, split or get out of shape in use, nor is there a disposition to check when exposed to the weather, as all the trays are kiln-dried, so that they cannot open up. Even when in service wheeling damp earth, etc., the condition of the barrow will be found extremely tight. It is undoubtedly made for continuous service, and is referred to by the manufacturers as being thoroughly reliable, being constructed from good stock. The tray above re-

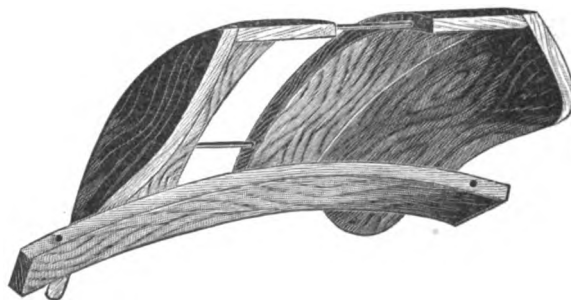
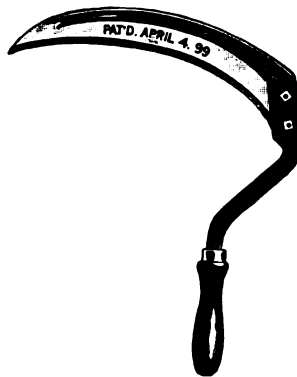


FIG. 2.—THE MAJESTIC TRAY.

ferred to is mounted on the several grades of the company's products marketed under the names of the Standard Bolted, Valley, Saginaw and Michigan frames. Notwithstanding the increased cost of manufacturing included in the ripping out, boring the holes, the iron rods, the putting together, and the extra cost of bending, which makes it more expensive, this improved tray is offered at the same price as the company's one-piece bottom tray.

#### Little Giant Grass Hook.

H. S. Earle, 705 Fourth Avenue, Detroit, Mich., is the patentee and general sales agent for the Little Giant Grass Hook, which, although manufactured from patents of as recent a date as February 13 and June 26, 1900, has achieved such unusual popularity with the trade handling it as to give it a deserving distinction among all hooks of a similar character. As will be seen from the illustration, considerable originality is noticeable in its construction. It is, in fact, a miniature scythe, scientifically adjusted at a proper angle, so that to a practiced hand it looks just right, and is claimed by the manufacturer to hang just right and cut equally as well. It so nearly approaches the perfect characteristics of a scythe that a small lawn may be mown with it, or in connection with the use of a lawn mower the grass growing close to trees, fences and other places not easily reached by a lawn mower may be carefully trimmed and kept in proper order. It is equally as serviceable in cutting corn or clipping hedges. The patentee, Mr. Earle, says that any jobber



LITTLE GIANT GRASS HOOK.

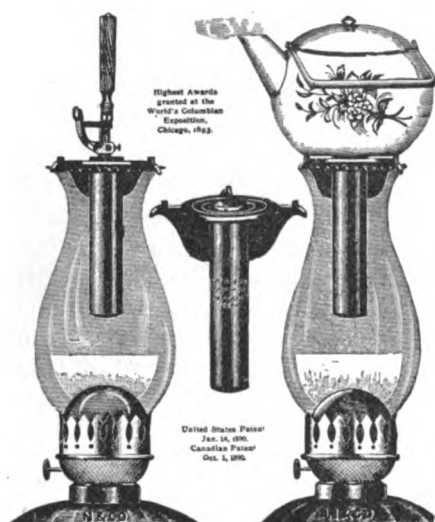
who at the present time is unfamiliar with the merits of this tool of his, may have a sample for the asking, and he makes us, to some extent, responsible for having this done by our readers, as he will undoubtedly be disappointed if each of them doesn't request this sample so freely offered. Of course, this refers more particularly to the jobbing element, and we trust will be unanimously availed of. Among other specialties largely handled by Mr. Earle, and with which his name is identified, is the Be Ve Be Scythe, manufactured by the North Wayne Tool Co., Hallowell, Me.; also, the Little Giant Corn Knife and the Brooks' Corn



Hook, with a serrated edge, manufactured by the same company. He also is general sales agent for the S. S. Tro-Tem-Pla Hoe, manufactured by the Ely Hoe and Fork Co., St. Johnsbury, Vt.

#### Nicol's Curling Iron Heater, With Shield.

Nicol & Co., 55 West Washington Street, Chicago, Ill., are manufacturing and distributing through the Hardware and Notions trade the patent Curling Iron Heater illustrated herewith, which has already met with an extended sale, continued use indicating its growing popularity. It is designed, by the use of a new shield, for the prevention of the curling irons becoming soiled or blackened by the process of heating. It is intended for use on an ordinary lamp chimney, stove or grate fire, and the shield so protects the iron it makes the usual wiping unnecessary, takes less time, and avoids the customary washing of the bang, which is necessary when the hair becomes smoked from contact with an unprotected iron. The shield can be used with the iron inside, either in a lamp chimney or the fire, and will heat as easily, while



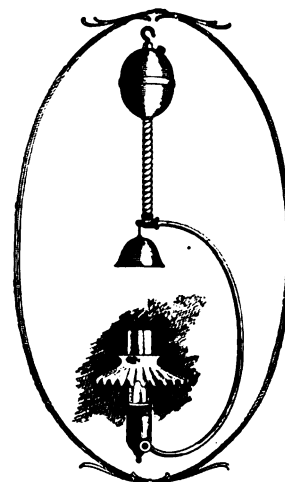
NICOL'S CURLING IRON HEATER, WITH SHIELD.

it can be readily separated by pressing the thumb-piece or handles of the curling iron together.

#### Argand Vapor Lamp.

Argand Vapor Lamp Co., 1149 Fourteenth Avenue, Detroit, Mich., are the manufacturers and patentees of the Argand Vapor Lamp, which we illustrate in the accompanying cut, which represents the Style A, the length of which is 40 inches, and the capacity of the tank one quart. It is also manufactured in several other styles, circulars giving full particulars regarding which may be had upon request. The Argand Vapor Lamp in its construction is designed to manufacture its own gas from common gasoline, thus causing it to be a gas plant within itself. The gasoline is contained in the reservoir at the top of the lamp. Through this reservoir passes a feed-pipe manufactured from heavy seamless brass tubing, through which the gasoline is conducted to the generator, which is concealed in the burner. The gas becomes mixed with air (burning about 95 per cent. air), and produces a blue flame, which when applied to the Welsbach mantel, which forms a part of the outfit, is enabled to give out a bright, steady, white light of intense brilliancy, at a cost claimed by the manufacturers to be but 1-6 of a cent per hour. The gasoline cannot escape except through the burner, and there the hole is so small as to make no fear of risk regarding the same. Every effort is made in its construction to produce an article as perfect as the best of material and skilled labor can manufacture. Attention is called by the company to the fact that the insurance companies now issue permits for the use of these lamps without extra charge, that should be considered sufficient endorsement of their perfect safety. In addition to this, the company have a system of careful and thorough inspection, which tests their perfect manufacture

before one of them is permitted to leave the factory, and it is consequently guaranteed by them in every way for one year. The generator is entirely concealed from view in the burner, and to all appearances the light is an ordinary gas jet. It is a well-known fact that gasoline frequently clogs up the chan-

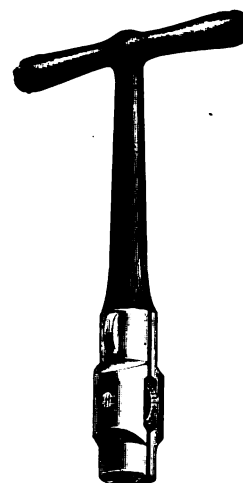


ARGAND VAPOR LAMP.

nels through which it is supplied. The Argand generator is so constructed, having this emergency particularly in view, that every channel is accessible without taking the generator apart. This enables it to be easily cleaned, and restores it to its original usefulness in a very few minutes' time without even removing the mantel. This is a feature the manufacturers claim worthy of consideration. The Argand Vapor Lamp Co. are desirous of making agents for the sale of this improved lamp in all parts of the United States, Canada and Mexico, and would be pleased to open up correspondence with dealers who contemplate the addition of a line of similar specialties to their present stock.

#### Adjustable Socket Wrench.

The Smith & Egge Mfg. Co., Bridgeport, Conn., are the manufacturers of the Adjustable Socket Wrench, an illustration of which is herewith presented. It is a very useful tool for the use of the machinist or even the farmer, as it can be used in many places that cannot be reached by other wrenches, such as putting up hangers, running taps and reamers, and for adjusting lag screws. It will be found extremely handy in the tool room, machine shop and on the farm. It is made in three sizes, as follows: 6 in. Adjustable



ADJUSTABLE SOCKET WRENCH.

from 1-4 to 1-2 in. square; 9 in. Adjustable from 5-16 to 3-4 in. square; 12 in. Adjustable from 1-2 to 1 in. square.

**PATENTS** Preliminary Consultation Free.  
**HENRY J. MILLER,**  
 55 Equitable Building, BOSTON.

# REVIEW OF THE MARKETS.

**Wire Nails:** There is still an unusually good demand for wire nails in a regular way. The orders are not exceedingly large, but still stocks are undoubtedly kept well assorted, judging by the specifications received from the dealers. Prices continue as heretofore published, and are as follows, f. c. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots	\$2.20
less than carload lots	2.25
To retailers in carload lots	2.30
less than carload lots	2.40

New York prices continue without change, as follows:

To retailers, carload lots on dock	\$2.48
less than carload lots on dock	2.55
Small lots from store	\$2.60 to 2.65

**Cut Nails:** At the recent meeting of the cut nail manufacturers, held on the 13th inst., December prices were reaffirmed to continue through the month of January. A fair demand exists, and sales are steady for the season, with no special indication of change in quotations, which remain as follows, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	\$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York quotations remain as previously reported.

To jobbers in carload lots on dock	\$2.13
less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	\$2.30 to 2.35

**Barb Wire:** The demand is certainly a very good one from the West. The demand for barb wire has been notably better this season than it was anticipated it would be. It is evident that there will be no immediate change in price, as orders are being booked ahead in sufficient quantity at present prices to warrant this assumption. It has been difficult to obtain barb wire as promptly as it was required on orders from trade centres. The demand continuing will undoubtedly make this condition of affairs perceptible for some time to come. Prices continue as previously quoted, as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	\$2.50
Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
Galvanized	2.85
To retailers in carload lots, Painted	2.60
Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** The market for plain wire is still in a satisfactory condition, the demand being above the average for the season of the year, and indications point to the probability of this state of affairs continuing for some time to come, as a confident feeling prevails in the market. Prices continue firm at previous quotations, which are as follows, f. o. b., Pittsburgh, terms 60 days, or 1 per cent. discount for cash in 10 days:

		Base sizes.	
		Plain.	Galv.
To jobbers in carload lots	\$2.15	\$2.55	
less than carload lots	2.20	2.60	
To retailers in carload lots	2.25	2.65	
less than carload lots	2.35	2.75	

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

**PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS).**

		Base sizes.	
		Plain.	Galvanized.
6 to 9	\$0.05 advance over base	.40	.40 extra.
10		.40	
11		.40	
12 and 12½		.40	
13		.40	
14		.40	
15		.40	
16		.40	
17		.40	
18		.40	

**Augers and Bits:** At a recent conference of the manufacturers of Augers and Bits, new prices were agreed upon, which are slightly lower than the nominal prices formerly quoted. The regular quotation to the retail trade has been established at 70 per cent. discount. Following the example set by other manufacturers of lines of goods that are of large consumption, a classified list has been adopted by which to regulate special quotations.

**Ship Augers and Bits:** A revised list has been adopted on Ship Augers and Bits, by the manufacturers, by which the larger sizes are advanced in price. Discounts remain as before, L'Hommedieu's being quoted at discount 15 and 10 per cent. and Snell's, Watrous' and Ford's at discount 40 per cent. The new list is as follows:

**SHIP AUGERS, WITH OR WITHOUT SCREWS.**

Sizes.	Per dozen.	Sizes.	Per dozen.
4-8 inch and under	\$7.50	16½ and 17-8 inch	\$57.00
4¼ " 5-8 inch	9.00	17½ " 18-8 "	72.00
5½ " 6-8 "	10.50	18½ " 19-8 "	86.00
6½ " 7-8 "	12.00	19½ " 20-8 "	101.00
7½ " 8-8 "	13.50	20½ " 21-8 "	115.00
8½ " 9-8 "	15.00	21½ " 22-8 "	130.00
9½ " 10-8 "	16.50	22½ " 23-8 "	144.00
10½ " 11-8 "	18.00	23½ " 24-8 "	158.00
11½ " 12-8 "	21.00	24½ " 25-8 "	187.00
12½ " 13-8 "	24.00	25½ " 26-8 "	216.00
13½ " 14-8 "	25.50	26½ " 27-8 "	245.00
14½ " 15-8 "	27.00	27½ " 28-8 "	274.00
15½ " 16-8 "	31.50	28½ " 29-8 "	330.00

**SHIP AUGER BITS, WITH OR WITHOUT SCREWS.**

1-8	4½	5½	6½	7½	8½	9½ and 10-8ths inch.
to 4-8	and 5	and 6	and 7	and 8	and 9	
\$6.00	7.50	9.00	10.50	12.00	13.50	15.00 per doz.

In Sets of Bits, 32 1-2 quarters, one each from 2 to 8-8ths inch, in plain boxes, per set, \$9.00.

**Chisels and Drawing Knives:** The irregularity in the prices of Chisels and Drawing Knives, that have been a feature in the market for some time, has not been the fault of the manufacturers, who have done their best to sustain prices. The manufacturers, in a recent conference, and with a desire to make a market price that would be satisfactory all around, have established a discount of 70 and 10 per cent., as the regular price to be quoted to the trade, and this they hope will be adhered to.

**Steel Squares:** A slight reduction has been made by the Associated Manufacturers in the published quotation of the discounts on steel squares, which is now established at a discount of 70 per cent.

**Wood Screws:** Under date of December 20, 1900, the Rogers Screw Co., Providence, R. I., quote as follows:

**BASE DISCOUNTS.**

Flat Head Bright	85 per cent.
Blued	85 per cent.
Add 5 per cent. for bluing.	
Flat Head Brass	82½ per cent.

They also make announcement of the fact that a full assortment of round head wood screws will shortly be among their productions.

**Cordage:** The cordage market has felt a slight weakening, which creates some irregularity in regular quotations. While the present prices do not show much profit over the prices of the raw material, an effort is being made by the manufacturers to get the trade in line without suffering unnecessary loss in the manufactured article, with a hope that the market will soon recover its strength under the more regular conditions. The following quotations represent the market at the present time:

	Pounds.	Cents.
Manilla, 7-16 inch and larger	93	
¾ inch	10½	
½ inch and 5-16	10½	
Sisal, 7-16 inch and larger	6½	
¾ inch	7½	
½ inch and 5-16 inch	7½	
Lath Yarn, Medium and Coarse	6½	
Jute Rope No. 1	6½	
No. 2	5½	



**JAP-A-LAC**

**JAP-A-LAC** is the hardest, smoothest, most elastic, brilliant and durable varnish on the market for floors and interior woodwork. Made in the following colors, which will stain and varnish by one application: Oak, Walnut, Mahogany, Cherry or Orange, Malachite Green, Ox Blood Red, Brilliant Black, Dead Black, Natural or Light, Ivory or White, Yellow, Spruce, Drab.

Architects should specify it. Painters should use it. Dealers should insist on it. Our Magazine advertising is creating a demand for JAP-A-LAC. Dealers should write for our money making proposition.

THE  
**GLIDDEN VARNISH CO.,**  
Cleveland,  
Ohio.

**Linseed Oil:** The Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels.....61 cents per gallon.  
In lots of 5 barrels or more.....60 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil, 85 cents per gallon.

**THE BOSTON TRADE.**

Although the season is drawing to a close there seems to be an unusual demand for general assortment, and December sales will show a marked improvement over those of last year.

The weather conditions have been most favorable throughout New England, and in some sections there has been an abundance of snow, which has created a demand for such goods as are always called for under those conditions; while in other portions the cold weather has caused a lively demand for Ice Tools, Skates and kindred goods.

Prices seem to be adjusting themselves, and such lines as have been held too high are being gradually reduced, and those which have been ruling at unreasonably low prices the last ninety days are becoming firmer and reasonable advances have already been made.

The decline in Screws is nothing more than anticipated, and is welcomed by the general trade.

There seems to be a unanimity of opinion as regards the coming year, and we trust that the predictions of the most sanguine will be fully realized. **FRYE, PHIPPS & Co.**

**THE PHILADELPHIA TRADE.**

It is gratifying to report that trade, for this period of the year, is keeping up unusually well, and the cold snap of the past few days has made a large demand for skates, sleds and other holiday goods. Of course, the time is now approaching for salesmen to withdraw from the road, and stock-taking has begun, although the pressure of business is such as to make the taking of stock more difficult than usual.

Manufacturers are still talking of advances in prices, although one or two Spring lines have gone through the inevitable yearly pressure, with the result of somewhat lower prices. This, however, does not extend to the general line of goods, and a very firm tone is manifested by many manufacturers, with considerable talk of higher prices.

It is generally felt that the country at large is in most excellent shape, and the anticipation of a good business next year seems to be widespread and general.

We trust all your readers will be satisfied with the results of the year, and wish them all the compliments of the season.

**BIDDLE HARDWARE Co.**

**THE PITTSBURGH TRADE.**

A Christmas issue of *Hardware* should contain only pleasant reading, and we are glad to be able to add our quota to the general make-up.

The year is ending with an excellent condition of business. Employment is general at good wages throughout the whole

section. Mills and mines are all running at fair margins for profit, and even Hardware jobbers will say that this has been one of their good years.

There are quite a number of "sky scrapers" projected for the coming year, to be built on one prominent street. Out of a dozen on paper, certainly three or four will reach the building stage next Spring—we are glad to see our capitalists investing their money in this way. It shows their confidence in the future of Pittsburgh, and we are quite sure they will have no cause to regret it.

We wish all your readers a Merry Christmas and a Happy New Year, and that there may be for all "Peace on earth, good will to men."

**LOGAN-GREGG HARDWARE Co.**

**THE CLEVELAND TRADE.**

There is no combination or trust in the country that can injure the business of the middle class as the railroads can by discrimination in freight rates. They can, and have, ruined the business of men, corporations and cities, and built up the most gigantic corporation on the business they destroy. Their power is more dangerous than all the trusts ever organized. If Congress has any sincere desire to protect the people against trusts, let them pass the Cullom bill, or some other, that will give the railroad commission the power to enforce its directions. Nothing less than such action will satisfy the business men.

The denial of equal rights in transportation is equivalent to the denial of the inalienable rights of life and liberty, and a nation that cannot prevent this is unworthy of respect, and the party that will not try to do it is unworthy of confidence. The possibility of such an enormous evil should not exist in a country that professes to give equal rights. Under the interstate commerce commission law properly amended, unjust discrimination can be prevented, and it is the first duty of Congress to make the law effective. It will not injure, but benefit, the railroads, as well as other business, to prohibit discrimination. This is the one thing necessary to check the growing impression of favoring government control of transportation lines.

All other pools and combinations have the elements of self-destruction if they attempt to injure the public.

November and December were record-breaking months in the Hardware trade, and "every prospect pleases."

**THE LOCKWOOD-TAYLOR HARDWARE Co.**

**THE DAVENPORT TRADE.**

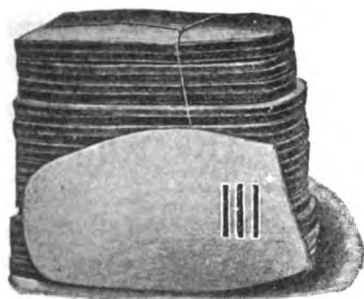
The Hardware balance sheets for the new year will not be as satisfactory as they were one year ago. The twenty dollars a ton decline on staple goods of April 1st, 1900, will again be brought to mind when dividends are declared January 1st, 1901. Just now money is a very cheap commodity; as its purchasing power decreases, prices will advance. It has been said that a fool and his money is soon parted, but the man who now exchanges his money for property, especially for Hardware, is no fool. A soft answer turneth away wrath, and soft weather turns away much trade in Winter goods. Competition was at one time said to be the life of trade. At present, co-operation seems more conducive to the profitable life of trade than does competition. If the members of the National Hardware Association should decide to pool their interests, we trust Davenport will be selected as headquarters for the new incorporation.

**SICKELS, PRESTON & NUTTING Co.**

**THE OMAHA TRADE.**

The unusually mild weather prevailing during the past season has made circumstances under which business has been transacted somewhat peculiar. Our Summer weather has extended up to the present time, and, in consequence, large quantities of season goods are being carried over and difficulty has been experienced in supplying the demand for lines not ordinarily called for at this season of the year. A feature of the situation is the extraordinary demand for Barbed Wire and Builders' Hardware. Prices are well main-





THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston.

tained and trade is considerably in excess of the average for this season of the year, notwithstanding the fact that it is running in entirely different lines from what is customary at this season. Some few orders for Spring goods are being placed, but the disposition of these is to hold off. Collections are above the average, and indications for the coming year point to an exceptionally large and satisfactory volume of business.

RECTOR & WILHELMY CO.

#### THE SAGINAW TRADE.

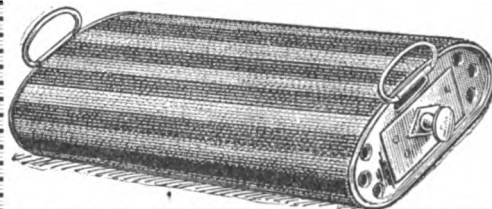
Business conditions in our territory are very satisfactory. Fall trade has been better than the average season, and collections are good. This is a salt-producing State, and the present price of salt is naturally of great benefit. All holiday lines are selling well, and a large Spring trade is looked for in general and Builders' Hardware.

MORLEY BROTHERS.

York, Pa.—The agricultural implement works erected during the past year by Samuel Morton and a number of other incorporators for the manufacture of several makes of patented farming implements and machinery will not be operated by the original company. Owing to circumstances which were not foreseen at the time of organizing the company the board of directors has determined upon leasing the works to Mr. Morton and two associates, William Evans and William H. Evans, his son. The new company will be known as the Morton-Evans Co. and will shortly assume charge of the plant.

### LEHMAN HEATERS AND COAL

For CARRIAGES and SLEIGHS



Are Quick Sellers...

THEY GIVE ENTIRE SATISFACTION,  
AND WHAT IS MORE

They are Simple Safe, Practical  
and Economical.

HARDWARE DEALERS will find our goods ready sellers, and the fact that 135,000 heaters are in actual use is sufficient guarantee of their usefulness. 500,000 pieces of coal sold annually, two cents' worth lasting twelve hours.

SEND AT ONCE FOR PRICE LIST AND CIRCULAR.

LEHMAN BROS., Manufacturers  
10 Bond Street, New York City

JAS. W. ERRINGER

(Gen'l Western Sales Agent)

Mention HARDWARE when writing.

297 Wabash Ave., Chicago, Ill.

Now is the  
time to apply  
for the

# AGENCY

Used for Interior and  
Street Lighting.

of the

# DORAN LIGHTING SYSTEM

Remember the *first* in the field will reap the harvest. Our improved Doran Lamp is the height of perfection in Hydro Carbon lamps. *Don't* confound this with the common 100 candle power gasoline lamp. We have something entirely new, pronounced by *all* who have seen it the *BEST* thing they ever saw.

A Few of Its GOOD POINTS:

1250 Candle Power.

No fount to fill and break mantles.

No shadow below, light all around.

Turned up and down instantly with a chain.

Simplicity. (It will surprise you.)

Practically Noiseless.

Every Lamp

Sold

Sells Another

Handsome, looks exactly like the best electric  
arc lamp.

Last, but not least, the cheapest system on  
the market, both in first cost and in operation,  
which is 1-6 of any other light of its  
power.

We are appointing agents now for every town and city in the U. S. It will be profitable to you because we have *positively* the best system of lighting ever invented. It has absolutely *no faults*. Every lamp guaranteed to be perfect and give satisfaction when received. As to our responsibility we refer to any bank or mercantile agency in Chicago.

## ACORN BRASS WORKS.....CHICAGO

19 H JEFFERSON STREET.

Special Notice:—All infringements on this patent will be prosecuted to the full extent of the law. *Exclusive territory will be granted.*

# NICHOLSON.

FAMOUS FOR TEMPER  
AND CUT.

NICHOLSON FILE CO., Providence, R. I., U. S. A.

SOLD ALL OVER THE WORLD.

Supplied to 24 Foreign  
Governments.

## THE ST. PAUL TRADE.

With the near approach of the holiday season we always expect a decline in our business, but this year seems an exception, as our trade is keeping up splendidly, but the lack of crop, and consequent lack of money, is no doubt having a bad effect. Still, if these conditions had been normal, what would we have done with the orders? We should not have had room to handle them, as our business during the last three months has been all we could attend to.

We try to study out what will be the market for the Spring and cannot come to any conclusion. We wish some wise man would tell us whether prices will be strong or weak, whether the American Steel & Wire Co. will put their prices up or down, or leave them where they are, and while this prophet is at work he might as well do a whole lot of guessing, as we believe all are somewhat at sea in regard to the future. Still, Providence will, no doubt, take care of us as in the past.

C. W. HACKETT HARDWARE Co.

## THE SAN FRANCISCO TRADE.

The last holiday trade of the 19th century started in much earlier than has been its custom of late years—commenced fully two weeks before Christmas and progressed each day in a cumulative manner as the time of the arrival of the wonderful Santa Claus drew nearer.

The principal local trade interest event that has occurred since our last letter of a fortnight ago was the San Francisco and Oakland Retail Hardware Dealers' Association banquet on the evening of December 7th. Although the association is scarcely a year old, it is sturdy for its age and is destined to occupy an important place in San Francisco trade circles.

At the banquet, said a local paper next morning, practically every member was present. The repast was an excellent one, and after the guests had partaken of it generously, F. H. Ellis, chairman of the Arrangement Committee and toastmaster of the evening, called upon President Sites, who delivered the address of welcome. He predicted a brilliant future for the association.

The objects of the association were briefly outlined in a happy toast by F. F. Osborn, after which S. V. Armstrong told of some of the things the association has accomplished and is likely to bring about in the future. "The Relationship Between Jobbers and Retailers" was the subject of a well-handled speech by Henry Gracey. The closing toast was given by J. P. Maxwell, who related some incidents and conditions which he had observed among the trade while in the East.

TRADES PRESS ASSOCIATION.

## THE GRAPHITE INDUSTRY.

John A. Walker, vice-president of this company, having returned from Europe after a brief business trip, the occasion was celebrated by a banquet, tendered him by the office force and salesmen.

It was a particularly bright and fortunate gathering, as the managers of the New York, Philadelphia and Chicago branches were present.

While the affair was intended to be social, it gave Mr. Walker an opportunity which seldom presents itself,—that of talking to so complete a representation of the men over whom he presides.

His address was on the unique position occupied by the Dixon Co. abroad, and his experience with the foreign representative houses who are all enthusiastic on the matter of the Dixon Graphite Products.

These products are now being shipped to about every civilized country on the globe, and the fact shows conclusively that the European market is wide open for fine class goods "Made in America."

General business is more quiet, December being a rather dull month naturally, but we look forward to the brightest kind of a new century, which will break previous records.

JOSEPH DIXON CRUCIBLE Co.

## The Tubular Rivet and Stud Co.

From The Tubular Rivet and Stud Co., Boston, Mass., we have received two interesting catalogues, viz.: Their Rivet Catalogue No. 2 and their Machine Catalogue No. 6. The rivets of this company are made of carefully selected steel or Swedish iron, and are plated with japan, copper, tin, brass, nickel or silver. They are manufactured in many special styles to meet special demands. For some methods of riveting, "caps" are frequently used to give the appearance of a head on both sides. These caps are of two styles: concave and flat. The former are made from sheet metal and can be used either with the bevel pointed or tubular rivets. The latter are made from solid wire, and while adapted to either the bevel pointed or the tubular rivets, are especially intended for use with this firm's "Perfection" rivet, in which case the appearance of the rivet head and cap is exactly the same.

This company make four classes of riveting machines, viz.: hand machines, foot power with hand feed, foot power with automatic feed, and steam power, automatic feed.

In their hand riveting machines, the rivets are placed in position by hand and inserted by hand power. But in their foot power hand feed riveters the rivets are placed in position by hand and are inserted by foot power. In the foot power automatic machines the rivets are carried automatically to the setting tools and are inserted by foot power, while their steam power automatic feed carries the rivets automatically to the setting tools and inserts them by steam or other mechanical power.

Nephew—Oh, the gout is nothing, uncle, I shouldn't mind it if I had it.

Uncle—I shouldn't mind it, either, if you had it.—*Ex.*

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

CHARTER GAS ENGINE Co., 9-11 Wallace Street, Sterling, Ill. Thirty-two-page catalogue referring to the "Charter" Gas and Gasoline Engines used for such purposes as pumping, sawing, threshing, mining, boating, well drilling, cotton ginning, sheep-shearing, etc. Reference is made to the fact that the extreme simplicity of the "Charter" is evident, as it has no small or delicate parts, and its moving parts being reduced to a minimum number, it is so simple and compact that it is next to impossible to get out of order. The catalogue is given to a full description of the engine, and its many applications, its great utility for various purposes, showing its advantages over steam, and all other motors. In connection with the catalogue the company send out a full line of testimonials from nearly every State in the Union, Canada, Mexico, etc., and covering one hundred purposes to which the power of the "Charter" is applied. The catalogue includes list prices of all the various sizes and styles. De-

scriptions accompany the same, being lucid and easily understood.

Marlin Fire Arms Co., New Haven, Conn., have issued a calendar for 1901 in a very handy and convenient form for desk use, which they state they will be pleased to send to any one of our readers upon request, accompanied by their address, and enclosing stamp for postage.

### Help Wanted.

**HARDWARE SALESMEN.**—Ten Hardware Salesmen on the road; first-class territory. Address G. W. TROUT & Co., 174 Lake St., Chicago, Ill. 158

### Situation Wanted.

**HARDWARE CLERK.**—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address C. C. C., 1133 Third Street, Fort Madison, Iowa. 157



INVESTIGATE  
THE

"Fleming"  
MOTOR

Before building your  
Motor Cycle.

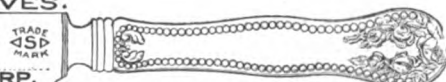
**FLEMING MFG. CO.,**

93-95-97 ELIZABETH ST., NEW YORK, N. Y.

### SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver, when plated wears indefinitely and the thin strip of inserted Steel is ALWAYS SHARP.

Send 22 two-cent stamps to E. H. H. SMITH, 40 Murray St., N. Y., for a Beautiful Sample Knife.



### THE SUN

## Improved Odorless Gasoline Stoves

Ready to Light . . . .  
the moment gasoline is turned on.

**POSITIVELY ODORLESS.**—No soot, smoke, or dirt.

**SAFE.**—The tank is out of sight and away from danger.

**SIMPLE.**—Burner has only three parts and it can't wear out.

**A WARMING CLOSET** which doesn't heat the house.

MADE IN TWELVE SIZES.

**The Sun Vapor Stove Mfg. Co.,** 29 East Atwater Street, DETROIT, MICH.



## Gasoline Motors,

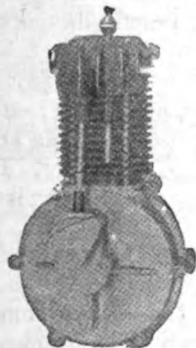
One to Seven H. P.

Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches  
and Other Purposes.

ADVANCE



BICYCLE MOTOR.

Also Complete Sets of Castings and Working Drawings for Constructing these Motors.

**Lowell Model Works**  
LOWELL, MASS.

Box 292.



**Laflin & Rand Powder Company**

MAKES

All Kinds of Powders

FOR

All Kinds of Guns.

Enclose Six Cents for 1901 Calendar.

CORRESPONDENCE INVITED.

**Laflin & Rand Powder Co.,**

99 Cedar Street,

NEW YORK CITY.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Berlin, N. H.—The Hodgdon Hardware Co. has been incorporated to do a trading business. Capital, \$4000. Incorporators: J. A. Hodgdon, M. S. Hodgdon, Matilda Hodgdon, A. H. Eastman, J. H. Wright, all of Berlin.

Carthage, N. Y.—Chauffy Bros. are opening their new Hardware store in the R. R. Brown Building, which has been enlarged and repaired by J. L. Vinier to meet the demands. The stock of stoves, Hardware, tinware, etc., which the new firm recently purchased of Mr. Vinier, has been removed to the new location, and new goods of every description are being added to the stock.

Fairmont, W. Va.—The Jacobs, Hutchinson Hardware Co. is the name of a new firm formed to engage exclusively in the wholesale Hardware business here. A lot has been purchased adjoining the Free Press Building. A four-story brick building will be immediately erected. J. M. Jacobs, principal stockholder, has disposed of his Hardware business on Main Street.

Jersey City, N. J.—The F. L. Johnson Co. has been incorporated to deal in Hardware. Capital, \$125,000. Incorporators: Martha White, N. M. White, J. N. Quimby.

New Whatcom, Wash.—Elliott K. Reynolds, of Olympia, will soon open a Hardware store on Elk Street.

Waitsburg, Wash.—The John Smith Hardware Co. has filed articles of incorporation with the County Auditor. The capital stock is 120 shares of \$100 each. The trustees are John Smith, H. W. De Muth and J. P. Strickler.

Tonica, Ill.—The incorporation papers for the J. C. Lambert Hardware Co. have been filed with Recorder Wilson. The company is capitalized for \$6000.

### Changes and Improvements.

Albion, N. Y.—E. S. Willyoung has sold his Hardware business to Tyler & Bennett.

Birmingham, Ala.—W. A. Chenaweth has become associated with the Mayberry Hardware Co. in the capacity of vice-president and general manager.

Bloomfield, Neb.—E. E. Coleman has sold his Hardware interest here and moved to Norfolk.

Brink Haven, O.—Delong & Pinkley have moved their Hardware in the room formerly occupied by Day & Co.

Brockton, Mass.—The co-partnership existing between E. O. & Chas. A. Noyes has been dissolved, and Chas. A. Noyes will continue the business.

Burlington, Wis.—J. A. Miller and H. G. Miller have gone to Nashville, Tenn.,

where they have purchased a Hardware store.

Caribou, Me.—Irving & Ricker have decided to close out their store in the Maley Block, Sweden Street, and have sold their Hardware to James H. Glenn.

Chehalis, Wash.—C. W. Johnson & Co. have sold their Hardware business to Mills & Cowles, Hardwaremen of Olympia.

Clarksburg, W. Va.—J. L. Martin & Co., of Charleston, have purchased W. Harrison's Hardware store on Main Street and will continue the business in the same building.

Elmore, O.—The first of January John Banting, of Banting, Sanders & Co., and Phil Feilbach will go to Toledo with C. B. Banting to open a wholesale implement, Hardware and seed store.

Franklin, Ky.—J. A. Clark, an active member of the Franklin Hardware Co., has sold and transferred his entire interest in the firm to W. C. Grainger.

Penfield, Ill.—G. W. Hall has sold his Hardware, harness and furniture store to John Fowler, of Fowler, Ind., and has purchased C. J. Williams' Hardware store at Rantoul.

Plainfield, Vt.—The dry goods department of the store of H. A. Keniston has been closed out and a line of Hardware substituted.

Sioux City, Ia.—It is said that J. E. Bienkiron, who recently removed to Sioux City from Bancroft, Neb., will, January 1st, become a member of the Baker Hardware Co.

Sioux City, Ia.—L. J. Coombs has moved his Hardware and implement business from 312 Pearl to 324 Fourth Street—the store-room formerly occupied by the Limbach-Bleeg Co.

Susquehanna, Pa.—Frank L. Smith, East Main and Broad Streets, has disposed of his Hardware business to Fred M. Seeley.

Tuscaloosa, Ala.—The J. Snow Hardware Co., which has been owned by C. N. Maxwell and J. W. Sanders, has been changed in that Mr. Maxwell will now own and control the Hardware store.

Wrightsville, Pa.—An addition is being built to the Wrightsville Hardware Co.'s plant. This new apartment will be used as a polishing room. The company is also making arrangements for the opening up of the smaller part of the new foundry, which is situated next to the large one. A number of other improvements are being made about the plant.

### Business Embarrassments.

Brooklyn, N. Y.—A petition in involuntary bankruptcy has been filed against the firm of Shivera & Stevenson, of 337 Adams Street.

Crestline, O.—Bossler Bros., Hardware merchants, have filed a deed of assign-

ment to Henry L. Sosenheimer, of the same place. Assets and liabilities are each about \$2500. The assignee gave bond in the sum of \$5000.

Jordan, N. Y.—The Hardware firm of S. E. Mann & Son has filed a petition in bankruptcy.

Melrose, Wis.—Henry L. Stoker, Hardware merchant, has made a voluntary assignment for the benefit of his creditors.

Naples, Tex.—C. L. Mathews, a prominent business man, has gone into voluntary bankruptcy. Liabilities about \$45,000, assets \$35,000. Mr. Mathews was a large retail dealer in Hardware.

Quebec, Que.—Charles A. Parent, of Quebec, Hardware merchant, made a demand of assignment upon Joseph Dion, of Quebec, Hardware merchant, upon a claim for \$1003.85. Mr. Dion consented to assign, and E. A. Parent, of Quebec, bookkeeper, was appointed provisional guardian to insolvent estate.

### Fires in Hardware Stores.

Amarillo, Tex.—R. H. McAlpine. Loss, \$4500; insurance, \$2750.

Boston, Mass.—A. J. Tuttle, Portland and Causeway Streets.

Delmar, Del.—Irving Culver.

Dyersburg, Tenn.—Nichols & Suggs. Loss, \$6000; fully insured.

Etna, Ill.—O. P. Spillman.

Fulton, Ky.—Shacklett-Thomas Hardware Co. Loss, \$15,000; insurance, \$8500.

Youngstown, O.—Fire has destroyed the six-story building occupied by the Stambaugh-Thompson Co., dealers in Hardware. The loss is estimated at \$100,000, with \$75,000 insurance. The fire originated among the oils in the basement and spread so rapidly that several employees had narrow escapes from being trapped by the flames.

### Burglaries in Hardware Stores.

Chicago, Ill.—Frank Lauer, 223 North Clark Street. Loss, \$100.

Denver, Colo.—Kent & Stuchfield. Pocket-knives.

Johnstown, Pa.—George Fenn. Loss, \$30.

Kanona, N. Y.—G. E. Saltsman. Razors and pocket-knives.

Kansas, O.—Crookson's Hardware store. Laurens, S. C.—James Dunklin. Revolvers and cutlery.

Mattawamkeag, Me.—H. B. Wyman; \$100.

Penn Grove, N. J.—Edward G. Brick. Loss, \$9.

Rosenberg, Tex.—Kinch Hillyer. Loss, \$50.

Silver Creek, Neb.—W. E. Kerr; razors, etc.

South McAlester, I. T.—R. K. McAdams. Cutlery and guns.

Thorp, Wis.—C. H. Sheldon & Co.; revolvers, etc.

**Recent Victories!**

At Sea Girt, Aug. 31, Sept. 8, 1900, Great International Rifle, Revolver and Military contests:

**Peters Cartridges and King's Semi-Smokeless**

Took all the following prizes:

WIMBLEDON CUP, 1000 yards,  
SCHUETZEN MATCH,  
INTERSTATE MILITARY  
MATCH,  
INTERSTATE REGIMENTAL  
TEAM MATCH,  
ALL COMERS MILITARY  
MATCH,  
NEW JERSEY RIFLE  
ASSOCIATION TROPHY  
MATCH,  
WINCHESTER MATCH,  
REVOLVER RE-ENTRY  
MATCH,  
REVOLVER TEAM MATCH;  
in fact almost everything  
within sight.

Peters Cartridges are all loaded  
with the famous King's Semi-  
Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spence, Bartlett & Co., Chicago, Ill.

**Brauer's Pat. Ankle Support**

As shown in illustration is to be

Worn by Skaters with Weak Ankles.

for the purpose of  
supporting the ankle,  
and at the same time  
permitting flexibility  
of the wearer's foot.  
Made of Russet  
Leather; light in  
weight, easily applied  
and of moderate cost.



For Sale by all Jobbers handling Skates.

Manufactured by

**BRAUER BROS.,**

2004 Locust St., St. Louis, Mo.

**MENAGH'S PRICE CARDS AND HOLDERS.**

Single Frames, holding one  
10 x 14 card on each side, with  
brackets, \$9.00 per doz. net.  
Double Frames, holding two  
10 x 14 cards on each side,  
with brackets, \$12.00 net.  
(Owing to risk of breakage in  
transit, 10 x 14 protect-  
ing glasses for cards are not  
furnished.)  
Price Cards, 10 x 14 60 cents  
per doz. net.  
Special Price Book, 400  
pages, 10 x 14, \$8.00 each, net.  
Quotation Book, 200 pages,  
\$7.00 each, net.  
Easy Sign Marker, \$1.50  
each, net.

Illustrated Circular on Application to

**JOHN S. MENAGH, JERSEY CITY, N. J.**

Don't  
**MUTILATE**  
your papers  
with pins  
or fasten-  
ers but use  
the...

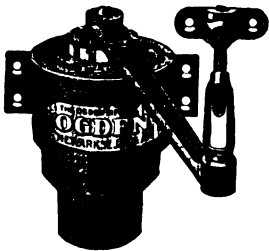


**"GEM"  
PAPER CLIP.**

Only satisfactory device for the temporary at-  
tachment of all kinds of papers. Quickly applied  
and removed. Adopted by leading corporations  
as being without an equal. Samples free.

Price, 15 cents per box of 100.

**CUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N. Y.**

**THE OGDEN AUTOMATICALLY REGULATED LIQUID DOOR CHECK & SPRING**

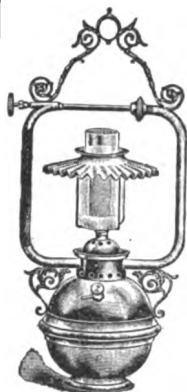
**"The Ogden Check" in Brief is**

The only check that controls the door entirely.  
The simplest and strongest check made.  
Easily applied by anyone of ordinary intelligence.  
Refilled with liquid, when necessary, through the fill-  
ing chamber without removing from the door.  
Positively regulated under all conditions and cannot  
leak.

**SIMPLICITY SIMPLIFIED.**

MANUFACTURED BY

**THE OGDEN MFG. CO., NEWARK, N. J., U. S. A.**



Indoor.

**THE NULITE  
750 Candle Power  
ARC ILLUMINATORS**

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper  
than Kerosene Oil.

A 20th Century Revolution in the Art of Lighting.

They darken into daylight turn,  
And air instead of money burn.

**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**  
They are Portable. Place them anywhere.

We also manufacture Table Lamps, Pendants, Wall Lamps,  
Chandeliers, Street Lamps, etc. The best and only really  
successful Incandescent Vapor Gas Lamps made. They sell at  
sight. Good Agents Wanted. Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO.** Garden City Bldg.  
CHICAGO.



Outdoor.

**THE  
ARGAND  
LAMP**

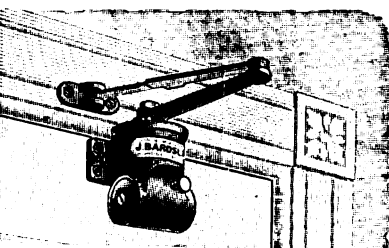
We make it ourselves, and KNOW that every lamp  
is PERFECT before it is sold. Every "ARGAND"  
sold helps to sell others because it does the work.

**GOOD PROFIT TO DEALERS.**

Retail Price \$4.00 and upwards.

Ask us for particulars.

**ARGAND VAPOR LAMP CO.,  
DETROIT, MICH.**

**THE "BARDSLEY"  
Oil Door Check & Spring**

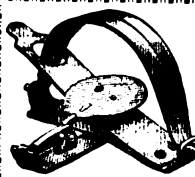
HAS new and improved features. Is free  
from packing friction; the checking power  
can be released when the door is near the  
closing point; more oil can be added when  
needed without taking it from the door and  
it can be readily taken apart with the aid of  
a screw-driver when repairs are necessary.

Size A,	price each,	\$3.50
" B,	" "	4.00
" C,	" "	5.00
" D,	" "	6.00
" E,	" "	7.00

**LIBERAL DISCOUNTS TO THE TRADE.**

**JOS. BARDSLEY,**

147 to 151 Baxter St., NEW YORK CITY.

**Blake Lamb Traps.  
Lightest and  
Strongest Made.**

For 40 years the favorite  
wherever used. Send for  
catalogue to the  
**HAWKINS CO., Successors,  
Waterbury, Conn.**

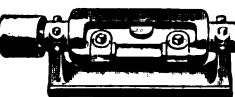
ESTABLISHED 1774.

**HIGH  
GRADE AUGER BITS.  
(BLACK TWIST)**

**JOB T. PUGH, PHILADELPHIA.**

**The Only First Hand Source of  
GENUINE  
MARTY  
TRAPS**

Is with  
**BURDITT & WILLIAMS,  
Sole Importers,  
BOSTON, MASS.**

**G. & F. WIRE STRAIGHTENER.**

Straightens wire  
from No. 3 to No. 20.  
It is 14 inches long,  
1 1/4 high and 5 wide.  
Weight 25 pounds.

Send for Circular.

**Chandler & Farquhar, 181 Congress St.,  
BOSTON, U. S. A.**

**AMERICAN  
RAILWAY & COMPANY.**

MANUFACTURERS OF  
**BAGGAGE HOTEL & TIME CHECKS, METAL  
FIGURES & LETTERS & EVERYTHING IN  
THE LINE OF STAMPED METAL GOODS.  
24 PARK PLACE NEW YORK.**

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

**Albany, N. Y.**—The Acme Ball Bearing Caster Company, of New York city, has been incorporated to manufacture casters and Hardware novelties. Capital, \$500,000. Incorporators: G. D. Mackay, L. E. Berger, P. B. Scarff, all of New York City; F. P. Magoun, of Bernardsville, N. J.; G. B. Magoun, of Babylon, L. I.; F. G. Landon, of Staatsburg; W. Ferguson, Jr., W. P. Reid, both of Babylon, L. I.; H. S. Cross, of Mount Vernon.

**Billings, Mont.**—The Common Sense Harrow Co. has filed articles of incorporation with the Secretary of State. The new company will manufacture harrows and other agricultural implements. The capital stock is \$25,000. Peter Yegen, Christian Yegen, J. W. Vaughan, G. G. Cochran, W. G. Kain, W. A. Vale and George W. Hubbard are named as trustees of the corporation.

**Boston, Mass.**—The Clark Mfg. Co. has been incorporated with a capital stock of \$150,000 to manufacture pulleys, shafting and other power transmission appliances.

**Bridgeport, Conn.**—A certificate of organization of the Benedict-McFarlane Co. has been filed with the Secretary of State. The corporation is organized for the purpose of manufacturing spoons, forks, in metal and silver plated ware. The amount of capital stock is \$100,000. The subscribers are M. S. Benedict, H. L. Benedict and F. H. McFarlane.

**Calhoun, Tenn.**—Calhoun is to have a \$10,000 stove foundry, with the Edward Bros. and H. B. Heneger as principal stockholders.

**Chicago, Ill.**—The Continental Chain Co. has been incorporated. Manufacturing chains and Hardware specialties. Capital, \$35,000. Incorporators: J. E. Hubbert, A. S. Furber, M. Guthman, all of Chicago.

**Cincinnati, O.**—The Cincinnati Iron Stove Co. has been incorporated. Capital stock, \$25,000.

**Cincinnati, O.**—The Cincinnati Nut, Lock & Mfg. Co. has been incorporated. Capital stock, \$10,000. Incorporators: Ebenezer W. Lewis, Jewett A. Mather, John F. Fisk, Jr., Elmer J. Timmons and Otis H. Fisk.

**Clayville, N. Y.**—Work has been begun in the upper part of this village upon the plant for a new manufacturing industry. John L. Babbitt, B. T. Babbitt, of Whitesboro, and F. T. Richards, of Washington Mills, have purchased the S. A. Millard property, consisting of about ten acres of land, with a number of tenement houses, and will establish a factory for the making of copper wire. The company will be known as the Babbitt & Richards Wire Co. and will be incorporated within a short time. The capital stock will be \$10,000. Two buildings are to be erected for the

use of the concern, the larger of which will be 32 x 67 feet, on the ground, and one story in height. This will be the main factory. The second building will be practically an annex. The main building will be constructed of stone and the smaller of wood. The plant is to be equipped with new machinery entirely.

**Eric, Pa.**—The Odin Stove Mfg. Co. has been incorporated. Capital, \$30,000.

**Jersey City, N. J.**—The Atlas Tack Co. has been incorporated. Capital, \$700,000; capital in Illinois, \$5000.

**Kansas City, Mo.**—The Kansas City File Works Co. has filed articles of incorporation in the office of the County Recorder. The capital stock of the concern is \$5000. The shareholders are Ephraim C. Soeey, Orion B. Dodge and Martin L. Bell. The company will manufacture files of all descriptions.

**Mt. Carmel, Conn.**—The Schatz Hardware Mfg. Co. has been incorporated to do a general Hardware business. Capital, \$10,000. Incorporators: L. P. Smith, J. F. Hemenway, A. Schatz, H. A. Schatz, J. A. Gouldrup, all of New York city.

**Oconomowoc, Wis.**—An axe handle factory has just been established in this city by Frank Morehouse and Orrin Hungerford.

**Ottawa, Canada.**—The Victoria Foundry & Machine Shop on Bridge Street is expected to be ready for operation in a short time.

**Peoria, Ill.**—A new company has just been formed that promises to add another valuable factory in the line of agricultural implements in this city. It is called the Colean Implement Co., and it is organized with a capital of \$25,000. The officers are: W. H. Colean, president; Charles H. Burdick, secretary; J. W. McDowell, treasurer.

**Vicksburg, Mich.**—The Clark Bros. Co. is the name of a new corporation recently organized in Vicksburg for the manufacture of the patent Clark regulator and alarm column. The following are the incorporators: Ellsworth E. Clark, O. E. Clark, Wesley L. Clark, Eugene Rischel, C. E. Mohner, W. A. Wood, all of Vicksburg, and Isaac A. Mills, of Detroit. The capital stock is \$20,000.

**Waynesboro, Pa.**—The Emmert Tool Mfg. Co. has been incorporated.

**Westboro, Mass.**—The Chamberlin Metal Weather Strip Co. has been incorporated and will manufacture metal weather strips and other building materials. The company is capitalized for \$5000. J. A. Hunt, of Westboro, is president, Forest W. Forbes clerk, and J. Ensign Weatherwax treasurer.

**York, Pa.**—Edwin Nichol, of Locust Street, has started a chain factory.

**York, Pa.**—The York Mica Co. has been organized. The officers of the company are: President, W. D. Arbegast; vice-president, W. H. Leonard; secretary and treasurer, W. D. Diller. A charter

will be applied for immediately and operations will begin about January 1st in Baltimore County, Md.

### Changes and Improvements.

**Charleston, W. Va.**—The handle factory recently burnt down will be rebuilt.

**Chicago, Ill.**—Raeder & Coffin have made plans for an extensive addition to the Harvey plant of the Buda Foundry & Mfg. Co., the building to be of brick with 100x200 feet ground dimensions. It will cost \$20,000.

**Cleveland, O.**—The Forest City Foundry & Mfg. Co. have bought the grounds and buildings of the Cleveland Co-Operative Stove Co. For the past ten years the foundry has rented the property of the stove company.

**Cleveland, O.**—The Standard Tool Co. have begun the erection of a new office building on Central Avenue. The building will be of two stories and will be used exclusively for the company's offices. The cost will be \$7000.

**Des Moines, Ia.**—The Economy Implement Co., of Monmouth, Ill., has completed arrangements to remove its business to Des Moines, and will be established in this city beginning January 1. W. S. Hartley is president of the company, and J. R. Carpenter secretary and treasurer. Both live in Monmouth. The company manufactures wagon boxes, shoveling boards, stock racks, hay racks, wheelbarrows and all kinds of wooden and willow ware. It has an established business, and will employ about thirty skilled hands as soon as it opens its Des Moines factory, which will be located on West Second Street, near the railroad tracks.

**Dunkirk, N. Y.**—A new hammer shop is to be built adjacent to one of the Brooks Locomotive Works.

**Fredonia, N. Y.**—Luke Bros. will build a large factory near the railroad and south of the canning factory.

**Glastonbury, Conn.**—The Williams Bros. Mfg. Co. are replacing the 200-light dynamo at their works with a 600-light machine. They will put in about fifty additional lights. The new dynamo will furnish the current for a motor to operate the new buffing department.

**Albany, N. Y.**—The Albany Recording Scale Co. have filed a certificate of the reduction of their capital stock from \$50,000 to \$30,000.

### Recent Fires.

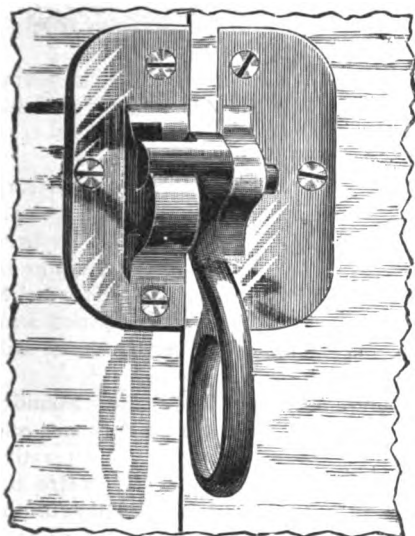
**Evansville, Ind.**—The Vulcan Plow Works has been damaged by fire to the amount of \$10,000.

### Miscellaneous.

**Utica, N. Y.**—A meeting of the stockholders of the Utica Drop Forge & Tool Co. has been held at the offices of the company, No. 75 Genesee Street, and the election of directors as follows: Wm. Pierrepont White, H. Lawrence White, Charles A. Miller, John P. Campbell, Frederick S. Kellogg.

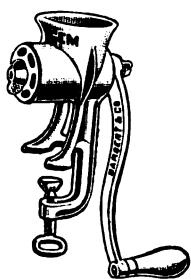
## The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use



Manufactured and sold to the trade by  
**P. J. CONROY,**  
Beware of Infringements. Paschall, Phila.

# You Can Sell It!



SARGENT'S GEM FOOD CHOPPER is an article for kitchen use, intended to take the place of chopping bowl and knife. It is carefully made and nicely tinned; self-cleaning and self-sharpening, with steel cutters that cannot break.

Chops all kinds of meat, both raw and cooked, fruits, vegetables and other articles of food. Chops quickly, quietly and easily; is easy to take apart, easy to put together, easy to adjust.

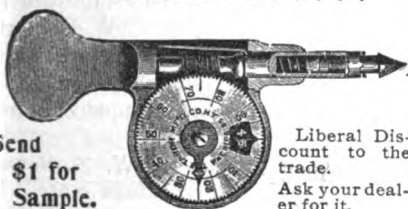
SARGENT & COMPANY,

Manufacturers,

New Haven, Conn., New York, Philadelphia, Boston.

## TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

The Tabor Revolution Counter,  
Elizabeth, N. J.

## SHOT GUNS! DO YOU HANDLE THEM?

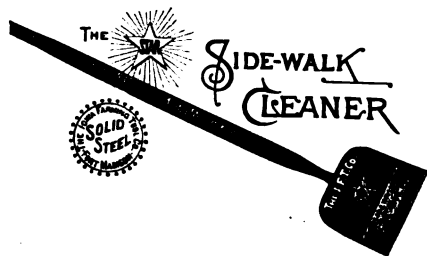


Look into the merits of the **TOMLINSON CLEANER**, now in its 10th year. An absolute necessity to every owner of a shot gun. Has had a large sale both in this country and abroad. Four square inches of brass wire gauze in contact with the barrel, and although it cuts all foreign matter free, is too soft to injure the barrel metal. Can be handled with a good profit. We help you with liberal advertising. Made in all gauges from 8 to 20—fit any rod. Send for booklet of testimonials. "Used everywhere in the civilized world."

MANUFACTURED BY  
The GEO. T. TOMLINSON CO.,  
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—ALL JOBBERS OR—  
**THE SIMMONS HDWE. CO., Inc.,**  
ST. LOUIS, MO.

## WALK CLEANING TOOLS.



Best Tools Made  
For Clearing  
Snow and Ice.

Walk and Street  
Scrapers.

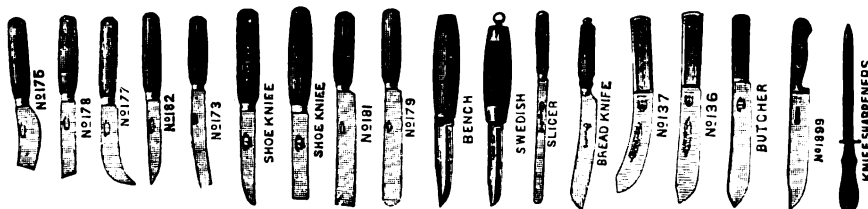


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**THE IOWA FARMING TOOL CO.,**  
FORT MADISON, IOWA.

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ILLUSTRATING A FEW OF OUR KNIVES.



We also manufacture NIPPERS and PLYERS, SNIPS, PRUNING SHEARS, SCISSORS, HAMMERS, RAZORS, RAZOR STROPS, &c. Write for new Catalogue.

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The . . .  
"ORIGINAL  
JENNINGS"  
AUGERS and  
AUGER BITS



Genuine have  
"Russell Jennings"  
stamped in full  
on the Round of  
each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

## THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of  
**SMALL SPRINGS**  
of every description; | **WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.



## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Albany, N. Y.—The C. F. Webber Bicycle Works is the outcome of a retail business conducted by C. F. Webber. The new concern will engage in the manufacture of bicycles and automobiles on a small scale, a building having been leased for this purpose.

Buffalo, N. Y.—A certificate of incorporation of the Forsyth Mfg. Co., capitalized at \$50,000 to manufacture metal goods, bicycles and bicycle sundries, has been filed with the County Clerk. Charles E. Forsyth, Herbert B. Rose and Edgar A. Forsyth, Jr., are directors for the first year.

Danielson, Conn.—Lafayette Hoyle; repairing.

Des Moines, Ia.—The Hopkins-Sears Co. has been incorporated to manufacture and sell athletic goods. Capital, \$50,000. Incorporators: W. W. Sears, E. Hopkins, J. O. Hopkins, D. F. Hopkins, all of Des Moines.

Detroit, Mich.—The Rambler Cycle & Automobile Co. has been incorporated with \$25,000 capital, to manufacture and sell bicycles, etc. Incorporators: L. H. Foster, G. A. Stone, T. A. Parker and F. W. Aldrich, all of Detroit.

Indianapolis, Ind.—The Vehicle Rubber Tire Machine Co. has been incorporated. Capital stock \$8000. Directors: Charles M. Cooper, Calvin F. Darnell, Augusta Schmidt, John R. Duncan and Alfred R. Hovey.

Plaquemine, La.—Moorman & Son, who have an oar factory at Baton Rouge, on account of the demand for their product, have decided to put up a plant of the same kind here. They have secured a location on Bayou Plaquemine, about a half mile below town, and will begin immediately the construction of necessary buildings. There is an unlimited supply of ash in this vicinity which can be readily brought to the mills, and which naturally will attract factories of this character.

Portland, Me.—The Davis Tire Co. has been organized for the purpose of manufacturing and selling vehicles, with \$100,000 capital stock. The officers are: President, Harry L. Cram, of Portland; treasurer, Wm. F. Ellis, of Springfield, Mass.

Rochester, N. Y.—The Century Camera Co. has been incorporated. Capital, \$25,000. Directors: J. M. Walmsley, G. E. Mosher and G. J. McLaughlin, of Rochester.

Valparaiso, Ind.—Articles of incorporation have been filed by the Holman Gear Co. Capital stock, \$10,000. Directors: M. K. Johnson, T. H. Holman, Scoval N. Johnson, Milton A. Snider and Samuel P. Holman.

### Changes and Improvements.

Binghamton, N. Y.—The Dimock-Sheldon Mfg. Co., formerly of Newark, N. J., have begun operating their new plant in the Charles E. Lee block on upper Water Street.

Colfax, Wash.—A. C. Warner succeeds Howard & Lacey.

Fairfield, Me.—Clarence Weymouth; closed.

Haverhill, Mass.—George H. Durgin.

Kingston, N. Y.—An addition is being made to the sporting goods store of Harry Carr on Wall Street.

Middletown, Conn.—Receiver Betts of the Keating Wheel and Automobile Co. has about 1,200 wheels ready for market as soon as the season of 1901 opens, and has put the force of men at the factory at work on another lot of 1700 wheels. When these are completed, it will finish up what stock the company has on hand. There is some uncertainty yet as to the future of the company. The business will be conducted at least for a time by the receiver.

New Haven, Conn.—The Winchester Repeating Arms Co. are building a gasometer at the foot of Argyle Street, which will furnish gas for all the buildings of the plant. The tank will be about 50 feet in diameter and it is said that the cost of putting up the works will be from \$4000 to \$5000. It is believed that it will be completed in a few weeks.

New York, N. Y.—The Willis Park Row Bicycle Co. has purchased of the American Bicycle Co. the entire stock of sundries formerly carried by the Rambler Sales Department. The deal gives the Willis people a considerable stock of everything from tires to tire tape and toe clips.

Owego, N. Y.—E. H. Strong, 208 Front Street, succeeds Strong Bros.

Reading, Pa.—E. S. Youse succeeds G. D. Packer in the bicycle business, having purchased the stock, furniture and fixtures and good will of the Packer Cycle Co. He will continue the manufacture of the Packer bicycle as heretofore. In connection with the above, the new company will enter into another business, that of selling automobiles. Mr. Youse has completed negotiations with the Locomobile Co. of America for the sale of the "Locomobile" in this territory, which includes the county of Berks, the cities of Pottsville, Pottstown and Phoenixville.

Reading, Pa.—G. V. Keller, formerly Southern sales agent for the Relay Bicycle Co., who bought the patents and material for the "Racer" and "Flyer" wheels manufactured by that firm, has located in Charlotte, N. C. He has opened a factory in that place. He writes that there is a good demand for that style of wheel in the South. He has engaged Amos B. Cleaver formerly foreman at the Relay works, who will take charge of the shop. The latter will shortly leave for the South.

Salt Lake City, Utah.—Browning Bros., who conducted extensive jobbing establishments at Ogden and Salt Lake City, have sold their interests in the latter place, and will hereafter confine themselves to Ogden. The Salt Lake store will be conducted by the Western Arms and Sporting Goods Co., which has been incorporated with capital of \$30,000. W. W. Chisholm is president; M. H. Walker, vice-president; John H. Walker, treasurer; I. Milton Barrett, secretary and manager, and Owen Hogle is the other director and incorporator.

Saratoga Springs, N. Y.—Nelson G. Freeman has sold to the Ketchum Bicycle Co. his stock of bicycles and agencies for the Ramblers, Eagles, Ideals and Clippers, who will next season occupy a part of Mr. Freeman's store.

Shelburne Falls, Mass.—The Bickel Mfg. Co. who are occupying a portion of the silk mill, have begun putting together the Bickel patent adjustable bicycle pedal.

South Glens Falls, N. Y.—Howard Sherman; closed.

Springfield, Mass.—The J. Stevens Arms and Tool Co., of Chicopee Falls, will soon begin the manufacture of bicycles. The company employs 500 hands, and has heretofore confined its efforts to firearms and tools.

St. Johnsbury, Vt.—W. W. S. Browne has removed to the Hastings store.

Toledo, Ohio.—The Kirk Mfg. Co. will establish a New England distributing depot in Boston, probably before the first of the year. E. Buffum, who for several years past has been identified with the Yale bicycle, will be in charge.

Toledo, Ohio.—The latest addition to business interests is the branching out of the firm of J. G. Swindeman & Co. This company has closed a most successful year in the handling of bicycles and bicycle sundries, and will the coming year add to their business at 231 Superior Street a full line of rubber goods. This will include mechanical goods, druggists' and surgical supplies, rubber clothing of all kinds, and footwear, and special attention will be given to the wants of sporting men. The Cleveland and Pierce wheels will be handled, as well as a special cushion and rigid frame wheel made specially for this firm, and the Cleveland steam automobile and gasoline bicycle will also be handled.

### Recent Fires.

Rochester, N. Y.—Fred A. Mabbett & Co. Loss, \$200.

Southboro, Mass.—Moses Greenwood. Loss, \$1000; insured.

South Manchester, Conn.—Fay's bicycle shop. Loss slight.

### Recent Burglaries.

Columbia, S. C.—The gun and lock store store of Wm. F. Streiglitz was burglarized recently and pocket-knives and revolvers were stolen to the amount of \$150.

## MORROW

COASTER AND BRAKE.

Over 100,000 Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the MORROW.

ECLIPSE MFG. CO., ELMIRA, N. Y.  
NEW YORK BRANCH:  
105-107 Chambers Street.

## THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF



MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

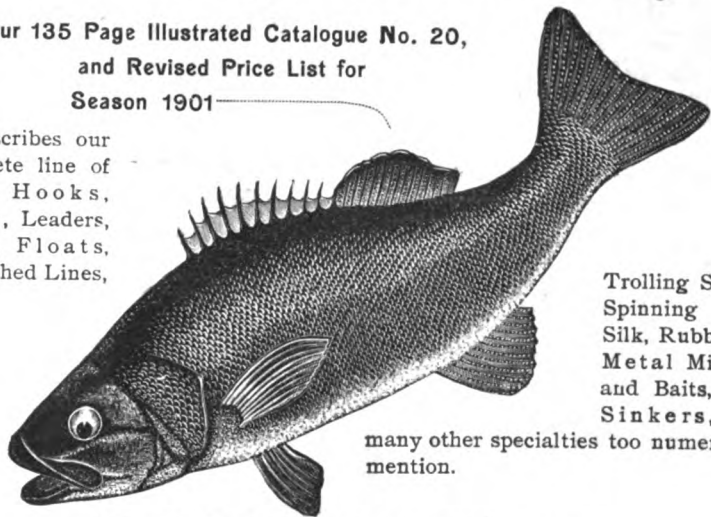
Catalogue on Application.

The Champion Safety Lock Co.,  
CLEVELAND, OHIO.

## Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
Furnished Lines,



Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and

many other specialties too numerous to  
mention.

THE ENTERPRISE MANUFACTURING CO.,  
The Largest Manufacturers of Fishing Tackle in the United States.  
AKRON, OHIO, U. S. A.

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.



CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

—Write for Discounts to Trade.

WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

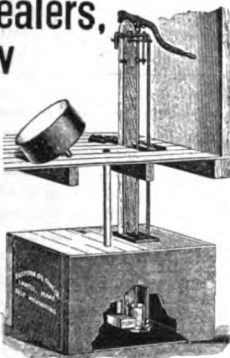
## Hardware Dealers, Do You Know

That if you are in need  
of a Self-measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,

"The Eastern."

Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
ranted.



Eastern Oil-Tank Co.

146 Fletcher St., Lowell, Mass.

## EUGENE FIELD'S POEMS— A \$7.00 BOOK

THE Book of the century  
Handsomely Illustr-  
ated by thirty-  
two of the World's  
Greatest Artists.

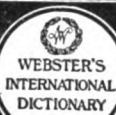
vided equally between the family of the late Eugene Field  
and the Fund for the building of a monument to the mem-  
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ALL STYLES ICE SKATES, CLUB, LOCK LEVER, ALL CLAMP, HALF CLAMP, Etc.

Also a full line of HOCKEY SKATES, and the celebrated  
DONOGHUE RACING SKATES.

NEW YORK OFFICE:

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in charge of TOWER & LYON.

UNION HARDWARE CO.,

...TORRINGTON, CONN.

Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power

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Send for Circulars.

Kimball Bros. Council Bluffs, Ia.  
No. 1013 Ninth Street.



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Handle Our Goods  
At a Profit of 100%.

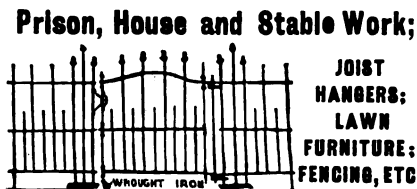
We make WHITE ENAMELED LETTERS,  
House Numbers, Name Plates,  
ENAMELED STREET SIGNS, Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.

Free Samples to Prospective Customers.  
Send for Catalogue.

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CINCINNATI, OHIO.



**IRON & WIRE FENCING**  
ELLIS & HELFENBERGER,  
500 SENATE — INDIANAPOLIS, IND.



**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

### RIVETS & WIRE NAILS.



**O. O. & E. P. TOWNSEND,**  
New Brighton, Pcon.

### CHILTON PAINT CO.,

69 Cortlandt Street,  
NEW YORK.

### HAYES FILE CO. ESTABLISHED 1870.

DETROIT, MICH.



Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.



SEAMAN'S PAT.  
SEPT. 7, 98

**The POSITIVE EXPANSION BOLT.**  
D. G. SEAMAN & CO.,  
1638 Hutchinson St., Philadelphia, Pa.

FOR SALE BY

NEAL & BRINKER, 18 Warren St., N. Y.  
It has been the aim of the inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.  
—SEND FOR PRICE LIST.—

### ROBERT MURRAY

24 Duane St.,  
New York City.

### General Hardware

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

## Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

### Help Wanted.

**CUTLERY AND HARDWARE SALESMAN** for city trade, by a large wholesale house. Must be very energetic and know how to get business. Address with full particulars, CUTLERY, P. O. Box 2522, New York. 155

**PUMP SALESMAN**—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address X, care HARDWARE, 275 Broadway, New York. 87

**TRAVELING SALESMAN** for an old-established tool manufacturing company. Address, stating experience, salary expected, and giving references, P. O. Box 476, Cincinnati, Ohio. 153

### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address R. D. FIELD, care HARDWARE, 275 Broadway, New York. 142

**BOOK-KEEPER AND CLERK** is open for engagement. Experience is mostly in Hardware and gas-fitting business. Good accountant and a salesman who can draw trade. Address "BOOK-KEEPER," 106 Main Street, Nyack, N. Y. 139

**BUILDERS' HARDWARE**.—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address Z. H., care HARDWARE, 275 Broadway, New York. 98

**CUTLERY SALESMAN** At, capable of calling on largest trade or introducing new goods. Open for position January 1st, 1901. Address C. L., care HARDWARE, 275 Broadway, New York. 138

**EXPERIENCED ACCOUNTANT**.—By a young man of nineteen years' experience in Hardware, stoves, etc., for himself. Speaks English and German, is an accountant, would accept any good position. Best of references. Address Box 1105, Millheim, Pa. 118

**EXPERIENCED HARDWAREMAN** is desirous of finding a concern willing to pay \$2000 a year for the services of a man 32 years of age with 13 years' experience in manufacturing and jobbing Hardware business. Address WHOLESALE, care HARDWARE, 275 Broadway, New York. 141

**EXPERIENCED MANAGER**, eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address J. H. G., care HARDWARE, 275 Broadway, New York. 117

### Situations Wanted.

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

**EXPERIENCED SALESMAN**, traveled Washington, Maryland, Virginia and Philadelphia (Pa.) for twenty years; is open for engagement. Commission preferred. Best of references. Address BECKER, 928 N. Bond Street, Baltimore, Md. 124

**GENERAL MANAGER**.—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. At references as to character, honesty and ability from the best Hardware houses in New York City. Address WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

**HARDWARE AND IMPLEMENT CLERK**.—Position as clerk in Hardware and Implement Store in some Northwestern or Coats State. Would invest some capital in the business if agreeable. Address P. O. Box 142 Madison Square Branch, New York City. 135

**HARDWARE CLERK**—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address F. H. SICKELS, 15 N 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK**.—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address CLERK, care HARDWARE, 275 Broadway, New York. 131

**HARDWARE CLERK**.—Young man with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

**HARDWARE DRUMMER**.—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address DRUMMER, care HARDWARE, 275 Broadway, New York. 132

**HARDWAREMAN**.—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MACK, Box 142, Atlanta, Ga. 95

**HARDWARE SALESMAN**.—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

**HARDWARE TRAVELER**.—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

**OFFICE ASSISTANT**.—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**SALESMAN**.—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

**SALESMAN**.—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

Situations Wanted.

**SALESMAN**—A salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care **HARDWARE**, 275 Broadway, New York. 92

**SHIPPING CLERK**.—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first class and up-to-date man. At references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SHOP FOREMAN**—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care **HARDWARE**, 275 Broadway, New York. 86

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care **HARDWARE**, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN**.—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care **HARDWARE**, 275 Broadway, New York. 99

**SUPERINTENDENT**.—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care **HARDWARE**, 275 Broadway, New York. D

**TINNER**.—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care **HARDWARE**, 275 Broadway, New York. 127

**TRAVELING SALESMAN**.—I wish to travel for a good Hardware house. Traveling salesman in England for nine years for large Birmingham Hardware house. Splendid reference. Address HANCOCK, care **HARDWARE**, 275 Broadway, New York. 143

**TRAVELING SALESMAN**.—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**WANTED**, by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

**YOUNG MAN**, who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care **HARDWARE**, 275 Broadway, New York. 110

Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP CO., Detroit, Mich. 152

**HARDWARE SALESMEN**.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of **HARDWARE**. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG. CO., Cleveland, Ohio. a

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. CO., Davenport, Iowa. 145

**TRAVELING SALESMAN** to sell specialties on commission to Hardware and Housefurnishing Goods trade. Good line for right man; can handle as a side line. State territory. Address STAR ENAMELING & STAMPING CO., Pittsburgh, Pa. 136

**TRAVELING SALESMEN**, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

For Sale.

**A COMPLETE PLANT** for the manufacture of sheet and cast metal goods, consisting of Drawing, Drop and Power Presses, Brass Foundry equipments, Polishing and Buffing Heads, Machine and Speed Lathes, Special Machinery, Dies, Molds, Patterns, etc. formerly used for the manufacture of lamps, chandeliers, tables, bronzes, etc. Suitable for any kind of cast brass or metal stamping work. Prefer to sell as a whole. Terms easy to responsible parties. Address ALFRED FAWCETT, 73 Franklin St., New York City. 154

**A STOCK OF HARDWARE**. Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

Agency Offered.

**LIVE HARDWAREMEN**.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care **HARDWARE**, 275 Broadway, New York. a

# OF COURSE, YOU TAKE A MAGAZINE,

Probably one in the subjoined list. If it is not, let us know, and we'll put it there. The first column shows the price you would have to pay for the magazine alone. The second column indicates the price at which we will send you "**HARDWARE**" and the magazine for a year. In many cases you will find the combined price is no more than the single one, and you know you can't afford to do without "**HARDWARE**." This offer applies to **New 1901 Subscribers only**.

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**275 Broadway, New York City.**

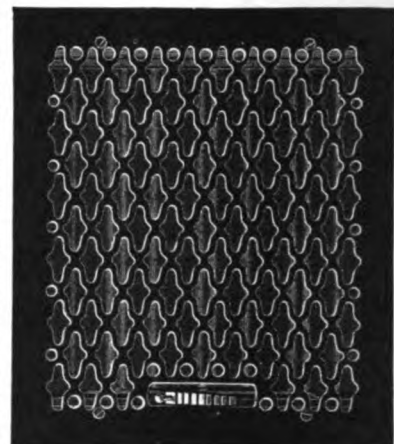


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GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

Sheet Steel  
Registers and Ventilators.Made of Sheet Steel.  
ABSOLUTELY NON-BREAKABLE.*Exceeds all others in Strength, Air  
Capacity, Workmanship  
and Finish.*Full line of sizes.  
Finished in various styles.  
Let us tell you about them.

Catalog and Prices upon application.

The Canton Steel Roofing Co.

Manufacturers,  
CANTON, OHIO.IMPROVED  
YOUNG AMERICA SCALE.It is Made of Steel. White Tile Top. Tin or  
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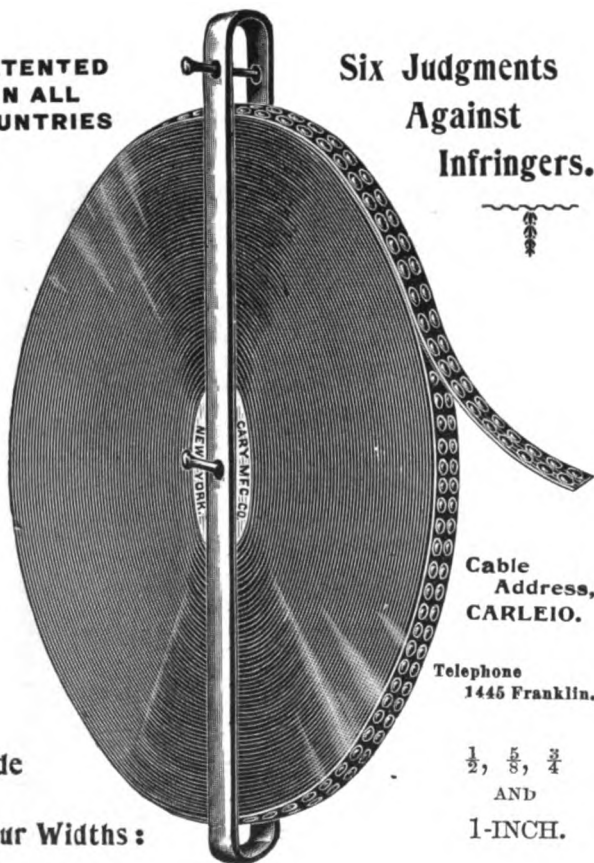
## BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

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AMERICAN CUTLERY CO., Chicago, Ill.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
IN ALL  
COUNTRIESSix Judgments  
Against  
Infringers.Made  
in  
Four Widths:Cable  
Address,  
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1445 Franklin. $\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH.

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ALL  
THE NEWS

## HARDWARE

HARDWARE  
EXCLUSIVELY

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its twentieth volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

... PUBLISHED BY ...

THE HARDWARE PUBLISHING CO.,

275 Broadway, New York.

PRICE \$1.00 PER YEAR FOR 24 ISSUES.

## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's .....	50%
Ship Carpenters .....	50%
Railroad .....	50%
<b>Ammunition—</b>	
CAPS, PERCUSSION—\$ 1000—	
U. M. C. Co., trimmed edge .....	40c
U. M. C. Co., ground edge, heavy .....	50c
Musket, Waterproof, 1-10's .....	60c
G. D. .....	85c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges .....	50%
Rim Fire Military .....	15%
Cent. Fire, Pistol and Rifle .....	25&5%
Cent. Fire, Military and Sport .....	15&5%
Blank Cartridges, 22 cal. ....	10&5%
Blank Cartridges, 32 cal. ....	10&5%
Primed Shells and Bullets .....	15&5%
B. B. Cape, Round Ball .....	25&10%
B. B. Cape, Con. Ball, Swgd. ....	net
<b>PRIMERS—</b>	
Berdan Primers .....	5%
B. L. Cape (for Startevant Shells) ..	5%
All other Primers .....	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge ..	25%
First quality, 14, 16 and 20 gauge, ..	\$7.50
New Club, New Rival and Climax ..	38 1/2
brands, 10 and 12 gauge .....	15%
Primrose Club .....	15%
Nitro .....	15%
High Ball .....	15%
Smokeless .....	38 1/2
Acme .....	38 1/2
Brass Shot Shells, 1st quality .....	60%
Brass Shot Shells, Club, Rival and ..	65%
Climax .....	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder .....	40&5%
"New Rival," Black Powder .....	40&5%
"Smokeless," Nitro Powder, .....	40&10&10&5%
"Acme," Dense Nitro Powder, .....	40&10&10&5%
"Trap," Nitro Powder .....	40&10&10&5%
<b>GUN WADE—\$ 1000—</b>	
B. E., 11 up .....	\$ .60
B. E., 9 & 10 .....	.70
B. E., 8 .....	.80
B. E., 7 .....	.80
P. E., 11 up .....	1.00
P. E., 9 & 10 .....	1.25
P. E., 8 .....	1.50
P. E., 7 .....	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B, ..	25-b bags
Drop Shot, sizes smaller than B, ..	5-b bags
Drop Shot, B and larger sizes, ..	25-b bags
Drop Shot, B and larger sizes, ..	5-b bags
Buck Shot, 25-b bags .....	1.65
Buck Shot, 5-b bags .....	.40
Chilled Shot, 25-b bags .....	1.65
Chilled Shot, 5-b bags .....	.40
Dust Shot, 25-b bags .....	2.10
Dust Shot, 5-b bags .....	.50
<b>POWDER—</b>	
Lafin & Rand Powder Co.:	
<b>CANISTER POWDER—</b>	
Orange Lightning, .....	Each
Nos. 1, 2, 3, 4, 5, 6, 7, in canis-	.75
ters of 1 lb .....	
Orange Ducking, .....	.45
Nos. 1, 2, 3, 4, 5, in canisters	
of 1 lb .....	
Orange Rifle "Extra," .....	.25
F, FF, FFF, in canisters of	
1 lb .....	
F, FF, FFF, in canisters of	.15
1/4 lb .....	
F, FF, FFF, in canisters of	.19
1/4 lb .....	
<b>KEG POWDER—</b>	
Orange Ducking, .....	8.00
Nos. 1, 2, 3, 4, 5, in kegs of	
25 lb .....	
Nos. 1, 2, 3, 4, 5, in 1/4 kegs	4.25
of 12 1/2 lb .....	
Nos. 1, 2, 3, 4, 5, in 1/4 kegs of	2.35
6 1/4 lb .....	
Orange, Special, .....	5.00
Nos. 1 and 2, in kegs of 25 lb ..	
Nos. 1 and 2, in 1/4 kegs of	2.75
12 1/2 lb .....	
Nos. 1 and 2, in 1/4 kegs of	1.50
6 1/4 lb .....	
Orange Rifle "Extra," .....	4.00
F, FF, FFF, in kegs of 25 lb ..	
F, FF, FFF, in 1/4 kegs of	2.25
12 1/2 lb .....	
F, FF, FFF, in 1/4 kegs of	1.25
6 1/4 lb .....	
Meal Powder, .....	4.00
In kegs of 25 lb .....	
Shipping Powder, .....	2.65
CC, C, F, FF, FFF, FFFF, ..	
FFFFF, FFFFFFFF, in kegs	
of 25 lb .....	
Blasting and Mining, "A," .....	
CC, C, F, FF, FFF, FFFF, ..	
FFFFF, FFFFFFFF, in kegs	
of 25 lb .....	
Blasting and Mining, "B," .....	
CC, C, F, FF, FFF, FFFF, in	
kegs of 25 lb .....	
Fourth of July Powder, .....	9.00
In kegs of 25 lb .....	
Lafin & Rand Smokeless, .....	1.00
10-Can Drums .....	
Single Canisters .....	
Discounts on application.	
<b>CANISTER POWDER—</b>	
E. I. Du Pont De Nemours & Co.:	
In cases of 25 each. Each	
Crystal Grain, Nos. 1, 2, 3 and	.75
4, in canisters of 1 lb .....	
Eagle Duck Shooting, Nos. 1, 2	.45
and 3, in canisters of 1 lb .....	
Eagle Duck Shooting, Nos. 1, 2	.80
and 3, in canisters of 1/4 lb ..	
Eagle Rifle and Superfine Sport-	.45
ing, in canisters of 1 lb .....	
Du Pont Rifle, Fg, Ffg and	.25
FFfg, in canisters of 1 lb .....	
Du Pont Rifle, Fg, Ffg and	.15
FFfg, in canisters of 1/4 lb ..	
Du Pont Rifle, Fg, Ffg and	.12
FFfg, in canisters of 1/4 lb ..	
<b>KEG POWDER—</b>	
Eagle Duck Shooting, Nos. 1, 2	\$8.00
and 3, in kegs, 25 lb .....	
Eagle Duck Shooting, Nos. 1,	4.25
2 and 3, in kegs, 12 1/2 lb ..	
Eagle Duck Shooting, Nos. 1, 2	2.25
and 3, in kegs, 6 1/4 lb .....	
Du Pont Rifle, FFFg, Ffg, and	4.00
"Sea Shooting" Fg, in kegs,	
25 lb .....	
Du Pont Rifle, FFFg, Ffg and	2.25
"Sea Shooting" Fg, in kegs,	
12 1/2 lb .....	
Du Pont Rifle, FFFg, Ffg, and	1.25
"Sea Shooting" Fg, in kegs,	
6 1/4 lb .....	
"V. G. P." for Trap Shooting,	4.00
in kegs, 25 lb .....	
"V. G. P." for Trap Shooting	2.25
in kegs, 12 1/2 lb .....	
"V. G. P." for Trap Shooting,	1.25
in kegs, 6 1/4 lb .....	
Choke Bore, Nos. 5 and 7, in	5.00
kegs, 25 lb .....	
Choke Bore, Nos. 5 and 7, in	2.75
kegs, 12 1/2 lb .....	
Choke Bore, Nos. 5 and 7, in	1.50
kegs, 6 1/4 lb .....	
Mealed Powder, in kegs, 25 lb ..	4.00
Shipping Powder, F, FF, FFF,	2.25
FFFF and FFFFF, in kegs,	
25 lb .....	
Mining and Blasting Powder,	2.25
(A), C, F, FF, FFF, FFFF,	
in kegs, 25 lb .....	
Mining and Blasting Powder,	1.50
(B), C, F, FF, FFF, FFFF,	
in kegs, 25 lb .....	
Du Pont Sporting Powder, for lots	
1000 lb 10% discount:	
Du Pont Smokeless Shotgun	
Powder:	
Kegs, equal in bulk to 25 lb	22.00
Black Powder .....	
Half kegs, equal in bulk to	11.25
12 1/2 lb Black Powder .....	
Quarter kegs, equal in bulk to	5.75
6 1/4 lb Black Powder .....	
Canisters, equal in bulk to	1.00
1 lb Black Powder .....	
Du Pont Smokeless Rifle	
Powder No. 1, equal in bulk	1.04
to 1 lb Black Powder .....	
Du Pont Smokeless Rifle	
Powder No. 2, equal in bulk	1.00
to 1 lb Black Powder .....	

Du Pont U. S. 30 Calibre  
Smokeless Rifle Powder,  
per lb .....

Discounts on application.

**Animal Pokes—**

Iowa Farming Tool Co.: \$ doz.  
Hawkeye .....

**Anti-Rattlers—**

Fernald, Wire .....

Burton's .....

Gem .....

Steel Drive .....

Kohler's: \$ gro.

Invisible, No. 8 .....

Perfect, No. 2 .....

Bolt Holder, No. 1 .....

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**Awls—**

Handled Brad .....

Handled Scratch .....

Patent Peg .....

Sewing, Com. ....

Shouldered Peg .....

Shouldered Brad .....

Socket Scratch \$ doz .....

Stanley Rule & Level:

Handled Brad .....

Patent Pegging .....

50&50&10%

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Common Standard.....75&10%  
Extra.....60&10&5%  
N. J. Car Spring & Rubber Co.:  
Extra Para.....40&10%  
Reliable.....50&10%  
Staple.....60&10%  
Standard.....70&10%

**Bench Stops—**

Cincinnati.....25&10%  
Morrill's No. 1, \$10.00 per doz.; No.  
2, \$11.00.....40&10%  
Seymour Smith & Sons.....25&10%  
Terrell's Nos. 1 and 2, \$3.00; No. 3,  
\$3.00 per doz.....25%  
Miller's Falls.....15&10%  
Weston's.....40%

**Binder Twine—**

White Sisal, 500 ft. to lb.....84¢  
Standard, 500 ft. to lb.....84¢  
Manila, 600 ft. to lb.....11½¢  
Pure Manila, 650 ft. to lb.....12½¢

**Bit Holders—**

Angular.....45%  
Extension:  
Barber's, per doz. \$15.00.....45¢@50¢  
Ives' per doz. \$20.00.....60&10%

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

Domestic, per doz. \$3.00.....33½¢  
Excelsior, per doz. \$10.00.....50&10&2%  
North's.....10%  
Zimmerman's.....50%

**Blind Fastenings and Tenons—**

Austin & Eddy, per gro. sets.....\$5.50  
Forban's Improved Star Tenon  
per gro. \$1.00.....25%  
Holt's Tenons.....70%  
Merriman's Brass Lever, per gr.....\$15.00  
Merriman's Iron Lever, per gr.....9.00  
Miller's Falls, per set \$1.00.....15&10%  
Security Gravity, per gr.....\$9.00  
Washburne's Plate, per gr.....9.00  
Zimmerman's.....50%

**Blind Hinges—**

See Hinges.

**Blocks—**

Chisholm & Moore Crane Load Blocks 15%  
Cleveland Block Co. Steel.....60&10&70%  
Eddy's.....60&10&70%  
Hartz's Steel.....50&50&10%  
Iron Strapped.....70%  
Rope Strapped.....60&10%  
L. V. Sheaves.....60%  
Lanes:  
Junior, Self Sustaining.....30%  
Pat. Automatic.....30%  
Perfect Safety.....30%  
Stowell, Novelty Block.....50&10%  
Regular Iron Strapped Blocks  
60&10&10&70%

**Bolts—****DOOR AND SHUTTER—**

Cast Iron Barrel, Square, &c.....50&10%  
Cast Iron Chain.....50&10%  
Cast Iron Shutter Bolts.....45&10%  
Ives' Patent Door Bolts.....65%  
Wrought Barrel.....60%  
Wrought Square.....60&60&15%  
Wrought Shutter, Standard list.....40&10%  
Wrt Sunk Flush, Sargent's list.....50&50&10%  
Wrt Sunk Flush, Stanley's list.....45&45&10%  
Wrt B. K. Flush, Com'n, Stanley's  
list.....50&50&15%  
Wrought Spring, Sargent's.....75%

**CARRIAGE, MACHINE, &c.—**

Bolt Ends.....70&70&10%  
Machine.....70&10&70&10%  
Carriage, Common.....70&70&10%  
Norway Iron, list Oct. '84.....75%  
Phila., Eagle, list June 1, '99.....80%  
R. B. & W., \$2.40 list.....70%  
Sleigh Shoe.....50&10%

**TIRE—**

American Screw Co.:  
Bay State, Plain, list Dec. 28, '99.....65%  
Bay State, Fluted.....65%  
Eagle Phila., list Feb. 26, '96.....77½¢  
Norway, Phila., list Feb. 26, '96.....75%  
Common, list Dec. 28, '99.....65%  
Norway, Phila.....75%  
R. B. & W., Norway.....75%

**STOVE AND PLOW—**

Plow.....50&10%  
R. B. & W. Plow.....50%  
Stove, List Dec. 28, '99.....60%

**MISCELLANEOUS—**

Sink.....62½¢

**Bone Mills.**

Enterprise.....25&30%  
Stearns.....40%

**Borers, Bung.**

Enterprise.....25&30%  
Each.....\$1.25, \$1.65, \$2.50  
Nos.....1 2 3

C. E. Jennings & Co.:

No. 6.....40%  
No. 10.....25%

**Borers, Tap—**

Common Ring.....20&10%  
Enterprise.....25&30%  
Ives.....25&10%

**Boring Machines—****WITHOUT AUGERS—**

Upright. Angular.  
Douglass'.....\$2.75 \$3.38  
Jennings'.....3.00 3.75  
Miller's Falls.....7.50 15%  
Snell's, Rice's Pat. 2.75 3.00

**Bow Pins—**

Hotchkiss.....60&10%

**Boxes, Mail.**

Heller's.....40&5%

**Box Strapping—**

Cary's "Universal," in case lots,  
20&10&20&10&10%

**Braces—**

Barbers'.....50&10&60&10%  
Barbers' Ratchet.....60&60&10%  
Common Ball American.....60&60&10%  
Ives':  
Barbers'.....60&5%  
Barbers' Ratchet.....60&60&10%  
New Haven Novelty.....70%  
New Haven Ratchet.....60&10%  
Spofford.....60&5%  
C. E. Jennings & Co.:  
No. 108&114½.....50&10%  
No. 208½&214½.....50&10%  
Lancaster Mach. & Knife Works.....40%  
Peck's (P. S. & W. Co.).....60&60&5%  
Gen. Spofford's.....50&10&60%

**Brackets—**

Door Screen.....60&10%  
Shelf, Bradley's Patent.....75%  
Shelf, Plain, Regular list.....66%  
Shelf, Fancy, Sargent's list.....40&10%  
Window Screen Corner.....60&5%  
Reading, Plain.....60%  
Reading, Rosette.....60%

**Bracket Saw Frames—**

Millers Falls Co.....25%

**Bracket Sets—**

Millers Falls Co.....33½¢

**Box Hooks, Openers and Scrap-****ers—**

Humason & Beckley's.....60&60&10%

**Bright Wire Goods—**

Standard. New list.....80%

**Bull Rings—**

Humason, Beckley & Co.'s.....80%  
Peck, Stow & Wilcox Co.'s.....65%  
Sargent's.....80%  
Seymour Smith & Sons.....60%

**Bull Punches—**

Humason & Beckley's.....25%

**Bush Hooks—**

See Hooks.

**Butchers' Cleavers—**

Bradley's.....25&30%  
Beatty's.....40%  
Foster Bros. Flat Hds.....30%  
Foster Bros. Round Hds.....30%  
Lancaster Mach. & Knife Wks. 33½¢@40%  
I. & J. White.....25%  
New Haven Edge Tool Co.'s.....40%  
P. S. & W.....33½¢&5%

**Butcher Knives—**

See Knives.

**Butchers' Saw Blades—**

Millers Falls Co. Star.....15&15&10%  
C. E. Jennings & Co.....25&10%

**Butter and Cheese Triers—**

Ordinary Black Handle.....25%  
Humason & Beckley's.....25&10%

**Butt and Rabbit Gauges—**

Stanley's.....25&10%

**Butts—****BRASS—**

Cast Brass, Fast Joint.....40&10&50%  
Cast Brass, Ice House.....40%  
Cast Brass, Loose Joint.....40&10&50%  
Wrought Brass, list Sept. '96.....25&10%

**CAST IRON—**

Loose Joint.....70%

Loose Joint, Japanned.....70%  
Loose Joint, Jap. with Acorns.....70%  
Loose Pin.....70%  
Mayer's Hinges.....70%  
Parliament Butts.....70%  
Fast Joint, Broad.....60&60&10%  
Fast Joint, Narrow.....60&60&10%

**WROUGHT STEEL—**

List April 1, 1895.

Bronzed Inside Blind Butts.....45&45&15%  
Bronzed, Narrow.....45&45&15%  
Fast Joint, Narrow.....65&10%  
Fast Joint, Light Narrow.....65&10%  
Fast Joint, Broad.....65&10%  
Loose Joint.....60%  
Loose Pin.....60%  
Table Butts, Back Flaps, etc.....60%  
60%@70&15%

**Callipers—**

Bemis & Call:  
Wing.....65%  
Double.....65&10%  
Inside and Outside.....65&10%  
Straight Leg.....65&10%  
Call's Pattern, Inside.....55%

**Can Openers—**

American.....per gross, \$1.75@2.00  
Goodell's Arm.....per gross, 6.00  
No. 5, Iron Handle, per gross, \$2.00@2.25  
Sardine Scissors.....75&10%  
Sardine Scissors, Forged Steel.....per doz., \$4.50  
Sprague, No. 1, \$2.00; No. 2, \$2.25;  
No. 3, \$2.50.....75&10%  
Universal, per doz., \$3.00.....50%

**Cards—**

Cotton.....2%  
Horse and Curry.....2%  
Wool.....25%

**Carpet Stretchers—**

Montross' "Excelsior," per doz.,  
\$0.00.....30%  
Bullard's.....33½¢  
Cast Iron Steel Points.....per doz., 80¢  
Socket.....per doz., \$1.75@2.00

**Carpet Sweepers—**

Bissell Carpet Sweeper Co.:  
American Queen.....per doz. \$27.00  
Crystal.....35.00  
Gold Medal.....24.00  
Grand.....36.00  
Grand Rapids.....22.00  
Hall.....60.00  
Prize.....24.00  
Premier.....24.00  
Superior.....24.00  
Welcome.....24.00  
Club.....54.00  
Crown Jewel, Japan Finish.....19.00  
Crown Jewel, Nickel.....21.00  
Furniture Protector, Japan.....22.00  
Furniture Protector, Nickel.....24.00  
"Standard A," Japan.....20.00  
"Standard A," Nickel.....22.00  
Lots of 5 dozen, \$1.00 per doz. less.  
Goshen Sweeper Co.:  
New Prices  
per doz.  
Goshen Junior.....\$9.00  
Eureka.....12.50  
Champion.....17.00  
Our Leader.....18.00  
Unrivalled, Broom-Action, Jap. 18.00  
Unrivalled, Broom-Action, Nic. 20.00  
Star, Broom-Action, Japan.....19.00  
Banner, Broom-Action, Japan.....20.00  
Banner, Broom-Action, Nickel.....22.00  
Reliable, Broom-Action, Japan.....20.00  
Reliable, Broom-Action, Nickel.....22.00  
Rapid, Broom-Action, Japan.....20.00  
Rapid, Broom-Action, Nickel.....22.00  
Select, Broom-Action, Japan.....20.00  
Select, Broom-Action, Nickel.....22.00  
Easy, Cam Action, Japan.....20.00  
Easy, Cam-Action, Nickel.....22.00

Carriage Bolts—  
See Bolts.  
Carriage Makers' Clamps—  
See Clamps.  
Cartridges—  
See Ammunition.  
Casters—  
Bed.....60&10%  
Bracket Bed.....60&10&5%  
French or Phila. Iron Wheel.....60%  
Brass Wheel.....40&10%  
Martin's Patent (Phoenix).....50&50&10%  
Plate.....60&10%  
Payson's Truck Casters.....60&10%  
Payson's Furniture.....70%  
Payson's Truck.....70%  
Tucker's Patent, low list.....50%

**Cattle Leaders—**

Humason, Beckley & Co.'s.....70&10%  
Peck, Stow & W. Co.....60%  
Sargent's.....70&10%  
Weltons.....70&10%

**Chain—**

Aluminum Coil and Halter.....50&5%  
American Halter Chain.....50&50&5%  
American Proof Coil, 1000-lb lots,  
Inch. Per lb.  
3-16.....\$7.90  
¼.....6.00  
5-16.....5.00  
¾.....4.15  
7-16.....4.00  
¾.....3.90  
9-16.....3.80  
¾.....3.70  
¾.....3.65  
¾.....3.55  
1.....3.55  
Less than cask lots, add 40c. per 100 lbs.

**Bridgeport Chain Co.:**

Brown, Coll.....60%  
Brown, Halter.....60%  
Competition Sash.....50&10%  
Monarch, Sash.....40&10%  
Triumph, Coll.....55%  
Triumph, Halter.....55%

Covert Mfg. Co., Breast Chain.....3%  
Covert Mfg. Co., Halter Chain.....3%  
Covert Mfg. Co., Heel Chain.....3%  
Covert Mfg. Co., Rein Chain.....3%  
Covert Mfg. Co., Stallion Chain.....3%  
Galvanized Pump Chain.....5%  
German Coll, list July 24, '97, 60¢@10%  
German Halter Chain, list July 24, '97

Jack Chain, Iron.....50&10&60%  
Jack Chain, Brass.....50&50&10%

Oneida:

Niagara.....60%  
Eureka.....60%  
Trace, Wagon and Fancy Chains,  
New List.....50&50&10%

**COW TIES—**

American.....35¢@40¢  
Niagara.....45¢@50¢  
Covert Mfg. Co.:  
Cotton.....45%  
Hemp.....45%  
Jute.....35%  
Sisal.....20%

**Chain Guards—**

Aluminum S. & N. Co.....50%

**Chain Hoists—**

Moore's "Anti-Friction".....30%  
Moore's "Direct".....50%

**Cherry Stoners—**

Enterprise.....25¢@30¢  
Family.....net per doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—**

SOCKET FRAMING AND FIRMER—  
Buck Bros.....30%  
Charles Buck.....30%  
Douglass.....30%  
Mix.....70%  
Ohio Tool Co.....70%  
P. S. & W.....70%  
Swan.....70%  
Witherby.....70%  
C. E. Jennings & Co, No. 70.....20%  
Jennings & Griffin Mfg. Co.....70%

**TANGED AND MISCELLANEOUS—**

Box.....60&10%  
Buck Bros.....30&10%  
Butchers'.....\$4.75@5.00 to £  
C. E. Jennings & Co.....30%  
Jennings & Griffin Mfg. Co. Tanged  
Chisels and Gouges.....40%  
Spear & Jackson's.....\$5.00 to £  
Tanged Firmers'.....40&40&10%

**COLD CHISELS—**

Good quality, per lb.....18¢@20¢  
Snell's Best C. S.....50%

**Chucks—**

Beach Patent, each, \$3.00.....20%  
Cushman's:  
Combination.....45%  
Independent.....50%  
Morse's Adjustable, each, \$7.00.....25%  
Syracuse, Balz Patent.....30%  
Skinner's Patent Drill Chucks.....30%  
Skinner's Ind't Lathe Chucks.....40%  
Skinner's Pat. Comb. Chuck.....40%  
Standard, Improved.....45%  
Union Mfg. Co.:  
Combination.....40%  
Independent.....40%  
Universal.....40%  
Victor, No. 1, \$8.50; No. 2, \$12.50.....25%

**Clamps—**

Adjustable, Cincinnati.....25&10%  
Adjustable, Hammers.....15%  
Adjustable, Stearns'.....30%  
Mailcable, Stearns'.....75%  
Cabinet Makers or Quilt Frame,  
Sargent's.....45%  
Carpenter's, Cincinnati.....25&10%  
Carriage Makers', Sargent's.....50&50&10%  
Carriage Makers', Stearns'.....50&50&10%  
Carriage Makers', P. S. & W. Co. 40&10

**Smith's:**

Eccentric.....25%  
Splicing.....25%  
Splicing Tools.....25%  
Warner's.....40&10%

**Cleaners, Sidewalk—**  $\varnothing$  doz

Challenge Shank ..... \$3.25  
 Star Shank ..... 4.00  
 Star Socket ..... 4.25

**Clippers—****HORSE—**

Chicago Flexible Shaft Co.'s:  
 Chicago Belt Clipping Machine,  
 Each \$15.00 net  
 New '98, Chicago.....Each 8.75 net

**TOILET**

Chicago Flexible Shaft Co.'s:  $\varnothing$  doz.  
 Mascot ..... \$3.40 net  
 Monitor ..... 9.00 net  
 Stewart Pat. .... 10.00 net

**Clips—**

Norway Axle.....60&10&10%  
 Norway Spring Bar Clips.....60&10&10%  
 Superior Axle Clips.....60&10&10%

**Coffee Mills—**

Box and Side.....50&10&60%  
 Enterprise Mfg. Co. .... 25@30  
 Logan & Strobbridge Co. .... net prices  
 National Specialty Mfg. Co. .... 30%  
 The Swift, Lane Bros. Co. .... 30%  
 Wadell's New Box Mills ..... 10%  
 Ideal Brand, New List ..... 60@60&10%

**Coil Chain—**

See Chain.

**Compasses, Dividers, &c.—**

Athol Callipers and Dividers.....40%  
 Bemis & Call Co.'s:  
 Compasses ..... 50&5%  
 Dividers ..... 35%  
 Compasses, Callipers, Dividers.  
 70@70&10%  
 Copeland's Extension.....40%  
 Stevens' "Ideal" ..... 25&10%  
 Stevens' "Leader" ..... 25&10%  
 Starrett's Fay's Patent  
 Spring Callipers and Div.....25&10%  
 Wright's.....33% $\frac{1}{2}$

**Coopers' Tools—**

Bradley's ..... 30%  
 Barton's ..... 20@20&5%  
 Beatty's ..... 33% $\frac{1}{2}$   
 L. & I. J. White ..... 20@20&5%  
 Sandusky Tool Co. .... 25&10@30&10%  
 Shaves, Cincinnati Tool Co.....15&15&10%

**Corkscrews—**

Detroit Cork-Screw Co. .... 33% $\frac{1}{2}$   
 Howe Bros. & Hubert ..... 40%  
 Humason & Beckley Mfg. Co. .... 40&10%  
 Samson .....  $\varnothing$  doz \$10.00  
 Williamson's ..... 40%

**Corn Hooks—**  $\varnothing$  doz

Kretzinger Cut-Easy.....\$3.00 net

**Corn Knives and Cutters—**

Bradley's ..... net  
 Wadsworth's ..... net

**Countersinks—**

Mayhew's Diamond.....40%  
 Smith's ..... 25%  
 Snell's ..... 50%  
 Wheeler's Patent.....50&10%

**Crayons—**

Sargent's List ..... 20%  
 Dixons:  $\varnothing$  gro.  
 Eclipse ..... \$3.75  
 Emerald ..... 5.00  
 Oriole ..... 5.00  
 Rainbow ..... 2.81  
 Solid ..... 7.50

**Curry Combs—**

Fitch's List, Nov. 20, '96.....25&10%  
 Kohler's ..... 30@35%  
 New York Stamping Co. List, Sept.  
 17, '97 ..... 40%  
 Perfect ..... 40%  
 Rubber,  $\varnothing$  doz. \$7.50 ..... 20&10%  
 Southington Cutlery Co.'s ..... 25&10%

**Cycle Hangers—**

Lane's ..... 33% $\frac{1}{2}$ &5%

**Diggers—**

See Post Hole, etc.

**Dividers—**

See Compasses, Dividers, etc.

**Dog Collars—**

Chapman Mfg. Co.'s New List:  
 Chain (full assortment) ..... 40%  
 Leather (full assortment) ..... 40&10%  
 Pope & Stevens:  
 Brass ..... 40%  
 Embossed ..... 30&10%  
 Leather ..... 40%  
 Union Hardware Co. New List  
 50@50&10%

**Door Bolts—**

See Bolts, Door.

**Door Checks—**

Bardsley's ..... 33% $\frac{1}{2}$ @40%  
 Columbia ..... 50&10%  
 Eclipse ..... 50&10%  
 Home ..... 45&10@45&10&10%  
 Norton's ..... 50@50&10%  
 Ogden's ..... 33% $\frac{1}{2}$ @40%

**Door Springs—**

Champion (Coil) ..... 50%  
 Gem (Coil), list Oct. '95 ..... 20%  
 Rubber, complete,  $\varnothing$  doz. \$5.50 45@50%  
 Star (Coil), list Oct. '95 ..... 30%  
 Torrey's Rod, 39 in.,  $\varnothing$  gro. .... \$15.00  
 Torrey's Rod, 43 in.,  $\varnothing$  gro. .... 42.00  
 Victor, Coil ..... 50&10&10%

**Drawer Pulls—**

Sargent's List ..... 60%

**Drawing Knives—**

Adjustable Handle.....25@25&10%  
 Bradley's ..... 35%  
 Douglass ..... 70&10%  
 Jennings & Griffin ..... 65% $\frac{1}{2}$   
 Mix ..... 70&10%  
 Ohio Tool Co. .... 70&10%  
 P. S. & W ..... 70&10%  
 Witherby ..... 70&10%  
 Watrous ..... 30&10%  
 L. & I. J. White ..... 20&5@25%

**Drills and Drill Stocks—**

Automatic Boring Tools ..... 50%  
 Bench, Manneers ..... 65% $\frac{1}{2}$   
 Blacksmiths' ..... 60%  
 Breast, Bartholomew's ..... 25&10%  
 Breast, Goodell's ..... 25@30%  
 Breast, Millers Falls, each \$3.00 15&10%  
 Clamp ..... 20%  
 Ratchet, Billings Double Acting. 33% $\frac{1}{2}$   
 Ratchet, Ingersoll's ..... 25%  
 Ratchet, Merrill's ..... 20@20&5%  
 Ratchet, Moore's Triple Act. .... 25@30%  
 Ratchet, Fletcher's ..... 40%  
 Ratchet, Whitney's ..... 50%  
 Ratchet, Weston's ..... 20@25%  
 Stearns' Bench ..... 30%  
 Upright, B. & F ..... 50%  
 Hand, Goodell's ..... 30&10%  
 Whitney's Hand Drill, No. 1, \$10.00.  
 Adjustable No. 10, \$12.00. .... 33% $\frac{1}{2}$   
 Wilson's Drill Stocks ..... 10%

**TWIST DRILLS—**

See Augers and Bits.

**BLACKSMITHS'**

Coe's ..... 60%  
 Prentice ..... 60%

**Drug Mills—**

National Specialty Mfg. Co ..... 30%  
 Enterprise Mfg. Co. .... 25@30%

**Easy Lawn Swings—**  $\varnothing$  doz.

Ulrich Mfg. Co. .... \$45.00

**Egg Beaters—**

Dover Stamping Co.:  
 New Dover,  $\varnothing$  doz. 75 cts.,  $\varnothing$  gro. \$7.50  
 Extra Family Size .....  $\varnothing$  doz. 2.00  
 Keystone ..... 33% $\frac{1}{2}$   
 Spiral .....  $\varnothing$  gro. \$4.25@4.50  
 Standard Co.:  $\varnothing$  gro.  
 Dover, No. 5 ..... \$5.50  
 Dover, No. 10 ..... 7.00  
 Dover, Steel Handle, No. 10 ..... 7.00  
 Dover, Extra Heavy, No. 15 ..... 12.00  
 Rival ..... 9.00

**Emery—**

Genuine Turkish Walpole Mills.  
 No. 6 to 46,  $\varnothing$  lb ..... 10c  
 No. 54 to 150,  $\varnothing$  lb ..... 10c 20%  
 Flour,  $\varnothing$  lb ..... 8c

**Enameline—**  $\varnothing$  gro.

No. 4 ..... \$4.50  
 No. 6 ..... 7.20

**Escutcheons—**

Wood ..... 25%

**Expansive Bits—**

See Augers and Bits.

**Farriers' Knives—**  $\varnothing$  doz.

"Challenge" ..... \$3.00  
 Paper ..... 3.00  
 Wilkinson's ..... \$3.00 net  
 Wootenholm's ..... \$3.25 10%

**Faucets—**

Brass Globe Cocks ..... 70@70&5%  
 Brass Racking ..... 70@70&5%  
 Compression Bibbs ..... 50&10@10%  
 Red Cedar ..... 40@40&10%  
 Red Cedar, bbl. lots ..... 50%  
 Frary's Pat. Petroleum ..... 70@70&10%  
 John Sommer's "Peerless," Tin  
 Key ..... 40%  
 John Sommer's "Boss," Tin Key ..... 50%  
 John Sommer's "Victor," Metal  
 Key ..... 50&10%  
 John Sommer's "Duplex," Metal  
 Key ..... 60%  
 John Sommer's "Buckeye," Metal  
 Key ..... 40%  
 John Sommer's "Rochester," Metal  
 Key ..... 50%  
 John Sommer's "Rival," Metal Key ..... 50%  
 John Sommer's "Crescent," Metal  
 Key ..... 50&10%  
 John Sommer's "Diamond," Lock ..... 40%  
 John Sommer's "Eclipse," Lock ..... 40&10%  
 John Sommer's "Union," Lock ..... 50%  
 John Sommer's "I. X. L.," Cork  
 Lined ..... 50%  
 John Sommer's "Reliable," Cork  
 Lined ..... 50&10%

John Sommer's "Common," Cork  
 Lined ..... 70%  
 John Sommer's "O. K.," Cork  
 Lined ..... 50%  
 John Sommer's "Chicago," Cork  
 Lined ..... 60%  
 John Sommer's "Perfection," Cedar ..... 40%  
 John Sommer's "No Brand," Cedar ..... 50&10%  
 Star ..... 60@60&5%

**SELF MEASURING—**

Enterprise  $\varnothing$  doz. \$36.00 ..... 40%  
 Lane's  $\varnothing$  doz. \$36.00 ..... 40&5@40&10%  
 National Specialty Mfg. Co. .... 33% $\frac{1}{2}$

**FILES—****DOMESTIC—**

New List, Nov. 1, 1899.  
 American ..... 70&10%  
 Arcade ..... 70%  
 Derby ..... 75&10%  
 Dieston's ..... 70%  
 Dieston's Superfine ..... 25@30%  
 Eagle ..... 70%  
 Economy ..... 75&10%  
 Great Western ..... 70&10%  
 Kearney & Foot ..... 70&10%  
 Nicholson ..... 70%  
 Nicholson's X. F. Files ..... 30@25&10%  
 Royal ..... 75%  
 Second Quality Files ..... 80&10%  
 Tiger ..... 75%  
 Victor ..... 75&10%

**IMPORTED—**

Stubs ..... Stubs' List, 30@33% $\frac{1}{2}$

**Fish Hooks—**

Amer. Fish Hook Co. list ..... 60@60&10%  
 Kirby & Limerick, low list (50c base) 10%

**Fish Scalers—**

Covert's Saddlery Works:  
 Great American ..... 60&20%  
 Fitch's ..... 25&10%

**Fluting Scissors—**

List ..... 45%

**Forges—**

Boynnton & Plummers ..... 60%

**Forks—**

Steel Goods Association List, Aug.  
 1, 1899.  
 Barn or Ice Forks ..... 40&5%  
 Ball-t or Stone Forks ..... 40&5%  
 Beet Forks ..... 40&5%  
 Coal Forks ..... 40&5%  
 Coke and Cotton Seed Forks ..... 40&5%  
 Hay Forks, Four Time, Standard  
 Size ..... 60% $\frac{1}{2}$   
 Hay Header and Baler Forks, Four  
 Time ..... 60&30%  
 Manure Forks, Four Time ..... 75%  
 Manure Forks, Five and Six Time ..... 70%  
 Grain or Barley Forks ..... 70&10&2%  
 Heavy Mill, Manure or Street Forks ..... 75%  
 Oyster Forks ..... 40&5%  
 Potato Digging Forks ..... 65%  
 Potato Scoop Forks ..... 50%  
 Shaving Forks ..... 40&5%  
 Sluice Forks ..... 40&5%  
 Socket Hay Forks, Four Time ..... 60% $\frac{1}{2}$ &5%  
 Socket Manure Forks, Four Time ..... 70%  
 Socket Spading Forks, Four Time,  
 70&5&5&2% $\frac{1}{2}$   
 Spading Forks ..... 70&5%  
 Stone Picking Forks ..... 65%  
 Tanner's Forks ..... 40&5%  
 Hay Forks, Three Time, Standard  
 Size ..... 65% $\frac{1}{2}$   
 Hay Header and Baler Forks, Three  
 Time ..... 67% $\frac{1}{2}$ &2% $\frac{1}{2}$   
 Hay Forks, Two Time, Standard  
 Size ..... 65%

**Fruit, Wine and Jelly Presses.**

Enterprise ..... 20@25%

**Fry Pans—**

Acme Fry Pans ..... 70@70&5%  
 Burnished, regular goods ..... 75@75&10%  
 Standard List ..... 70&10@75%  
 No. .... 0 1 2 3 4  
 $\varnothing$  doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25  
 No. .... 5 6 7 8  
 $\varnothing$  doz. .... \$6.00 \$7.00 \$8.00 \$9.00

**Fuse—**

Common Hemp Fuse,  $\varnothing$  1000 ft.  
 \$4.50 ..... 25%  
 Common Cotton Fuse,  $\varnothing$  1000 ft.  
 \$1.75 ..... 25%  
 Single Taped Fuse,  $\varnothing$  1000 ft. \$8.00 25%  
 Double Taped Fuse,  $\varnothing$  1000 ft.  
 \$10.00 ..... 25

**Gate Hinges—**

See Hinges.

**Gauges—**

Bemis & Call's Steel ..... 50%  
 Boss, Screw Pitch ..... 33% $\frac{1}{2}$   
 Clapboard ..... 25&10%  
 Marking, Mortise, etc. .... 55&10@55&  
 10&10%

Stanley's ..... 60&10%  
 Stanley's Chisel ..... 30&10%  
 Starrett's Surface, Center and  
 Scratch ..... 25&10%  
 Copeland Champion Bit,  $\varnothing$  doz.  
 \$3.00 net  
 Stubs' Wire and Drill ..... 20%  
 Wire, Morse's ..... 25%  
 Wire, P. S. & W., low list ..... 10&10%  
 Wire, Wheeler, Madden & Co. .... 10%

**Gimlets—**

"Diamond" Gimlets,  $\varnothing$  gr. \$4.00@4.25  
 Donole Cut ..... 40&10@50%  
 Metal Head ..... 50&10%  
 Wood Head ..... 50%  
 Swan's, German Pattern ..... 40&10%

**Gimlet Bits—**

See Augers and Bits.

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue ..... 25&25&10%  
 Le Pages Liquid ..... 25&25&10%  
 Mystic ..... 40%  
 Martins ..... 40%

**Glue Pots—**

Tinned ..... 40&5@40&10&5%

**Graters—**

Champion Nutmeg .....  $\varnothing$  doz. \$9.00  
 Edgar's Nutmeg,  $\varnothing$  gro. \$10.50 10%  
 Enterprise ..... 25@30%  
 Rotary Nutmeg .....  $\varnothing$  gro. \$9.00

**Griddles—**

Cronk's ..... 70%

**Grindstone Fixtures—**

P. S. & W. Co. .... 50&10%  
 Russell & Etwin ..... 70&10%  
 Sargent's Patent ..... 70&10%  
 Stowell ..... 55&10%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafes—**

Britton's .....  $\varnothing$  doz. \$6.50

**Halters—**

Covert Mfg. Co.:  
 Jute Rope Halters ..... 35%  
 Sisal Rope ..... 20%  
 Web Halters ..... 45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Atha Tool Co. .... 50&10%  
 Henry Cheney Hammer Co.:  
 Haudled Claw ..... 40&10%  
 Machinists' ..... 50&10%  
 Humason & Beckley ..... 40&10%  
 Dunlap's Patent ..... 25%  
 Magnetic Tack, Nos. 1, 2, 3 \$1.25,  
 \$1.50&\$1.75 ..... 40&10%  
 H. B., Tack ..... 50&10%  
 Maydole's ..... 33% $\frac{1}{2}$ &5@10&10%  
 Peck, Stow & Wilcox ..... 40%  
 Fayette R. Plumb:  
 Artisan's Choice, A. E. Nail 33% $\frac{1}{2}$ &10%  
 Engineers and B. S. Hand ..... 60%  
 A. E. Nail ..... 33% $\frac{1}{2}$ &5%  
 Other Brands ..... 40&10%  
 Sargent's New List ..... 40&40&10%  
 Ulrich's Handy .....  $\varnothing$  doz. \$3.00  
 Verree ..... 50&10%  
 Warner & Noble's New List ..... 25%

**HEAVY HAMMERS AND SLEDGES—**

Under 8 lb .....  $\varnothing$  lb 40c 75&10&5%  
 8 to 5 lb .....  $\varnothing$  lb 30c 75&10&5%  
 Over 5 lb .....  $\varnothing$  lb 30c 75&10&5%  
 Heavy Weights ..... 75&10&10%  
 Wilkinson's Smiths ..... 9% $\frac{1}{2}$ @10c  $\varnothing$  lb

**Hammock Ropes—**

Covert Mfg. Co.:  
 Jute ..... 35%  
 Sisal ..... 20%

**Hand Cultivators—**

Ulrich Mfg. Co.:  
 Osborne's .....  $\varnothing$  doz., \$15.00

**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's ..... 50&10%  
 Chest Handles, Stearns' No. 1, Door  
 or Thumb ..... 80c 70%  
 Nos. .... 0 1 2 3 4  
 $\varnothing$  doz. .... \$ .90 \$1.00 \$1.08 \$1.35 \$1.50  
 50&10%  
 Drawer Handles ..... 60%  
 Ring Handles ..... 70%  
 Roggin's Latches ..... 35@35&10%  
 Shelf Box Handles ..... 65%  
 Trunk Handles ..... 60%  
 Tub Handles ..... 60&10%



## STORE DOOR HANDLES—

Bronzed, with Cylinder Lock	50c
Bronzed	50c to 10c
Japanned, with Nuts	45c to 10c
Japanned, with Plate	45c to 10c
Japanned, without Plate	45c to 10c

## DOOR PULL—

Bar	60c to 10c
Barn Door	60c to 10c
Chest and Lifting	60c to 10c
Drawer Pulls	60c to 10c
Plain B. M.	60c to 10c
Push Plates, Sargent's List	60c to 10c
Push Pull Plates	70c to 10c
Sash Pulls	60c to 10c
Window Pulls	60c to 10c

## WOOD—

Auger, assorted	gr. \$2.25 to 2.50
Auger, large	gr. 8.00 to 8.25
Auger, Douglas' Pat.	gr. set, No. 1, \$1.00; No. 2, \$1.40. 60c to 10c
Auger, Ives' Pat.	gr. set, No. 1, 60c to 10c
Auger, No. 2 to 32	40c
Auger, Swan's Pat.	gr. set, No. 3, \$1.00; No. 4, \$1.25. 25c to 10c
Brad Axl.	gr. \$1.75 to \$2.00
Chisel, Worcester, Leather Cap'd	1.50
Diston's Croscut	50c
File, assorted	gr. \$1.25 to 1.40
Firmer Chisel, Apple, assorted	gr. \$2.25 to 2.50
Firmer Chisel, Apple, large	gr. \$2.75 to 3.00
Firmer Chisel, Hickory, ass'd	gr. \$2.00 to 2.25
Firmer Chisel, Hickory, large	gr. \$2.50 to 2.75
Firmer Chisel, Socket, ass'd	gr. \$2.00 to 2.25
Hammer, Hatchet, Axe, Sledge, etc.	50c to 2c
Hoe, Rake and Fork	60c to 10c to 60c to 10c
Saw and Plane	40c to 10c to 50c
Shovel and Spade, Wood D. Handle	60c to 10c to 10c

## CROSS-CUT SAW HANDLES—

Atkins	40c
Champion	45c to 45c to 10c

## Hangers—

American Trackless	25c to 20c
Barn Door, old pattern	60c to 10c
Barn Door, New England	60c to 10c
Barry	\$6.00
Best Anti-Friction	60c to 10c
Challenge Barn Door	50c
Cronk's Roller Bearing	No. 0, \$4.50 net per dozen. No. 4, 5.50 No. 5, 6.50
Cronk's Steel, cov'd, Loose Axle	60c to 5c
Coburn	40c
Davis Parlor Door	50c to 50c to 5c
Duplex (Wood Track)	60c to 10c to 5c
Kidder's	50c to 50c to 10c
Lane's Barn Door	Barn Door, Standard, 60c Covered, 50c to 10c to 50c to 10c to 5c Special, 60c No. 50, 50c to 10c to 60c to 5c New Model, Tinned, 30c to 10c to 40c
Parlor	Standard, gr. set, net, \$3.50 to \$3.60 Ball Bearing, 4.50c New Model, 8.00c New Champion, 2.40c to 2.50
Manhattan	60c
McKinney's "None Better," No. 2	\$18.00; No. 1 Special, \$18.00, dozen pairs, 60c to 10c
Richards' Single Track, Steel	40c to 10c
Richards' Anti-Friction	50c
Stearns	Single Track, No. 5, 30c to 20c Gem, 60c Royal, 60c Challenge, 60c Warner, 1 and 2, 40c
Stowell Mfg. Co.'s Barn Door	Badger, 60c to 10c Climax, 55c to 5c Interstate, 60c Magic, 60c Matchless, Covered, 50c to 10c Nansen, Roller Bearing, 50c to 10c Parlor Door, 50c Wild West, 50c to 5c Zenith, for Wood Track, 33c to 1c Elevator, 40c Railroad, 55c to 5c Street Car Door, 50c to 10c Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$25.00; No. 4, \$35.00. 60c to 10c to 25c Warner's Patent, 20c to 10c to 10c Wilcox, 40c

## Harness Snaps—

See Snaps.

## Hasps and Staples—

McKinney's "Perfect," \$1.10	gr. doz. 40c to 10c
Wrought	80c to 10c to 80c
Wrought, Stanley	80c

## Hatchets—

See Axes.

## Hay Hooks—

Humason & Beckley	60c to 10c
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## Hay Racks—

Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.	
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## Hay and Straw Knives—

Auburn Hay, Com. and Spear Point	50c
Auburn Straw	40c
Lightning, from jobbers	60c to 5c
Wadsworth's	40c

## Hinges—

## WROUGHT IRON HINGES—

Corrugated Strap and T	60c to 10c
Rolled Blind Hinges, Nos. 32 and 34	70c to 10c
Rolled Plate	50c to 10c
Rolled Raised	70c
Plate Hinges, "Providence," 6 to 12 in., 3/4 lb, 5c, 14 to 36 in., 3/4 lb, 4c	6 to 12 in., 3/4 lb, 3c to 3 1/2 c
Screw Hook and Strap, 14 to 20 in., 3/4 lb, 3c to 3 1/2 c	22 to 36 in., 3/4 lb, 3c to 3 1/2 c

## STRAP AND T HINGES—

Light Strap Hinges	60c to 10c to 10c to 10c
Heavy Strap Hinges	70c to 10c to 10c to 10c
Light T Hinges	50c to 10c to 10c to 10c
Heavy T Hinges	60c to 10c to 10c to 10c
Extra Heavy T Hinges	60c to 10c to 10c to 10c
Long Chest Hinges	45c to 50c to 10c
Hinge Hasps	4c to 50c to 10c
Crate Hasps	45c to 50c to 10c
Crate Hinges	60c to 10c to 10c to 10c

## SPRING HINGES—

Bommer's	33 1/2 c
Bardsley's Patent Checking	15c
Chicago	25c
Champion	60c
Kell's American	30c
Matchless, Double Acting Pivot	25c
New Idea, No. 1	gr. \$7.50
New Idea, No. 2	gr. \$7.50
Rex	gr. \$7.50
Royal, Japanned	60c to 5c
Rubber	60c to 5c
Sargent's List, 1894:	
Bronze Metal	70c to 10c to 10c
Japanned Surface, Single	70c to 10c
Japanned Surface, Double	60c to 10c
Mortise	70c to 10c
Model	70c to 10c to 10c to 10c
Tuscan Surface, Single	70c
Tuscan Surface, Double	60c to 10c
Vigilant	60c
Stearns	75c
Union Spring Hinge Co.'s List, March, 1894	30c
Union Mfg. Co.	25c
Van Wagoner & Williams Hdw. Co.:	
Acorn	gr. \$12.50
Acme	30c
Acme, Brass	20c
American	20c
Clover Leaf	gr. \$12.50
Columbia, No. 14	gr. 9.00
Columbia, No. 18	gr. 25.00
Crown	30c
Gem	3c
Knoxall	gr. \$9.00
Oxford	25c
Wiles', No. 1, gr., \$16.00; No. 2	\$18.00

## GATE HINGES—

Automatic	gr. doz. \$12.50, 50c
Clark's, Nos. 1, 2, 3	50c to 10c to 60c to 10c
N. E., gr. doz. \$7.80	60c
N. E., Reversible, gr. doz. \$5.60	60c
N. Y. State, gr. doz. \$4.90	60c
Shepard's, Nos. 1, 2, 3	60c to 10c
Western, gr. doz. \$4.30	60c

## BLIND HINGES—

Clark's:	
Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2	70c to 10c
Mortise Gravity	50c
Nos. 1, 3, 5	70c to 10c
Nos. 40 and 50	70c
Huffer	5c to 60c
Parker	70c to 10c
Sargent's, Nos. 1, 3, 5, 11, 18	70c to 10c
Shepard's or Wrightsville Hdw. Co.:	
Acme, Lull & Porter	70c to 5c
Buffalo Gravity Locking, Nos. 1, 3 and 5	70c to 10c
Champion Gravity Locking, No. 75	70c to 10c to 10c
1898, Old Pattern, Nos. 1, 3 and 5	70c to 5c
Tip Pattern, Nos. 1, 3 and 5	70c to 5c
Double Locking, Nos. 20 and 25	70c
Empire, Nos. 101 and 108	70c
Niagara Gravity Locking, Nos. 1, 3 and 5	70c to 10c
No-leases, Nos. 50, 60, 65 and 68	80c to 10c
O. S., Lull & Porter	80c to 10c
Pioneer, Nos. 050, 45 and 54	70c
Steamboat Gravity Locking, No. 10	70c to 10c to 5c
Stenger's Positive Locking	70c
W. H. Co.'s No. 2 Mortise Gravity	60c
Stanley's Steel Gravity Blind Hinges, No. 1, 64 1/2, no Screws, 75c, with Screws, \$1.20	gr. doz. sets 20c to 10c
Stanley's Rolled	20c to 10c
Stanley's Rolled Center	30c

## Hitching Cords—

Covert Mfg. Co.	45c
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## Hoes—

Steel Goods Association List, Aug 1, 1899	
Asphalt Hoes	6c

Cotton Hoes	70c to 10c to 10c to 5c
Cotton Chopper Hoes	75c to 10c to 7 1/2 c
Garden Hoes	75c to 5c
Harper's No. 7 Mortar Hoes	65c
Jersey Hoes	65c
Kretzinger, Cut-Ezy	75c to 5c
Ladies' Cotton Hoes	75c to 10c to 7 1/2 c
Laid Steel Edge Hoes	25c to 5c to 2c
Meadow and Rhode Island Hoes	75c and 2 1/2 c

Mortar and Street Hoes	75c to 7 1/2 c
Planter Hoes, Regular Pattern	70c to 30c
Rough Finish Shank Cotton Hoes	75c to 12 1/2 c
Special Hoes	75c to 10c to 5c
Special Mortar Hoes	40c to 10c to 3 1/2 c
Sunhem Meadow Hoes	75c to 5c to 2 1/2 c
Tobacco Hoes	75c to 30c
Toy Ladies' and Boys' Hoes	70c to 10c to 10c
Truck Hoes	50c to 10c to 2c
Warren Hoes	60c
Weeding Hoes and Rakes	75c

## Hollow Augers—

See Augers and Bits.

## Hollow Ware—

## IRON—

Lalanc & Grosjean Mfg. Co.:	
Azate-Nickel-Ware	40c to 10c
Pearl, Agate	40c to 10c
Peerless Enamelled-Ware	70c
Crystal Steel-Ware	50c to 10c
Blue and White-Ware	40c to 10c
White-Ware	33 1/2 c to 10c

## STOVE HOLLOW-WARE—

Ground	60c to 10c to 10c
Unground	70c to 5c

## WHITE ENAMELED-WARE—

Boilers and Saucepans	45c to 50c
Maslin Kettles	70c to 10c
Tinned Boilers and Saucepans	45c to 50c

## SILVER-PLATED—

4 mo. or 5c cash in 30 days.	
Hartford Silver-Plate Co.	40c to 5c
Holmes & Edwards Silver Co.	40c to 15c to 5c
Meriden Britannia Co.	40c to 5c
Reed & Barton	40c to 5c
Rogers & Brother	40c to 5c
Simpson, Hall, Miller & Co.	40c to 5c
William Rogers Mfg. Co.	40c to 10c

## Hooks—

## AGRICULTURAL—

Potato, all kinds	70c
Manure	70c
Iowa F. T. Co.'s Clam	60c to 10c to 2 1/2 c

## BUSH—

Jennings & Griffin's	33 1/2 c to 5c
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## CORN—

Kretzinger Cut-Ezy	gr. doz. \$3 net
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## CAST IRON—

Bird Cage, Sargent's list	60c to 10c to 10c
Bird Cage, Reading	60c to 10c to 10c
Bird Cage, Williamson	50c
Celling, Sargent's list	50c to 10c
Chauvelier	70c
Clothes Line, Sargent's list	50c to 10c
Coat and Hat, Sargent's list	50c to 10c
Coat and Hat, Reading	60c to 10c
Coat and Hat, Stowell's	70c
Harness, Sargent's list	50c to 10c to 10c
Lamp	55c
Picture	75c
Screw Hat	70c
Stowell's:	
Clothes Line	70c
Harness	70c
Hotel & School House	70c
Wardrobe	55c

## WROUGHT IRON AND STEEL—

Cotton	gr. doz. \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works)	20c
Hammock Hooks, E. C. Stearns	50c
Picture, T. & S. Mfg. Co.	75c
Tassel, T. & S. Mfg. Co.	50c to 10c
Wrought Staples, Hooks, &c.	See Wrought Goods.

## MEAT—

Enterprise	40c
Humason & Beckley	80c to 10c

## WIRE—

Atlas Coat and Hat	45c
Belt	75c to 75c to 10c
Crecent, Coat and Hat	50c to 10c to 60c
Wire Coat and Hat, Acme	50c to 10c to 50c
Wire Coat and Hat, Gem	50c to 10c to 50c
Wire Ceiling, Gem	50c to 10c to 50c to 10c to 5c
Wire Coat and Hat, Standard	45c

## MISCELLANEOUS—

Covert Mfg. Co.:	
Safety Gate and Scuttle Hooks	85c
G. ass No. 2, \$1.65; 3, \$1.80; 4, \$2.00	
Hooks and Eyes—Brass	60c to 10c
Hooks and Eyes—Mal. Iron	70c to 10c
Cot'on, Box and Hay	60c to 60c to 10c

## Horse Clippers—

See Clippers.

## Horse Nails—

Nos. 6 7 8 9 10	
A. C.	25c 25c 25c 21c 21c

American, all sizes	10c to 40c net
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## Nos. 6 7 8 9 10

Ansable	25c 25c 25c 24c 23c
Anchor	25c 21c 20c 19c 18c
C. B. K.	25c 23c 22c 21c 21c
Capewell	19c 18c 17c 16c 16c
Champlain	25c 25c 25c 24c 23c

Clinton Fin	19c 17c 16c 15c 14c
Essex	25c 25c 25c 24c 23c

Lyra, all sizes	25c 25c 25c 21c 21c
Mand S	25c 25c 25c 21c 21c
Neponset	25c 25c 25c 21c 21c
Northwestern	25c 25c 25c 21c 21c

Putnam	25c 21c 20c 19c 18c
Snowden	25c 21c 20c 19c 18c
Vulcan	25c 21c 20c 19c 18c

## Horse Shoes—

Horse and Mule, per keg	\$3.75
Burden's, all sizes	3.70
Bryden, Phoenix, Perkins, &c.	3.75
Diamond State, Shoeburger, Crescent, &c.	\$3.75 to 3.5c
Factory Shipments	

## Horse Ties—

Covert Mfg. Co.:	
Cotton	45c
Hemp	45c
Jute	35c
Sisal	20c

## Hose, Rubber—

Boston Belting Co.:	
"Boston"	50c
Competition	70c
Extra	60c
N. J. Car Spring & Rubber Co.:	
Extra Para	40c to 10c
Reliable	50c to 10c
Staple	60c to 10c
Standard	70c to 10c

## Ice Aisls, Chippers, &amp;c.—

Copeland Ice Pick	gr. \$9.00 net
Crown	net
Gem Ice Shave	net
Parker's:	
Ice Box Chisel	gr. doz. \$12.00
Ice Crusher, No. 3	gr. doz. 8.00
Ice Crusher, No. 2	gr. doz. 6.00
Ice Crusher, No. 1	gr. doz. 20.00
Ice Tools	gr. doz. 4.00
Sargent's Ice Aisls	55c
Snell's	50c
Star	net

## Ice Cream Freezers—

See Freezers, Ice Cream.

## Ice

<b>Latches—</b>		<b>Eagle</b> .....40%		<b>Nippers—</b>		<b>Lead</b> .....2.18@4.38	
Cronk's Barn Door.....Net, \$2.25		Scandinavian.....90&25%		Acme.....50%		Lumber.....6.87	
Lane's Barn Door.....40@40&10%		McWilliams.....25%		Smith's Cutting.....50%		Masco, Hexagon.....8.75	
<b>Lawn Mowers—</b>		Smith & Egge Bicycle.....50%		Todd's Cutting.....50%		Masco, Round.....8.10	
Champion.....75&10%		Yale Lock Co.....net prices		<b>Nut Crackers—</b>		<b>Percussion Caps—</b>	
Clipper Improved.....50&10&10&5%		<b>TRUNK—</b>		Acme, Japanned.....\$30.00.40%		See Ammunition	
Continental.....60&10%		Corbin's.....25%		Acme, Nickel Plated.....30.00.20%		<b>Picks—</b>	
Enterprise.....40&10%		Eagle.....25%		Turner & Seymour Mfg. Co.....50%		Railroad or Adze Eye, 5 to 6, \$12.00;	
Genuine Philadelphia Mowers:		<b>Machine Bolts—</b>		<b>Nuts—</b>		6 to 7, \$13.00.....60&10&60&10&10	
Styles M., S., C., K., T.....70&10%		See Bolts.		Hot pressed, square, blank.....\$5.30		<b>Planes and Plane Irons—</b>	
Style A. (all steel).....60&10%		<b>Mail Boxes—</b>		Hot pressed, hexagon, blank.....5.50		<b>WOOD PLANES—</b>	
Style E., Low Wheel.....60&10%		See Boxes, Mail.		Hot pressed, square, tapped.....5.60		Bailey's (Stanley R. & L. Co.)	
Style E., High Wheel.....70&10&5%		<b>Mallets—</b>		Hot pressed, hexagon, tapped.....5.80		Bench, First Quality.....45&45&10%	
Drexel, low list.....60%		Sargent's List:		Cold punched, plain, square, blank 4.30		Bench, Second Quality.....50&50&10%	
Gold Coins, low list.....60%		Hickory.....50&50&10%		Cold punched, hexagon, square, blank 4.40		C. E. Jennings & Co.....50&10%	
Great American.....70&10%		Lignumvite.....50&50&10%		Cold punched, plain, square, tapped 4.10		Molding.....40&5%	
Imperial.....60&10&10%		<b>Mattocks—</b>		Cold punched, plain, hexagon, tapped 4.20		<b>IRON PLANES—</b>	
New Departure, High Wheel.....70&10%		Cronk's Garden.....25%		<b>Oilers—</b>		Chaplin's Iron Planes.....50&10&60%	
New Departure, Low Wheel.....75%		Regular Goods.....60&10%		Brass and Copper.....40&10&50%		C. E. Jennings & Co., Iron.....50&10%	
New Easy.....60&10&60&10&10%		<b>Meat Cutters—</b>		Cushman & Denison's: \$ doz.		Sargent's.....60%	
New York.....60&5%		American.....30%		Gem.....50		Standard Tool Co.....50&50&5%	
Pastime:		Nos. 1 2 3 4 B 5		Leader.....60		Stanley Rule & Level Co.:	
12 in. 14 in. 16 in.		Each.....\$7 \$10 \$25 \$50 \$60		Perfect Oilers.....1.50		Bailey's.....50&100	
\$6.00 \$6.25 \$6.50 each net		Dixon's.....\$ doz. 33 1/2		Star Pocket Oilers.....75		Miscellaneous.....25&10%	
Pennsylvania.....60&10%		Nos. 1 2 3 4		Draper's:		Steer's Iron Planes.....50&1%	
Racine:		\$14 \$17 \$19 \$30		Brass.....70&10%		<b>PLANE IRONS—</b>	
14 in. 16 in. 18 in. 20 in.		Enterprise.....25&25&71 1/2		Steel.....70&10		Auburn "Thistle".....} 80&10&40%	
\$15.00 \$17.00 \$19.00 \$21.00 each 60%		Nos. 5 10 12 20 22 32		Malleable, Hammers, New Style.....10&5&20%		Ohio.....} 80&10&40%	
Rapid Transit.....70&10%		Each.....\$2 \$3 \$2.50 \$5 \$4 \$6		Malleable, Hammers, Old Pattern, same list.....50&10%		Sandusky.....} 30%	
Standard.....60&5%		Hales Pattern, \$ doz.....70&70&5%		"Paragon," Brass.....50&10&60%		Buck Bros.....} \$5.00&5.25 to 2	
Sunbeam.....60&10%		Nos. 11 12 13		"Paragon," Zinc.....70&70&10%		C. E. Jennings & Co.....} 25&10%	
<b>Lawn Sprinklers—</b>		\$27 \$33 \$45		Tower & Lyon Bicycle.....25%		Stanley Rule & Level Co.....} 50&10%	
Enterprise.....25&30%		Home No. 1, \$ doz. \$38.....60%		Wilmot & Hobbs Mfg. Co.'s Steel		L. & I. J. White.....} 20&5&25%	
Gibbs' Arc.....\$ doz. \$10.00		Little Giant.....50&10%		Anti Rust.....70&10&75%		<b>Pliers and Nippers—</b>	
Gibbs' Hustler.....\$ doz. 5.00		Nos. 305 310 312 320 322		Zinc and Tin.....60&10&65%		Button's.....70%	
Philadelphia Lawn Mower Co.:		\$35 \$48 \$44 \$72 \$68		<b>Oil Stones, etc.—</b>		Carew's Pat. Wire Cutters.....25%	
Philadelphia Lawn Sprinkler:		Miles' Challenge, \$ doz.....45&45&10%		OIL STONES—		Cronk's:	
No. 1. No. 2. No. 3.		Nos. 1 2 3 4		Pike's Washita.....\$ .60		Button Pattern.....70%	
\$ doz. \$12.00 \$15.00 \$24.00.....30%		\$32 \$30 \$40		Lily White, \$ doz.....80		Fencing Pliers, \$ doz. \$12.00.....25%	
<b>Leaders—</b>		Woodruff's, \$ doz.....33 1/2		Rosy Red Washita.....60		Flat and Round Nose.....40%	
Covert Mfg. Co. Cattle.....45%		Nos. 100 150		Extra Washita, Green Paper		Gas Pliers, No. 100.....40%	
<b>Lead Pipe, Etc.</b>		\$15 \$18		Wrapper, \$ doz.....50		Stubb's Pat. Pliers.....50%	
Lead Pipe, full lengths.....6c		Beef Shavers (Enterprise).....25&30%		No. 1.....40		Wire Cutter and Bender.....60%	
Lead Pipe, cut lengths.....9 1/2c		Chadborn's Smoked Beef Cutter.....\$ doz. \$60.00		No. 2.....30		Hall's Nippers, \$ doz., No. 2, 5 in.	
Lead Pipe, Tin Lined.....13 1/2c		<b>Meat Juice Extractors—</b>		Pike's Washita Round Edge Slips:		\$18.50; No. 4, 7 in., \$21.00.....40&10	
Block Tin Pipe.....87 1/2c		Enterprise.....25&30%		8 to 5x1 1/2 to 2 1/2 to 1 1/2 at back, 1 1/2 to 5-16 edge, \$ lb:		Hall's Pliers.....70%	
Sheet Lead, full rolls.....7c		<b>Metals, Anti-Friction—</b>		Lily White Slips.....80		Humason & Beckley Mfg. Co. 50&50&10%	
Sheet Lead, cut rolls.....8c		Magnolia Metal Co.:		Rosy Red Slips.....90		Wm. Johnson's Gas Pliers.....65&6%	
Quantity discount, 20%		Magnolia, Anti-Friction.....25c		Extra Slips, same sizes as above.....80		Morrell's Parallel, \$ doz. \$12.00.....80&5%	
<b>Lemon Squeezers—</b>		No Name.....15c		No. 1.....70		Smith's Slide Cutting.....25%	
Berger Bros. \$ doz. 8-in. \$1.00; 10-in. \$1.40.....20%		Mystic.....10c		No. 2.....40		P. S. & W. Cast Steel.....50&50&5%	
Dean's, Nos. 1, \$ doz. \$6.50; 2, \$3.85; 3, \$1.65; Queen, \$2.50, net		f. o. b. New York or Chicago.		Penknife Pieces, 8 to 5x1 to 1 1/2x1 1/2 to 5/8, \$ doz.....70		P. S. & W. Tinners' Cutting Nippers.....add 1/2 dia. 10%	
Hotchkiss, Straight Flush, \$ doz. \$9.60		<b>Melting Ladles—</b>		Discount, 33 1/2%		<b>Plow Bolts—</b>	
Jennings' Star.....\$ doz. \$1.90&2.00		Monroe's Patent.....\$ doz. \$4.00, 40%		Pike's Washita Mounted No. 1: \$ doz.		See Bolts.	
Little Giant.....60&50&5%		P. S. & W.....35&10&40%		8x2.....\$19.00		<b>Plumbs and Levels—</b>	
Porc. Lined, Iron.....\$3.35&\$3.50		Reading.....50&10%		7x2.....11.00		Cook's.....40&10&10%	
Porc. Lined, Wood.....\$ doz. \$6.00		Sargent's.....60&60&10%		6x2.....10.00		Davis:	
Wood, Common, \$ groes, No. 0, \$5.00; No. 1, \$6.50; No. 2, \$10.00		Warner's.....30%		5x2.....9.00		Inclinometers.....20%	
<b>Letter Box Plates—</b>		<b>Mop Wringers—</b>		4x1 1/2.....7.00		Iron Levels.....25&10%	
Name Door Plate.....50&50&10%		Matchless (Canton, O.), \$ doz.....\$12.00		3 1/2x1.....5.50		Dixon's.....70%	
Name Plate.....70%		<b>Motors—</b>		Discount, 33 1/2&10%		Machinists'.....25%	
Number Door Plate.....60&60&10%		<b>COFFEE MILL—</b>		Pike's Washita Axe Stones:		Pocket Levels.....70&10&10&10%	
Sargent's.....60&10&70%		Specialty Novelty Co.....each \$5.00		About 2x2x1 1/2 to 1 1/2, \$ doz.....\$ .24		Stanley's.....70&10&70&10&10%	
<b>Levels—</b>		<b>Nails—</b>		About 2x2x1 1/2, extra selected.....40		Stanley's Duplex.....25&10&10%	
C. E. Jennings & Co.'s:		WIRE AND CUT NAILS—		Discount, 33 1/2%		Stratton's Pat.....25%	
Hexagon.....2 1/2&10%		See Review of the Markets for quotations.		India Oil Stones.....25&33 1/2%		Wood's Extension Sight.....25%	
Iron Bench, new design.....25&10%		Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85&5&10%		<b>Packing, Steam—</b>		<b>Poachers—</b>	
<b>Lifters—</b>		<b>PICTURE—</b>		<b>RUBBER—</b>		See Egg Poachers.	
See Transom Lifters.		Brass Head, Combination list.....10%		Boston Belting Co.:		<b>Police Goods—</b>	
<b>Lines—</b>		Brass Head, Sargent's list.....70&70&5%		"Boston"		Tower & Lyon's.....25%	
Cotton and Linen Fish, Draper's.....50%		Niles' Patent.....40%		"Excelsior" Plumbago, Pure, \$		<b>Polish Metal—</b>	
Cotton Chalk, 20 feet.....60&10%		Porcelain Head, Comb'n list.....40%		\$1.00.....50&10%		Prestoline Liquid, New List.....40%	
Cotton Trot.....33 1/2c		Porcelain Head, Sargent's list.....50%		Extra.....60%		Prestoline Paste.....85 1/2&40%	
Masons':		<b>FURNITURE—</b>		Standard, Fair Quality.....70%		<b>Polish, Stove—</b>	
Colored Cotton.....40&10%		Antique Bronze.....10%		<b>MISCELLANEOUS—</b>		Dixon's Plumbago.....\$ doz.	
Flax.....40&10%		China.....25%		American Packing.....8c@10c		Joseph Dixon's.....\$ gro. \$5.75, 10%	
No. 0 to 5.....25%		Fire Gilt.....10%		Cotton Packing.....18c@14c		Gem.....\$ gro. 4.50, 10%	
Samson Cotton, No. 4, \$2.00; No. 4 1/2, \$2.50.....10%		Plain.....40%		Italian Packing.....10c@12c		<b>Poppers, Corn—</b>	
Silver Lake, Braided, No. 0, \$6.00; No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 \$ groes.....25&30%		<b>Nail Pullers—</b>		Jute.....5c@11c		Round or square, \$ doz. \$ gro.	
Ventilator Cord, Samson Braided, White or Drab Cot. \$ doz. \$7.50.....30%		Black Hawk, \$ doz.....\$9.00		Russian Packing.....10c@12c		1 qt.....85	
Wire Clothes, 100 feet, No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75.		Cyclops.....35%		<b>Padlocks—</b>		2 qt.....1.15	
<b>Loaded Shells—</b>		Eclipse.....\$ doz. \$18.00, 25&10&10%		See Locks.		Quincy Corn Popper, 1 qt., \$ doz. \$3.00; 2 qt., \$4.00.....33 1/2%	
See Ammunition.		Giant, No. 1, \$ doz. \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00.....80&5%		<b>Parers—</b>		<b>Post Hole Diggers—</b>	
<b>Locks—</b>		Lightning.....\$ doz. \$18.00, 30%		APPLE—		\$ doz.	
DOOR LOCKS, LATCHES, &c.		National.....\$ doz. 24.00, 40%		Advance.....\$ doz.		Dixson's Samson Digger.....\$34.00, 25%	
Brantford Lock Co.....net prices		Pelican.....\$ doz. \$9.00, 40&40&10%		Baldwin.....\$ 4.50		Kohler's.....\$ doz.	
Champion Night Latches.....40%		Scranton, No. 2.....\$ doz. \$10.00		Bonanza.....each 5.00		Little Giant, No. 12.....\$12.00	
Moore's Elevator Door.....40%		Scranton, No. 3.....\$ doz. 9.00		Dandy.....each 7.50		Hercules, No. 25.....10.00	
Norwalk Lock Co.....40%		<b>Nail Sets —</b>		Eureka, 1898.....each 16.00		Invincible, No. 6.....9.00	
Plate.....33 1/2c		Buck Bros.....27 1/2c		Family Bay State.....12.00		Pioneer, No. 714.....7.50	
R. & E. Mfg. Co.....45&10%		Canon's Diam'd Point, \$ gro. \$12.25		Improved Bay State.....\$27@80.00		Lock Lever, No. 20.....12.00	
Reading Hardware Co.....40%		Humason's.....50&10%		New Star.....4.00		Universal, No. 49.....12.00	
Sargent & Co.....40%		Hunters' Cup Point, Knurled \$10.00		Penn.....5.50		New Champion, No. 87.....6.00	
Yale.....net prices		Hunters' Cup Point, Plain.....9.00		Perfection.....4.00		Iron Handle, No. 38.....7.00	
<b>CABINET—</b>		Octagon.....4.00@4.75		Reading, 72.....4.00		Ryan's.....\$ doz. \$20.00, 25%	
Eagle Lock Co.....33 1/2c		Round, assorted.....3.00@3.25		Reading, 78.....7.00		<b>Post Hole Augers—</b>	
Corbin.....33 1/2c		Square.....4.00@4.25		Scott's Pat. Rotary.....\$15.00, 30%		Vaughan's, 4 to 9 in.....70%	
Yale.....33 1/2c		Snell's:		Turntable, Old Style.....4.50		Vaughan's, 10 to 12 in.....60%	
<b>PADLOCKS—</b>		Octagon.....\$1.75		Turntable, 1898.....5.00		<b>Potato Hooks, etc.—</b>	
Acme Bicycle and Satchel, \$ doz., \$9.00.....40%		Corrugated.....6.50		White Mountain.....4.00		Hoe Down Hooks.....75&10&25%	
Acme Sword Co.....40%		Knurled.....9.00		<b>POTATO—</b>		Hop Hooks.....60&10&25%	
Brown's Brass.....25%		<b>Nail Pullers—</b>		Saratoga.....\$5.50		Potato Hooks.....70%	
Brown's Chain.....25%		Black Hawk, \$ doz.....\$9.00		White Mountain.....4.50		<b>Powder—</b>	
Champion.....40%		Cyclops.....35%		<b>Pencils—</b>		See Ammunition.	
<b>Letter Box Plates—</b>		Eclipse.....\$ doz. \$18.00, 25&10&10%		Dixon's.....\$ gro.		<b>Presses—</b>	
Name Door Plate.....50&50&10%		Giant, No. 1, \$ doz. \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00.....80&5%		Carpenter's.....\$3.67@8.75		See Knit and Jolly Presses	
Name Plate.....70%		Lightning.....\$ doz. \$18.00, 30%		Carpenter's, Blue or Red			
Number Door Plate.....60&60&10%		National.....\$ doz. 24.00, 40%		Lead.....4.00@7.50			
Sargent's.....60&10&70%		Pelican.....\$ doz. \$9.00, 40&40&10%					
<b>Levels—</b>		Scranton, No. 2.....\$ doz. \$10.00					
C. E. Jennings & Co.'s:		Scranton, No. 3.....\$ doz. 9.00					
Hexagon.....2 1/2&10%		<b>Nail Pullers—</b>					
Iron Bench, new design.....25&10%		Buck Bros.....27 1/2c					
<b>Lifters—</b>		Canon's Diam'd Point, \$ gro. \$12.25					
See Transom Lifters.		Humason's.....50&10%					
<b>Lines—</b>		Hunters' Cup Point, Knurled \$10.00					
Cotton and Linen Fish, Draper's.....50%		Hunters' Cup Point, Plain.....9.00					
Cotton Chalk, 20 feet.....60&10%		Octagon.....4.00@4.75					
Cotton Trot.....33 1/2c		Round, assorted.....3.00@3.25					
Masons':		Square.....4.00@4.25					
Colored Cotton.....40&10%		Snell's:					
Flax.....40&10%		Octagon.....\$1.75					
No. 0 to 5.....25%		Corrugated.....6.50					
Samson Cotton, No. 4, \$2.00; No. 4 1/2, \$2.50.....10%		Knurled.....9.00					
Silver Lake, Braided, No. 0, \$6.00; No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 \$ groes.....25&30%		<b>Nail Pullers—</b>					
Ventilator Cord, Samson Braided, White or Drab Cot. \$ doz. \$7.50.....30%		Black Hawk, \$ doz.....\$9.00					
Wire Clothes, 100 feet, No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75.		Cyclops.....35%					
<b>Loaded Shells—</b>		Eclipse.....\$ doz. \$18.00, 25&10&10%					
See Ammunition.		Giant, No. 1, \$ doz. \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00.....80&5%					
<b>Locks—</b>		Lightning.....\$ doz. \$18.00, 30%					
DOOR LOCKS, LATCHES, &c.		National.....\$ doz. 24.00, 40%					
Brantford Lock Co.....net prices		Pelican.....\$ doz. \$9.00, 40&40&10%					
Champion Night Latches.....40%		Scranton, No. 2.....\$ doz. \$10.00					
Moore's Elevator Door.....40%		Scranton, No. 3.....\$ doz. 9.00					
Norwalk Lock Co.....40%		<b>Nail Pullers—</b>					
Plate.....33 1/2c		Buck Bros.....27 1/2c					
R. & E. Mfg. Co.....45&10%		Canon's Diam'd Point, \$ gro. \$12.25					
Reading Hardware Co.....40%		Humason's.....50&10%					
Sargent & Co.....40%		Hunters' Cup Point, Knurled \$10.00					
Yale.....net prices		Hunters' Cup Point, Plain.....9.00					
<b>CABINET—</b>		Octagon.....4.00@4.75					
Eagle Lock Co.....33 1/2c		Round, assorted.....3.00@3.25					
Corbin.....33 1/2c		Square.....4.00@4.25					
Yale.....33 1/2c		Snell's:					
<b>PADLOCKS—</b>		Octagon.....\$1.75					
Acme Bicycle and Satchel, \$ doz., \$9.00.....40%		Corrugated.....6.50					
Acme Sword Co.....40%		Knurled.....9.00					
Brown's Brass.....25%		<b>Nail Pullers—</b>					
Brown's Chain.....25%		Black Hawk, \$ doz.....\$9.00					
Champion.....40%		Cyclops.....35%					
<b>Letter Box Plates—</b>		Eclipse.....\$ doz. \$18.00, 25&10&10%					
Name Door Plate.....50&50&10%		Giant, No. 1, \$ doz. \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00.....80&5%					
Name Plate.....70%		Lightning.....\$ doz. \$18.00, 30%					
Number Door Plate.....60&60&10%		National.....\$ doz. 24.00, 40%					
Sargent's.....60&10&70%		Pelican.....\$ doz. \$9.00, 40&40&10%					
<b>Levels—</b>		Scranton, No. 2.....\$ doz. \$10.00					
C. E. Jennings & Co.'s:		Scranton, No. 3.....\$ doz. 9.00					
Hexagon.....2 1/2&10%		<b>Nail Pullers—</b>					
Iron Bench, new design.....25&10%		Buck Bros.....27 1/2c					
<b>Lifters—</b>		Canon's Diam'd Point, \$ gro. \$12.25					
See Transom Lifters.		Humason's.....50&10%					
<b>Lines—</b>		Hunters' Cup Point, Knurled \$10.00					
Cotton and Linen Fish, Draper's.....50%		Hunters' Cup Point, Plain.....9.00					
Cotton Chalk, 20 feet.....60&10%		Octagon.....4.00@4.75					
Cotton Trot.....33 1/2c		Round, assorted.....3.00@3.25					
Masons':		Square.....4.00@4.25					
Colored Cotton.....40&10%		Snell's:					
Flax.....40&10%		Octagon.....\$1.75					

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....	33½¢
Cronk's Heavy Pattern, # doz., \$2.50 net	
Disston's Combined Pruning Hook and Saw.....	# doz., \$18.00, 25¢@25¢10¢
Disston's Pruning Hook, # doz., \$12.00, 25¢@25¢10¢	
Henry's:	
Pruning Shears.....	50¢5¢
Orange.....	50¢30¢
Grape.....	50¢10¢
Tree Pruners.....	75¢
Kohler's Pruning Shears: # doz.	
German, No. 46.....	\$3.50
American, No. 38.....	2.50
E. S. Lee & Co.'s Pruning Tools.....	40¢
P. S. & W. Co.'s Shears.....	60¢
Waters' Tree Pruners.....	75¢10¢
Wheeler, M. & C. Co.'s Combination.....	# doz., \$12.00, 25¢10¢

**Pulleys—**

Awning.....	6¢@60¢10¢
Orange.....	50¢10¢60¢
Brass Screw.....	45¢10¢
Ceiling.....	10¢10¢60¢
Clothes Line, Japanned.....	60¢
Common Sense.....	60¢
Dumb Waiter.....	60¢@60¢10¢
Empire Sash Pulley.....	60¢
Hay Fork, Swivel Eye, # doz., 4-inch, \$3.75; 6-inch, \$5.00.....	55¢
Hay Fork, Hartz, 4¼-inch, # doz., \$6.00.....	50¢10¢
Hay Fork, 5-inch, Solid, \$5.70.....	50¢
Hot House.....	50¢10¢50¢10¢10¢
Stowell's Anti-Friction, 5-in. Wheel, # doz., \$12.00.....	40¢
Slide, Anti Friction.....	50¢
Shade Rack.....	45¢
Upright.....	10¢10¢50¢10¢10¢

**Pumps—**

Cistern, Best Grades.....	10¢10¢60¢
Pitcher Spout, Best Grades.....	70¢10¢
F. E. Myers & Bro.:	
No. 1, Fig. 328, 3 in. Shallow Well Pump.....	\$13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump.....	15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....	15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump.....	17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump.....	15.00
No. 82, Fig. 523, 3 in. Deep Well Pump.....	17.00
No. 50, Fig. 331, 3 in. Shallow Well Pump.....	14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump.....	17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....	15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....	15.00
No. 73, Fig. 333, 3¼ in. Deep Well Pump.....	16.00
No. 102, Fig. 448, 3 inch Lift Pump.....	9.00
No. 108, Fig. 448, 3¼ in. Lift Pump.....	11.00
No. 128, Fig. 510, 3 in. Lift Pump.....	7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.....	8.50
No. 2-3, Fig. 380, Windmill Pump.....	12.50
No. 235, Fig. 403, Windmill Pump.....	16.00
No. 240, Fig. 400, Regulator Pump.....	28.00
No. 265, Fig. 372, Cyclone Tank Force Pump.....	16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....	16.00
No. 269, Fig. 418, Low Down Tank Force Pump.....	16.00
No. 302, Fig. 477, Spray Pump, complete.....	11.50
No. 320, Fig. 492, Bucket Spray Pump.....	5.00
No. 330, Fig. 547, Knappeack Spray Pump.....	10.00
Discount, 30% f. o. b. Ashland.	

**PUMPS AND PUMP SPECIALTIES—**

Torrent Pump Co., Cleveland, O.: Net Purifying Pump, each.....	\$3.00
Chain for same, # foot.....	.11
Torrent C. P. Curbs, each.....	1.50
Same, fitted for 2-inch tubing.....	1.60
Poplar Tubing, # 100 feet.....	4.00
2-inch Tubing, # 100 feet.....	5.00
Galvanized Iron Tubing, # 100 ft.....	6.00
Couplings for same, # pair.....	.15
Galvanized Chain, # 100 pounds.....	5.50
Torrent Rubber Buckets.....	5.00
Victor Buckets, # 100.....	7.50
Cleveland Buckets, # 100.....	4.50
Torrent Water Drawer.....	50¢
Roberts Water Drawer.....	50¢
Wood Suction Pumps.....	50¢5¢
Galvanized Iron Pumps.....	50¢
Cyclone Force Pump.....	50¢
Oatman Handy Hoops.....	40¢10¢
Kave-Trough Hangers.....	40¢
Net	
Sprayers, # dozen.....	\$4.50
Acme Riveter, # dozen.....	4.50
Dreyer Spoke Repairer, # doz.....	.60
Delivered f. o. b., Miles Avenue Station.	

**Punches—**

Bemis & Call Co.'s:	
Cast Steel Drive.....	50¢5¢
Check.....	55¢
Spring.....	50¢5¢
Springfield Socket.....	65¢
Morrill's Universal.....	35¢
Niagara Hollow.....	45¢
Niagara Solid.....	55¢
Saddlers' or Drive, good.....	60¢65¢
Snell's Tinnars.....	50¢
Spring, good quality, # doz., \$1.70@1.80	
Spring, Leach's Pat.....	15¢
Tinnars' Solid, P. S. & W. Co., # doz.....	\$1.44, 55¢
Tinnars' Hollow, P. S. & W. Co., # doz.....	20¢2¢

**Rail—**

Barn Door, Light, In. ¼ ½ ¾	
# 100 feet.....	\$1.40 1.35 2.60
Barn Door, "None Better" No. 1, # foot.....	2½¢
Barn Door, "None Better" No. 2, # foot.....	3¼¢
B. D. for N. E. Hangers:	
Angular, # foot, 6c.....	70¢
Double Flange, # foot, 8c.....	70¢
Carrier Steel Rail, # foot.....	4½¢
Cronk's: # foot.....	
O. N. T. Style, No. 18.....	3 c
Double Braced.....	3¼¢
Lane's: # 100 ft.....	
O. N. T., 1 in.....	\$3.00
O. N. T., 1¼ in.....	3.65
Standard, 1¼ in.....	4.25
Stowell's Wrought Steel.....	35¢
Sliding Door, Bronzed Wrought Iron, # foot.....	6½¢
Sliding Door, Steel, Brass Plated, # foot.....	5½¢
Sliding Door, Wrought Brass, 1½ in., # lb. 38c.....	10¢20¢
Victor Track Rail, 7c # ft.....	60¢10¢2½¢

**Rakes, Etc.—**

Cronk's:	
Wrought Steel Garden.....	60¢20¢
Queen City Lawn.....	40¢
Kohler's:	
Lawn Queen, net # doz., \$3.25@3.15	
Lawn Queen, Improved, net # doz.	
20-Tooth.....	\$3.50@3.60
24-Tooth.....	3.60@3.75
Jumbo, net # doz.....	7.00@8.00
Paragon, net # doz.....	3.25@3.50
Steel Garden Rakes.....	70¢5¢2¢
Steel Garden Rakes Stamped Blank.....	70¢
Steel Road Rakes.....	65¢
Steel Tar or Asphalt Rakes.....	5¢
Turf Edger.....	60¢5¢
Prize Bow Braced Steel.....	70¢5¢2¢
Peerless Shank.....	70¢5¢2¢
Peerless Socket.....	70¢5¢2¢
Level Head Shank.....	70¢5¢2¢

**Rasps, Horse—**

Disston's.....	70¢
New Nicholson Horse Rasp.....	70¢
See also Files.	

**Razors—**

Electric.....	List net
J. R. Torrey Razor Co.....	20¢
Wostenholm and Butcher, \$10.00 to &.....	10¢

**Registers—**

HOT AIR—	
New List, Feb. 1, 1899:	
Black Japanned.....	30¢
White Japanned.....	25¢
Bronze Finishes.....	9¢
Electro-Plated.....	30¢10¢
Nickel Plated.....	30¢10¢
White Porcelain.....	20¢
Solid Brass and Bronze Metal.....	20¢

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....	40¢5¢40¢10¢
Hose with Burrs.....	40¢5¢40¢10¢

**IRON—**

American Screw Co.:	
List, Nov. 1, 1894.	
Ordinary, in bulk.....	62½¢
Thousand, in bulk.....	62½¢
Thousand in papers.....	62½¢
Coopers', in bulk.....	62½¢
Block and Carriage, in papers.....	62½¢
Hame.....	62½¢
Belt with Burrs, Tinned or Cop- pered.....	62½¢

**Rivet Sets—**

Regular List.....	70¢
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**Rollers—**

Lane's, Stay.....	33½¢
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**Rope—**

Cotton Rope, Best, # lb	
¼ inch and larger.....	15 @16¢
Medium, ¼ in. and larger.....	12 @14¢
Common, ¼ in. and larger.....	10½¢@12½¢

**Jute Rope:**

A grade.....	7½¢
C grade.....	7 c
Manila:	
7-16 in. and larger.....	10 c
¾ in.....	10½¢
1½ and 5-16 in.....	11 c
Hay Rope, Medium.....	10½¢
Sisal:	
7-16 in. and larger.....	6½¢
¾ in.....	7 c
1½ and 5-16 in.....	7½¢

**Rules—**

Athol, Steel.....	33½¢
Boxwood.....	75¢10¢10¢10¢
Ivory.....	35¢10¢35¢10¢10¢
Larkin's:	
Steel.....	55¢
Lumber.....	50¢10¢
Miscellaneous, Stanley's.....	55¢10¢
Starrett's Rules and Straight Edges, Steel.....	25¢10¢

**Sad Irons—**

Chinese Laundry.....	# lb 4½¢
Chinese Sad.....	3½¢
Crown, Polished.....	# doz. \$6.50
Crown, Nickel.....	# doz. 7.00
Common 4 to 10.....	# lb 3¼¢@3½¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....	30¢5¢
Self-heating.....	# doz. \$10.00, 20¢
Self-heating, Tailors'.....	# doz. 22.10, 25¢
Sensible Nickel.....	# doz. \$7.00
Sensible Polished.....	# doz. 6.50
Sensible, Tailors'.....	# lb 4½¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....	50¢@60¢
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**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:	
Emery Cloth.....	50¢10¢
Garnet Paper.....	30¢@30¢5¢
Sand and Emery Paper.....	50¢10¢

**Sash Chain—**

Competition.....	50¢10¢
Giant.....	40¢
Monarch.....	40¢10¢
Red Metal.....	40¢10¢
Steel.....	40¢10¢

**Sash Cord—**

Cable Laid Italian Sash.....	# lb 16¢@18¢
Cable Laid Russia.....	# lb 13¼¢@14¢
Common India.....	# lb 8¼¢@9¢
Common Russia Sash.....	# lb 12¼¢@13¢
Patent India.....	# lb 11¢
Samson:	
"Mass." White, Cotton.....	24¢
"Samson" Braided White, Cotton.....	# lb 30¢
"Samson" Braided Drab, Cotton.....	# lb 35¢
"Samson" Braided Italian Hemp.....	# lb 38¢
"Samson" Braided Linen.....	# lb 56¢
Silver Lake:	
A Quality, Drab.....	# lb 40¢, 15¢@15¢7½¢
A Quality, White.....	# lb 35¢, 15¢@15¢7½¢
B Quality, Drab.....	# lb 35¢, 15¢@15¢7½¢
B Quality, White.....	# lb 30¢, 15¢@15¢7½¢
United States:	
C Quality.....	# lb 18¢
C Quality.....	# lb 16½¢
White Cotton, Hard Braided.....	# lb 18¢

**Sash Fasteners, Holders, &c.**

Sash Lifts.....	60¢10¢10¢
Sash Lifts Flush.....	50¢
Sash Lifts With Lock.....	60¢10¢10¢
Sash Rollers.....	70¢
Shutter Bars.....	60¢10¢0¢
Shutter Sheaves.....	80¢
Window Screen Sash Lifts.....	66½¢

**Sash Locks—**

Champion Meeting Rail.....	70¢
Champion Slide.....	60¢
Davis, Bronze, Barnes Mfg. Co.....	50¢
Elting's Ventilating.....	40¢
Fitch's:	
Iron.....	70¢
Bronze and Brass.....	66½¢
Gale's Automatic, List Nov., 1897.....	65¢
Ives' Patent:	
Wrought Steel.....	60¢
Bronze M. Knob.....	90¢
Wrought Bronze and Brass.....	55¢5¢
Cast Iron.....	62½¢
Cast Bronze and Brass.....	72¢
Payson's Perfect.....	70¢
Reading.....	60¢10¢

**Sash Weights—**

Small lots.....	# ton \$27.00
Ton lots at factory.....	25.00

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....	each \$30.00, 20¢
Enterprise Mfg. Co.....	25¢@25¢7½¢
National Specialty Mfg. Co.....	25¢

**Saws—**

Atkins:	
Band 7 to 14 in. Wide.....	60¢10¢
Band 2 to 6 in. Wide.....	60¢
Band ¼ to 2 in. Wide.....	60¢
Butcher, Pruning and Compass.....	40¢5¢
Circular.....	50¢10¢
Cross Cut.....	35¢5¢
Gang.....	50¢
Hand, Panel and Rip.....	40¢
Wood.....	40¢
Disston's:	
Circular, Solid and Inserted Tooth.....	50¢
Band 8 in. to 14 in. Wide.....	60¢
Band ¼ in. to 2¼ in.....	70¢
Cross Cuts.....	45¢
Narrow Cross Cuts.....	55¢
Mulay, Mill and Drag.....	50¢
Framed Wood Saws.....	35¢
Wood Saw Blades.....	40¢
Wood Saw Rods.....	30¢
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 190, 76, 77, 8.....	25¢
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....	30¢
Compass, Keyhole, Pruning, Dove-tail, &c.....	25¢
Butcher Saws and Blades.....	35¢
Haines' Needle Point.....	40¢
C. E. Jennings & Co.'s:	
Butcher.....	25¢10¢
Hand Panel, Rip and other Saws.....	25¢@30¢
Peace:	
Cross Cuts.....	45¢10¢
Hand Panel and Rip.....	25¢10¢
Richardson:	
Circular and Mill.....	50¢@50¢10¢
X Cuts.....	45¢10¢
Hand Saws.....	25¢10¢
Star, Butcher.....	25¢
Woodrough & McFarlin Cross Cuts.....	45¢10¢

**HACK SAWS AND FRAMES—**

Chatillon.....	30¢
Disston's:	
Concave Blades.....	25¢
Keystone, Flexible Back and Ma- chine Blades.....	30¢
Hack Saw Frames.....	30¢
Griffin's:	
Complete.....	40¢@45¢
Saw Blades.....	4¢
Star, Saws and Blades.....	25¢

**Saw Filer—**

Disston's D8 Clamp and Guide, \$30.00 # doz.....	25¢
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**Saw Frames—**

C. E. Jennings & Co.....	20¢
Richardson's Wood.....	Let

**Saw Sets—**

Atkins:	
Criterion Saw Sets.....	# doz. \$6.00
Excelsior Saw Tools.....	# doz. 6.00
Bemis & Call Co.'s:	
Cross Cut.....	30¢5¢
Hammer, New Pat.....	45¢
Plate.....	20¢
Spring Hammer.....	30¢5¢
Disston's Monarch, Nos. 1 & 10 and Star.....	25¢
Hart's Pat. Lever.....	20¢
Kohler's:	
"Giant Royal".....	# doz. \$9.00
"Royal".....	# doz. 6.00
Leach's.....	33½¢
Morrill's:	
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....	40¢20¢
Cross Cuts Nos. 8 and 4, \$23.00; No. 5, \$31.00.....	40¢20¢
Richardson's.....	25¢
Seymour Smith & Son, Hammer # doz.....	\$4.75
Stillmans.....	# doz. 1.00
Tailors Positive.....	\$18.00 # doz. 60¢

**Scales—**

Chatillon's:	
Eureka.....	25¢
Favorite.....	40¢
Grocers' Trip Scales.....	50¢
Family, Turnbull's.....	30¢@30¢10¢
Hatch:	
Counter, No. 171. ♀ doz.	\$17.00@18.00
Tea, No. 161..... ♀ doz.	5.75@ 6.00
Union Platform Plain....	2.00@ 2.10
Striped.....	2.15@ 2.25

**WINDOW—**  
 Porter Screen Mfg. Co. .... 60@60&5¢  
 Phillips:  
 Bonanza Screens ..... 60@60&5¢  
 Express ..... 60@60&5¢  
 Flyer ..... 60@60&5¢  
 Perfection Screens ..... 60@60&5¢  
 Northwest ..... 60@60&5¢  
 Window Screen Frames ..... 60&10¢  
**Stearns:**  
 Frames and Corners ..... 25@25&10¢  
 Gem Window Screen Frames ..... 25&10¢  
 Monarch Adjustable Window  
 Screens ..... 50¢

**Screw Drivers—**  
 Brace Screw Drivers ..... 25&10&5¢  
 Buck Bros ..... 30¢  
 Screw-Driver Bits ..... 27½¢  
 Champion ..... 40¢  
 Disston's Flat Blade, Electric, Tele-  
 graph and Cabinet Makers' ..... 70¢  
 Electric Spiral No. 01 ..... 3 doz. \$6.00 net  
 Electric Spiral No. 02 ..... 3 doz. 10.00 net  
 Ellrich's Socket and Ratchet ..... 40&10¢  
 Fray's Hol. Hdl. Sets, No. 8 ..... \$12.50  
 Howard-Allard, low list ..... 50¢  
 C. E. Jennings & Co. .... 40&10¢  
 Jennings & Griffin ..... 66½¢  
 Jones Reversible Spiral No. 2  
 3 doz. \$24.00, 50¢

**Sargent & Co.'s:**  
 No. 1 Forg. Blade ..... 50&10@50&10&5¢  
 Nos. 20 and 40 ..... 66½¢  
 Screw-Driver Bits (Snell's) 3 doz. 60¢  
 Stanley R. & L. Co.'s:  
 No. 64, Varnished Handles ..... 60&10¢  
 No. 86 ..... 70&10¢  
 Snell's Nos. 5 and 10 ..... 75¢  
**Tower & Lyon:**  
 Champion ..... 40¢  
 Magazine ..... 25¢  
 Machinists' ..... 40¢  
 Balesley's Patent ..... 33½¢  
**Williamson's:**  
 Beauty, 3 doz. ..... \$1.00 40¢  
 Gem, 3 doz. ..... 90¢ 40¢  
 C. T. Williamson Wire Novelty Co. 40¢

**Screws—**  
**WOOD SCREWS—**  
 List, January 1, 1900.  
 Brass, Flat Head ..... 77½¢  
 Brass, Round Head ..... 73½¢  
 Bronze, Flat Head ..... 72½¢  
 Bronze, Round Head ..... 70¢  
 Coppered, Flat Head ..... 75¢  
 Coppered, Round Head ..... 70¢  
 Drive Screws, Diamond Point ..... 80¢  
 Iron, Bright Flat Head ..... 8½¢  
 Iron, Bright Round and Oval Head ..... 75¢  
 Nickel Plated, Iron Flat Head ..... 70¢  
 Nickel Plated, Iron Round Head ..... 70¢  
 Silver Plated, Iron Flat Head ..... 70¢  
 Silver Plated, Iron Round Head ..... 70¢  
**MACHINE—**  
 List, January 1, 1893.  
 Brass, Flat Head ..... 50¢  
 Brass, Round Head ..... 50¢  
 Iron, Flat Head ..... 50¢  
 Iron, Round Head ..... 50¢  
**COACH, LAG AND HAND RAIL—**  
 G. P. Coach. List, Feb. 14, 1895,  
 70&10@75¢  
 Hand Rail ..... 60&10¢  
 Lag Screws. List, January 30, 1895.  
 Cone Point ..... 75@75&10¢  
**BENCH, HAND, ETC.—**  
 Bench, Iron, 3 doz., 1 in., \$3.25;  
 1½, \$3.50; 1¼, \$4.25  
 Bench, Wood, Beech ..... 2.40  
 Chair ..... 60&10¢  
 Hand, Wood ..... 40¢  
 Jack Screws, Millers Falls, Roller  
 Bearing ..... 50¢  
 Jack Screws, Millers Falls, without  
 Roller Bearing ..... 50&10¢  
 Jack Screws, P. S. & W. .... 40@40&10¢  
 Jack Screws, Sargent's ..... 60¢  
 Piano Stool ..... 50&10¢

**Scroll Saws—**  
 Barnes' No. 1, \$8; No. 6, \$10; No. 7,  
 \$15 ..... 25¢  
 Barnes' Scroll Saw Blades ..... 40¢  
 Cricket ..... 10&10¢  
 C. E. Jennings & Co. .... 25¢  
 Lester, complete, \$10.00 ..... 15&10¢  
 Rogers, complete, \$4.00 ..... 15&10¢

**Scythes, Grass—** 3 doz.  
 Natural Finish ..... \$7.50@7.75  
 Polished Blade ..... 8.00@ 8.15  
 Painted or Bronzed ..... 8.00  
 Weed and Bush ..... 7.25@ 7.50

**Seeders—**  
 Raisin, Enterprise ..... 25@90¢  
**Shears—**  
 Acme (Cast) ..... 40@40&5¢  
 Aetna, Steel Japaned ..... 80&20¢  
 Aetna, Steel Nickle ..... 70&20¢  
 Barnard Lamp Trimmers ..... net  
 National Cutlery Co.:  
 Scissors ..... 60¢  
 Shears, Nickel ..... 60¢  
 Shears, Japan ..... 70¢  
 Shears, Pruning, Japan ..... 70¢  
 Shears, Rubber, Nickel ..... 60¢  
 Shears, Tailors' ..... 40¢  
 Shears, Tinners' ..... 40¢  
 Tinners' Snips, Solid Steel ..... 40¢  
 Dental Snips, Japan ..... 70¢  
**Hennrich's:**  
 St. Trimmers, etc. 60&10@60&10&10¢  
 Tailors' Shears ..... 40¢

**Tinners' Snips** ..... 40¢  
 Pruning. See Pruning Hooks & Shears.  
 Seymour's Standard List:  
 Japaned ..... 70¢  
 Nickle ..... 60¢  
 Standard Cutlery Co.:  
 Japaned ..... 70&10¢  
 Nickle ..... 60&10¢  
**Star Brand:**  
 Nickel Scissors ..... 60¢  
 Nickel Shears ..... 60¢  
 Japan Shears ..... 70¢  
 Tailors' Shears ..... 40&10¢  
 Pruners ..... 70¢  
 Tinners' Snips ..... 40&10¢  
**Wies & Sons:**  
 Japaned ..... 70¢  
 Nickle ..... 60¢  
 Tailors' Shears ..... 40¢  
 Tinners' Snips ..... 40¢

**Shears, Hedge—**  
 Wm. Wilkinson & Sons ..... 50¢

**Sheaves—**  
**SLIDING DOOR—**  
 Corbin's list ..... 60&10&2¢  
 Hatfield's Pattern ..... 70&10@80¢  
 M. W. Co., list July, 1888 ..... 50&10@60&5¢  
 Stowell's Anti-Friction ..... 50¢  
 Patent Roller ..... 60&10@60&10&5¢  
 R. & E., list August 15, 1895 ..... 60&10@60&10&5¢  
 Russell's Anti-Friction, list Decem-  
 ber 18, 1895 ..... 60&2¢

**SLIDING SHUTTER—**  
 Reading list ..... 60¢  
 R. & E. Mfg. Co.'s ..... 60@60&10¢  
 Sargent's list ..... 70¢

**Shells—**  
 See Ammunition.

**Shot—**  
 See Ammunition.

**Shovels and Spades—**  
 Association prices to small trade.  
 No. 2, Polished, Square or Round  
 Point, D or L Handle:  
 A1, B2,  
 1st Grade. 2d Grade  
 Plain Back ..... \$10.50 \$9.60  
 Strap Back ..... 9.90 9.60  
 Cleveland Pattern. 10.20 9.90  
 C3, D4,  
 3d Grade. 4th Grade  
 Plain Back ..... \$8.70 \$8.10  
 Strap Back ..... 8.10 7.50  
 Cleveland Pattern. 8.40 7.60  
 All other sizes, add 30c. doz.  
 Black, deduct 30c. doz.

**Shovels and Tongs—**  
 Brass Head ..... 60&10@60&10&10¢  
 Iron Head ..... 60&10@60&10&5¢

**Shutter Bars—**  
 Ives' ..... 55¢

**Shutter Bolts—**  
 See Bolts, Shutter.

**Sifters, Flour—**  
 Hunter's Genuine. 3 doz. gross, \$10@11.50

**Sign Letters, Figures, &c.—**  
 Aluminum S. & N. Co.:  
 Sign Letters and Figures ..... 60¢  
 Door Plates ..... 60¢  
 Trade Checks ..... 40¢

**Skate Sharpeners—**  
 Eureka ..... 3 doz. \$1.75; 3 gro. \$18.00

**Slaw and Kraut Cutters—**  
 Disston's:  
 Slaw, Vegetable, Corn Grater, Tur-  
 nip Shredder ..... 40¢  
 Kraut Cutters, 24x7, 26x8, 30x9 ..... 55¢  
 Kraut Cutters, 36x12, 40x12 ..... 40¢  
 Enterprise ..... 25@30¢  
 Enterprise Mfg. Co. .... 25¢  
 Tucker & Dorsey:  
 1 Knife ..... 3 doz. \$16.50@20.00  
 2 Knives ..... 3 doz. 22.50@ 30.00  
 Kraut Cutters ..... 50¢  
 Woodrough & McParlin ..... 40¢

**Sledges and Heavy Hammers—**  
 See Hammers.

**Slicers—**  
 Vegetable, Enterprise ..... 25¢

**Smiths' Bellows—**  
 See Bellows.

**Snaps, Harness, &c.—**  
 Anchor (T. & S. Mfg. Co.) ..... 55¢  
 Cockeyes ..... 60½¢  
 Fitch's:  
 Bolt ..... 45¢  
 Bristol ..... 40&10¢  
 Champion ..... 40¢  
 Clipper ..... 50&10&5¢  
 Empire ..... 50&5¢  
 National ..... 50&5¢  
 Security ..... 40¢  
 Victor ..... 60&5¢  
 German, new list ..... 40¢

**Sargent's:**  
 Patent Guarded ..... 66½¢  
 Covered Spring ..... 50@65¢  
**Covert Mfg. Co.:**  
 Breast Strap Buckle Snaps ..... 45¢  
 Breast Strap Protector ..... 45¢  
 Double for Bits or Trace Carrier ..... 45¢  
 Trojan Snaps ..... 45¢  
 High Grade Snaps ..... 45¢  
 Jockey Snaps ..... 40¢  
 Derby Snaps ..... 35¢  
 Rope Snaps ..... 40¢

**Snaths—**  
 Scythe ..... 40@45¢

**Soldering Irons—**  
 Covert Mfg. Co. .... 20¢

**Spoke Shaves—**  
 Bailey's (Stanley R. & L. Co.) ..... 50&10¢  
 Iron ..... 3 doz. 50&10¢  
 Millers Falls ..... 15&10¢  
 Seymour Smith & Sons, Iron ..... 20¢  
 Wm. Johnson's:  
 Wood, Best ..... 30¢  
 Wood, 2d quality ..... 33½¢

**Spoons and Forks—**  
**Boardman's:**  
 Britannia Spoons, Catalogue "C" ..... net List  
 "C" ..... net List  
 Nickel Silver, Catalogue ..... net List

**SILVER PLATED FLAT WARE—**  
 L. Boardman & Son, Catalogue "C" ..... net List  
 "1847" ..... 40&10¢  
 "Anchor" ..... 50&10¢  
 "Eagle" ..... 50&10¢  
 "Star" ..... 50&10¢  
 Rogers, Smith & Co. .... 50&10¢  
 Rogers & Hamilton ..... 50&10¢  
 Holmes & Edwards ..... 50&10&10¢  
 German Silver, unplated ..... 50¢

**KNIVES AND FORKS NO. 12—**  
 3 doz. net.  
 "1847" ..... \$3.50  
 "Anchor" ..... 3.25  
 "Eagle" ..... 5.25  
 "Star" ..... 3.25  
 Rogers, Smith & Co. .... 3.25  
 Rogers & Hamilton ..... 3.25  
 Holmes & Edwards ..... 8.00

**Springs—**  
 See Door Springs.

**Spring Balances—**  
 See Balances.

**Spring Hinges—**  
 See Hinges.

**Squares—**  
 Disston's Try Square and T Bevels, 60&10¢  
 Starrett's Micrometer Caliper Squares, 25¢  
 Try Square and T Bevel ..... 60&10¢  
 Winterbottom's Try and Mitre, 40&10¢  
 Nickel-Plated, New List Jan. 5, 1900 ..... 65&10@70¢  
 Steel and Iron ..... 65&10@70¢

**Staples—**  
 Barbed Blind—¼, ½, and ¾ inch.  
 3 doz. ..... 8½¢@9¢.

**FENCE—**  
 Same price as Barb Wire. See Trade Report.

**Stay Rollers—**  
 Cronk's, No. 50 ..... 66½¢  
 " Nos. 55 and 56 ..... 70&10¢  
 " No. 60 ..... 60¢  
 " No. 65 ..... 60&10¢

**Steels—**  
 Chatillon's ..... 30¢

**Stocks and Dies.**  
**BICYCLE—**  
 Holroyd & Co. .... 55¢

**BLACKSMITH'S—**  
 Butterfield's ..... 35@40¢  
 Gardner ..... 33½@10¢  
 Holroyd & Co. .... 40@50¢  
 Lightning Screw Plate ..... 25¢  
 Reece's New Screw Plates ..... 25@30¢

**PIPE MAKERS—**  
 Holroyd & Co. .... 75&10@80¢

**Stones—**  
 See Oilstones.

**Stops—**  
 See Bench Stops.

**Store Door Handles—**  
 See Handles.

**Stove Bolts—**  
 See Bolts.

**Stove Polish—**  
 See Polish, Stove.

**Sweepers—**  
 See Carpet Sweepers.

**Tackle Blocks—**  
 See Blocks.

**Tacks, Brads, &c.**

List Jan. 15, 1899.  
 American Cut Tacks ..... 90&10&10¢  
 Carpet Tacks:  
 American, Blued ..... 90&10&10&10¢  
 American, Tinned ..... 90&10&10&10¢  
 Swedes Iron Tacks:  
 S. S. .... 90&10&10¢  
 Bill Posters and Railroad Tacks:  
 S. S. .... 90&30¢  
 Common and Patent Brads ..... 70&10¢  
 Finishing Nails ..... 70&10¢  
 Gimp Tacks:  
 S. S. .... 90&40¢  
 Hungarian Nails, Steel ..... 80&20¢  
 Lace Tacks:  
 S. S. .... 90&30¢  
 Looking Glass Tacks ..... 70&10¢  
 Trimmers' Tacks:  
 S. S. .... 90&10&10¢  
 Trunk and Clout Nails:  
 Steel, Black ..... 80¢  
 Steel, Tinned ..... 80¢  
 Upholsterers' Tacks:  
 S. S. .... 90&40¢

**MISCELLANEOUS—**  
 Double Point, in dozens. 90&10&10&10¢  
 Double Point, in bulk ..... 80¢  
 Matting ..... 70&10¢  
 Shade, in dozens ..... 90&10&10¢  
 Shade, in bulk ..... 80¢

**Tack Pullers—**  
 Columbia, No. 1, 3 doz., net ..... \$1.00  
 Columbia, No. 2, 3 doz., net ..... 1.50  
 Little Jack ..... 3 doz. 1.00

**Tapes, Measuring—**  
 American Asses' Skin ..... 40&10@50¢  
 Leather Case ..... 25@25&10¢  
 Steel ..... 33½@40¢  
 Chestermans ..... 25@25&5¢  
 Keuffel & Esser Co., New List, 1898:  
 Steel and Metallic ..... 85¢  
 Lufkin's Steel and Metallic ..... 25@30¢

**Tap Borers—**  
 See Borers, Tap.

**Taps—**  
 American Screw Co.:  
 Machine Screw ..... 70¢  
 Holroyd & Co.'s:  
 Blacksmiths ..... 60@65&5¢  
 Machine Screw ..... 70&10@75¢  
 Machinists' Hand ..... 60@60&10&10¢  
 Pipe, ¼ to 1½ ..... 80@80&10¢  
 Pipe, 2 to 4 ..... 70@70&10¢

**Thumb Latches—**  
 See Handles.

**Tinware—**  
 Stamped, Japaned and Pieced,  
 Net Prices.

**Tire Bolts—**  
 See Bolts.

**Tobacco Cutters—**  
 National Specialty Co. .... 40¢  
 Enterprise Mfg. Co. .... 25@30¢

**Toilet Clippers—**  
 See Clippers.

**Torches—**  
 National Cement and Rubber Mfg. Co.:  
 No. 1 Medium Gasoline Torch ..... \$4.12  
 No. 2 Large Gasoline Torch ..... 6.98

**Trammel Points—**  
 Backus and Union ..... 40¢  
 C. E. Jennings & Co., "Eureka" ..... 25¢  
 Cook's ..... 25¢  
 Sargent's ..... 40&10¢  
 Stanley's ..... 80&10¢  
 Tower & Lyon ..... 33½¢  
 Prentiss' ..... 20@25¢

**Tracks, &c.—**  
 F. E. Myers & Bro.:  
 Comb. Car, Double Steel T. .... \$3.50  
 Comb. Car, Wood Track ..... 3.25  
 Common 6 in. Wood Sheave Pulley,  
 Fig. 438 ..... 3 doz. 1.75  
 D. H. Fork Steel Regular, each, .85  
 Double Grapple Fork, each, 3.50  
 Double Rail Steel Track, complete  
 with clamps ..... 3 ft. .10  
 Faultless Steel Frame K. P. Pulley,  
 Fig. 435 ..... 3 doz. 2.15  
 Faultless Steel Frame 6 in. Plain  
 Pulley, Fig. 435 ..... 3 doz. 1.90  
 Floor Hooks, ¾ in. ..... 3 doz. .70  
 Floor Pulley, Wood Sheave, Fig.  
 436 ..... 3 doz. 2.25  
 Hanging Hooks for Double Steel  
 Track ..... 3 doz. .65  
 Hanging Hooks for Single Steel  
 Track ..... 3 doz. .65  
 Hanging Hooks for Wood Track,  
 10 in. ..... 3 doz. .55  
 Hanging Hooks for Wood Track,  
 14 in. ..... 3 doz. .65  
 Malleable Frame K. P. Pulleys,  
 Fig. 676 ..... 3 doz. 2.40  
 Malleable Rafter Brackets, 3 doz. .40  
 Nellis Fork ..... each, 1.60  
 New Myers Iron Rod Car ..... 3.25  
 Red Wood Frame Pulley with  
 Hook, Fig. 434 ..... 3 doz. 2.00  
 Rev. Car, Double Steel Track ..... 3.50  
 Rev. Car, Wood Track ..... 3.25  
 Rope Hitch ..... 3 doz. 1.75  
 Single Rail Car, Single Steel T. .... 8.50  
 Single Rail Steel Track with  
 clamps ..... 3 ft. .09



Sprout's Shear Fork, each .....\$1.60  
Steel Frame Pulley with Iron  
Sheave, Fig. 565,  $\frac{1}{2}$  doz. .... 1.85  
Sure Grip Sling Car, Steel or Wood  
Track ..... 6.00  
Walker Fork, each ..... 1.25  
Wrought Rafter Brackets,  $\frac{1}{2}$  doz. .... 40

**Transom Lifters—**

Ajax ..... 50&100&50&10&5%  
Bronze Metal, with Safety Spring. ....  
50&50&10%  
Crescent ..... 70&70&10%  
Dickson's ..... 60%  
Nickel Plated ..... 50&10%  
Payson's Solid Grip, Nos. 308 and  
304,  $\frac{1}{2}$  100. ....\$12.00  
Shaw's:  
Copper Finished ..... 80&10%  
Lever ..... 70&70&10%

**Traps—****FLY—**

Balloon .....  $\frac{1}{2}$  doz. \$1.50,  $\frac{1}{2}$  gro. \$15.00  
Globe .....  $\frac{1}{2}$  doz. 1.50,  $\frac{1}{2}$  gro. 15 00  
Harper .....  $\frac{1}{2}$  doz. 1.75,  $\frac{1}{2}$  gro. 18 00

**GAME—**

Star, Blake's Pattern ..... 60&10&10%  
Enterprise Mole ..... 15%  
H. & N. .... 65%  
Newhouse ..... 40%  
Victor ..... 70&5%

**MOUSE AND RAT—**

Erie Rat ..... 40&40&10%  
Hotchkiss:  
Metallic Mouse ..... 50%  
Improved Rat ..... 50%  
New Rat ..... 50%  
Mouse, Bonanza,  $\frac{1}{2}$  doz. .... 90c@1.00  
Mouse, Catch-'em-alive,  $\frac{1}{2}$  doz. \$2.50, 15%  
Mouse, Delusion ..... 40%  
Mouse, Ideal,  $\frac{1}{2}$  gro. .... \$9.00  
Mouse, Round Wire,  $\frac{1}{2}$  doz. .... \$1.50, 10%  
Mouse, Wood, Choker,  $\frac{1}{2}$  doz. holes. 10c  
Marty French Rat and Mouse Traps  
(Genuine):  
No. 1, Rat, each \$1.13,  $\frac{1}{2}$  doz. ....\$12.00  
No. 2, Rat,  $\frac{1}{2}$  doz., \$6.00; case ..... 5.25  
of 50 ..... 4.25  
No. 3, Rat,  $\frac{1}{2}$  doz., \$4.75; case ..... 4.25  
of 75 ..... 2.75  
No. 4, Mouse,  $\frac{1}{2}$  doz., \$3.50; case ..... 2.75  
of 5 ..... 2.25  
No. 5, Mouse,  $\frac{1}{2}$  doz., \$2.75;  
case of 150 ..... 2.25  
Schuyler Rat Killer, No. 1,  $\frac{1}{2}$  gro.,  
\$15.00; No. 2,  $\frac{1}{2}$  gro. ....\$15.00  
Mouse, No. 3 ..... 9.00  
doz. .... \$15.00  
Smith & Egge Mfg. Co.:  
Superior Rat Trap ..... 5.50  
Yankee Mouse Trap ..... 11.00  
Yankee Rat Trap ..... 11.00  
J. M. Mast Mfg. Co.:  
Snap Shot, 2-Hole ..... \$3.60@4.00  
Snap Shot, 4-Hole ..... 5.40@6.00  
Blizzard, No. 12 ..... 4.80  
Reddy, No. 30 ..... 3.60  
Reddy, No. 40 ..... 3.60  
Reddy Rat Trap, No. 2 ..... 9.00  
Blizzard Rat Traps, No. 1 ..... 10.00

**Trowels—**

Brade's Brick ..... 30%  
Dieton's:  
Brick and Pointing ..... 30%  
Plastering ..... 25%  
"Standard Brand" and Garden ..... 40%  
C. E. Jennings & Co.:  
Brick ..... 30%  
Plastering ..... 25%  
Pointing ..... 30%  
Wm. Johnson's:  
Brick ..... 40%  
Plastering ..... 40%  
Pointing ..... 40%  
W. & McP. Plastering ..... 25&25&10%  
Peace's Plastering ..... 25&25&5%  
Richardson ..... 25&25&10%  
"Rose" Brick, Plastering and Mould-  
ers ..... 30&30&10%  
Sargent's Garden, No. 1 ..... 50%  
Sargent's Garden, No. 15 ..... 45%

**Vegetable Slicers—**

Enterprise Mfg. Co. .... 25%

**Vises—**

Solid Box ..... 40&40&10&5%  
V. W. & W. .... 40%  
Fisher-Norris ..... 15&10%

**PARALLEL—**

Armstrong's:  
Combination ..... 50%  
Plain and Hinge ..... 60%  
Athol, Oval Slide ..... 60%  
Adams, Diamond ..... 40%  
Bonney's Champion ..... 40%  
Fisher & Norris Double Screw ..... 15%  
Holland's ..... 40%  
Howard's ..... 40%  
Little Giant Bench ..... 25&10%  
Lowell Hand ..... 38%  
Massey:

Perfect ..... 15&20%  
Clincher ..... 30&40%  
Wood-Working ..... 15&20%  
Planer ..... 15&20%  
Comb. Pipe ..... 40%  
Millers Falls:

Mechanics' ..... net@10%  
Oval Slide ..... 50&10%  
Ball Clamp ..... 45%  
Gravity ..... net  
Hand ..... 15%  
Moore's ..... 30%  
Parker's:

Regular ..... 20&25%  
Combination Pipe ..... 55&60%  
Oval Slide ..... 55&60%  
Victor ..... 20&25%  
Vulcan ..... 40&45%  
Phenix ..... 20&20&10%  
Prentiss ..... 20&25%  
Sargent's ..... 70%  
Simpson's Adjustable ..... 40%  
Stephens ..... 25&33%  
Trenton ..... 40&40&5%  
V. W. & W. Parallel ..... 40%  
Coach Makers ..... 40%  
Oval Slide ..... 40%  
Wright's Pipe ..... 40%

**SAW FILERS—**

Bonney's No. 2, \$15.00 ..... 40&10&50%  
Cincinnati ..... 40%  
Stearns Com. No. 0, 1, 2 and 3, ..... 50&50&10%  
Stearns Rubber Jaw, Nos. 10 and 33, ..... 33%  
Wentworth's ..... 40%

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel ..... 45%  
Lane's Steel ..... 30%

**Washer Cutters—**

Otis A. Smith's ..... 30&10&10%

**Well Wheels—**

Japanned, 8 to 14 inches ..... 70%

**Weed Extractors—**

"Pastime" .....  $\frac{1}{2}$  doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co. .... 40%  
Clayton's ..... 25&10%

**Window Stop Adjusters—**

Ives' New List ..... 40%  
Taplin's "Perfection" ..... 50%

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire ..... 20%  
Bright Wire Goods, New List ..... 85&10%

Cast Steel Wire ..... 50%  
Copper Wire ..... 15%  
Annealed and Tinned on Spools ..... 50%  
Brass and Copper on Spools ..... 40%  
Spooled Wire, ass'd for Retailing ..... 60%  
Market Wire, Bright and Annealed:  
Nos. 6 to 9 ..... 75%  
Nos. 10 to 18 ..... 75&5%  
Nos. 19 to 26 ..... 75&15%  
Nos. 27 to 36 ..... 75&10&2%  
Coppered and Galvanized:  
Nos. 6 to 9 ..... 70%  
Nos. 10 to 18 ..... 70&5%  
Nos. 19 to 26 ..... 70&10%  
Nos. 27 to 36 ..... 70&10&10%

Tinned:  
Nos. 6 to 14 ..... 70&10&10%  
Nos. 15 to 18 ..... 70&10&5%  
Nos. 19 to 26 ..... 70&10%  
Nos. 27 to 36 ..... 70&5%  
Picture Wire, List of Oct. 2, 1900. ....  
80&10&80&10&10%

Steel Music Wire, Nos. 12 to 30, im-  
ported.  $\frac{1}{2}$  lb. 60¢@70¢  
Stub's Steel Wire ..... \$6.00 to \$ 1%  
Wire Clothes Lines—  
See Lines.

Wire Cloth, Netting, &c.—  
Galvanized Wire Netting .. 50¢@30&10%  
Painted Screen Cloth, good quality,  
 $\frac{1}{2}$  100 sq. ft. \$1.50

Wire Rope—  
New List July 1, 1899.  
Cast Steel ..... 30%  
Iron ..... 35%  
Iron, Galvanized ..... 30%

Wire Rope Clips—  
Crosby ..... 25%  
Wire Stretchers—  
W. C. Heller's Grip .....  $\frac{1}{2}$  doz. \$1.50

**PAINTS, OILS AND COLORS.**

**Oils—**  
Linseed, City, Raw, in barrels,  $\frac{1}{2}$  gal. 64c  
Linseed, City, Boiled, in barrels,  
 $\frac{1}{2}$  gal. 70c  
Out of Town on Spot .....  $\frac{1}{2}$  gal. 68c  
Calcutta, Raw, in barrels .....  $\frac{1}{2}$  gal. 85c  
Lard, Prime City .....  $\frac{1}{2}$  gal. 55¢@57c  
Extra, No. 1 ..... 48¢@50c  
No. 1 ..... 41¢@43c

**Paints and Colors—**  
Barytes, Foreign Floated,  $\frac{1}{2}$  ton,  
\$30.00@31.00  
Barytes, American Floated,  $\frac{1}{2}$  ton,  
\$19.00@20.00

Barytes, Crude .....  $\frac{1}{2}$  ton 2.00@10.00  
White Lead, American, Dry, in bbls.  
 $\frac{1}{2}$  b. 6¢@6%  
White Lead, American, in Oil, in lots  
of less than 500 lbs. ....  $\frac{1}{2}$  b. net 7c  
In lots of 500 lbs. and over. ....  $\frac{1}{2}$  b. 6%  
White Lead, Foreign, in Oil.  $\frac{1}{2}$  b. 8¢@9%  
Litharge, Kegs .....  $\frac{1}{2}$  b. 6%  
Zinc, American, Dry .....  $\frac{1}{2}$  b. 4%  
Putty—  
In bulk ..... \$1.90  
In bladders ..... 2.40  
In cans, 50 lb. .... 2.00  
In cans, 25 lb. .... 2.25  
In cans, 12% lb. .... 2.50  
In cans, 5 lb. .... 3.50  
In cans, 3 lb. .... 4.00  
In cans, 2 lb. .... 4.50  
In cans, 1 lb. .... 5.00

**Wrenches—**

Agricultural ..... 70&10%  
Allen's Pocket (Bright) ..... \$2.00@2.30  
Alligator ..... 70%  
Baxter's ..... 60&10%  
Bemis & Call's:  
Briggs Pattern ..... 30&10%  
No. 2 Cylinder ..... 55%  
No. 3 Pipe, Bright ..... 50%  
Patent Combination Black ..... 40&5%  
Patent Combination Bright ..... 40%

Bicycle:  
Club ..... 40%  
Superior ..... 40%  
Featherweight ..... 40%  
Protection ..... 40%  
Boardman's ..... 30¢@37%  
Coes':  
Genuine ..... 40&10&5&5%  
"Mechanics" ..... 40&10&10&5&5%  
Coes' Pattern, Wrought Bar. .... 60&5%  
20&10%

Donohue's Engineer ..... 40%  
Eagle Pipe ..... 50&10%  
Gem ..... 30%  
Stillson Pipe ..... 50%  
Taylor Pipe and Nut ..... 40%  
Acme ..... 60¢@60%  
Bull Dog ..... 60&10%  
Hercules ..... 70%  
J. H. Williams & Co. .... 25%

**Wringers, Clothes—**

In lots of less than one dozen ..... Cash  
Am. Wringer Co.'s list, July, 1895. ....  
Colby Wringer Co., list May 1, 1894.  
Lovell Mfg. Co., list July 2, 1894. ....  
National Wringer & Mfg. Co., list  
Jan. 1, 1895. ....  
Peerless Mfg. Co., list Feb. 1892. ....  
NOTE.—On lots of 1 dozen a discount  
of 10% is often given.


**Spirits Turpentine—**

In regular bbls ..... 41%  
In machine bbls ..... 42 c

**Dry Colors—**

Blue, Chinese ..... 35 @40 c  
Blue, Prussian ..... 35 @38 c  
Blue, Ultramarine ..... 6 @30 c  
Sienna, Italian, burnt &  
powdered ..... 4%  
Sienna, Italian, raw &  
powdered ..... 3 @7 c  
Umber, Turkey, burnt ..... 2%  
Umber, Turkey, raw ..... 2%  
Green, Chrome, Ordinary ..... 5 @7 c  
Green, Paris, in bulk ..... 15 @16 c  
Indian Red, American ..... 2%  
Indian Red, English ..... 4%  
Colors in Oil—  
Black Lampblack, best. .... 13 @15 c  
Black Lampblack, common. .... 8 @10 c  
Blue, Chinese ..... 35 @40 c  
Blue, Prussian ..... 35 @35 c  
Blue, Ultramarine ..... 14 @18 c  
Sienna, burnt ..... 11 @13 c  
Sienna, raw ..... 11 @13 c  
Umber, burnt ..... 11 @13 c  
Umber, raw ..... 11 @13 c  
Brown, Vandyke ..... 11 @13 c

.. The ..  
**Little Giant Grass Hook**



is a miniature scythe, looks  
right, hangs right and cuts  
right; the thing long sought  
for. Can mow a small lawn  
with it; can cut closer to  
trees, fences, etc. Can be  
used for cutting corn or  
clipping hedges.

Patented  
Feb. 13, 1900.  
June 26, 1900.

Other  
Patents  
Pending

Ask for catalogue B,  
and prices.

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705 4th Ave., DETROIT, MICH.

**"HAVE FOUND YOU VERY USEFUL."**

Alfred Field & Co., New York. [Cutlery, Guns, etc.]:  
We can say in all sincerity that we have found you very  
useful, and we can most cheerfully recommend you to  
our friends in the trade.

**"RESULTS ARE SO SATISFACTORY."**

Capwell Horse Nail Co., Hartford, Conn. [Horse  
Nails]: We have been liberal advertisers in your jour-  
nal for years, and the results are so satisfactory that we  
expect to be much more liberal for many years to come.

**"THE GOOD YOU HAVE DONE US."**

Samuel Winslow Skate Mfg. Co., Worcester, Mass.  
[Skates]: We congratulate you on your great success,  
and thank you for the good we think you have done us.

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Armstrong Mfg. Co., Bridgeport, Conn.

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Troy Nickel Works, Albany, N. Y.

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See Plated Ware.

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Silver Mfg. Co., Salem, Ohio.

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**Frame Pulleys.**

Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Motors.**

Lowell Model Works, Lowell, Mass.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

Smith & Hemenway Co., New York

**Glue.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

H. S. Earle, Detroit, Mich.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Gun Implements.**

Hartley & Graham, New York.  
Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
P. J. Conroy, Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.  
Russell & Erwin Mfg. Co., New York.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joint and Wall.**

Van Dorn Iron Works Co., Cleveland, Ohio.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

Allerton-Clarke Co., New York.  
John H. Graham & Co., New York.  
Robert Murray, New York.  
Russell & Erwin Mfg. Co., New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**

Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Holisting Machinery.**

Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.

**Hones, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Hooks.**

Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**

Ausable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.

**Horse Rasps.**

Arcade File Works, New York and Chicago.  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose Menders.**

John H. Graham & Co., New York.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

Boston Belting Co., Boston, Mass.  
F. E. Myers & Bro., Ashland, Ohio.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Chisels.**

Iowa Farming Tool Co., Ft. Madison, Iowa.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Iron.**

Bruce & Cook, New York.

**Iron Fences.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Bicycle Step Ladder Co., Chicago.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Mowers.**

Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

Underhill, Clinch & Co., New York.

**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger & Co., Boston, Mass.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Allerton-Clarke Co., New York.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Luminous Balts.**

Enterprise Mfg. Co., Akron, O.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

**Office Railings.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Photo-Engraving.**

A. Muford, Hartford, Conn., and New York.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Pliers, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.



- Pellish, Stove.**  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.
- Post Hole Diggers.**  
John H. Graham & Co., New York.
- Porcelain Enameled Letters, Etc.**  
A. V. Taylor & Co., Cincinnati, Ohio.
- Poultry Netting.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.
- Powder.**  
E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.
- Power Hammers.**  
The Scranton & Co., New Haven, Conn.
- Price Books.**  
Hardware Publishing Co., New York.
- Price Cards and Holders.**  
John S. Menagh, Jersey City, N. J.
- Pruning Shears.**  
Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.
- Pulleys, Hoisting.**  
Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.
- Pumps.**  
John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.
- Punches, Spring.**  
Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Railings, Brass and Iron.**  
Clinton Wire Cloth Co., Clinton, Mass.
- Railroad Brasses.**  
Magnolia Metal Co., New York.
- Rail, Barn Door.**  
Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Railway and Mill Supplies.**  
R. Woodman Mfg. & Supply Co., Boston.
- Raisin Seeders.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Rakes.**  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.
- Razors.**  
Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.
- Razor Straps.**  
Smith & Hemenway Co., New York.
- Reamers.**  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.
- Reels, Wood.**  
John Sommer's Son, Newark, N. J.
- Refrigerators.**  
Baldwin Refrigerator Co., Burlington, Vt.
- Refrigerator Door Fasteners.**  
P. J. Conroy, Philadelphia.
- Registers, Warm Air.**  
Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.  
Novelty Mfg. Co., Jackson, Mich.
- Revolution Counter.**  
Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Rivets.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. O. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.
- Rivet Sets.**  
Eyelet Tool Co., Boston, Mass.
- Roller Skates.**  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.
- Roofing Nails.**  
Salem Nail Co., New York.
- Roofing and Roofers' Supplies.**  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.
- Ruberoid Roofing.**  
Standard Paint Co., New York.
- Rules.**  
Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.
- Sad Irons.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Sand and Emery Paper.**  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
- Sand Screens.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Sap Pails.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Sap Pail Covers.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Sash Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Sash Cord.**  
Samson Cordage Works, Boston.  
Tower & Lyon, New York.
- Sash Fixtures.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Locks.**  
Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.
- Sausage Stuffers.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.
- Saws.**  
E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.
- Saws, Butchers'.**  
John Chatillon & Sons, New York.
- Saw Sets.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.
- Saw Tools.**  
E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.
- Scales.**  
American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.
- Scoops.**  
Underhill, Clinch & Co., New York.
- Screens, Wire.**  
Underhill, Clinch & Co., New York.
- Screws.**  
Atlas Bolt & Screw Co., Cleveland, Ohio.  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
- Screws, Set and Cap.**  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
- Screw Drivers.**  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.
- Screw Drivers, Electricians'.**  
The Ducharmes & Co., Shelburne Falls, Mass.
- Screw Plates.**  
Alfred Field & Co., New York.
- Scythes and Grass Hooks.**  
Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.
- Scythe Stones.**  
Cleveland Stone Co., Cleveland, O.
- Seal Presses.**  
Charles Morrill, New York.
- Sectional Shelving.**  
J. D. Warren Mfg. Co., Chicago.
- Sewing Machines.**  
National Sewing Machine Co., Belvidere, Ill.
- Shade Lines.**  
Samson Cordage Works, Boston.
- Sharpening Machines.**  
John Chatillon & Sons, New York.
- Shears and Scissors.**  
Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.
- Sheet Steel.**  
Dunbar Bros., Bristol, Conn.
- Shelf Boxes.**  
W. C. Heller & Co., Inc., Montclair, N. J.
- Shelf Brackets.**  
Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.
- Shoe Soles and Top Lifts (for Heels).**  
Baxter, Schenkelberger & Co., Boston, Mass.
- Ship Tools.**  
G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.
- Shovels.**  
Allerton-Clarke Co., New York.  
Underhill, Clinch & Co., New York.
- Sidewalk Chisels.**  
Underhill, Clinch & Co., New York.
- Signs, Enameled Steel.**  
A. V. Taylor & Co., Cincinnati, Ohio.
- Silver Ware.**  
Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Sink Bolts.**  
Atlas Bolt & Screw Co., Cleveland, Ohio.
- Sink Cleaners.**  
John W. Sudlow, Brooklyn, N. Y.
- Skate Ankle Supports.**  
Brauer Bros., St. Louis, Mo.  
Caekey & Wyant, New York.
- Skates, Double Runner.**  
Sam'l Winslow Skate Mfg. Co., Worcester, Mass.
- Skates, Ice and Roller.**  
John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.  
Sam'l Winslow Skate Mfg. Co., Worcester, Mass.
- Skate Sharpeners.**  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Skewers.**  
John Chatillon & Sons, New York.
- Slaw Cutters.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.
- Snow Shovels.**  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.
- Solder.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.
- Spades.**  
Underhill, Clinch & Co., New York.
- Spark Guards.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Speaking Tubes.**  
Berger Bros. Co., Philadelphia.
- Spelter.**  
Bruce & Cook, New York.
- Spikes.**  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.
- Spiral Screw Drivers.**  
North Bros. Mfg. Co., Phila., Pa.  
Voigt, Starr & Co., New York.
- Spoke Shaves.**  
Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.
- Sporting Goods.**  
Enterprise Mfg. Co., Akron, Ohio.  
Wm. G. Smith & Co., Philadelphia.
- Springs, Wire.**  
Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.
- Spring Cotters.**  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.  
Standard Tool Co., Cleveland, Ohio.
- Spring Hinges.**  
Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Squares, Steel.**  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.
- Stamping.**  
Clark & Cowles, Plainville, Conn.
- Staple Pullers.**  
Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.
- Stay Rollers.**  
Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Steel.**  
Wallace Barnes Co., Bristol, Conn.  
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

- Steel Hinges, Spring.**  
Bommer Bros., Brooklyn, N. Y.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Steel Traps.**  
Hawkins Co., Waterbury, Conn.
- Stencill Cabinets.**  
S. W. Reese & Co., New York, N. Y.
- Step Ladders.**  
Bicycle Step Ladder Co., Chicago.  
Morley Bros., Saginaw, Mich.
- Stocks and Dies.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.
- Stones, Scythe, Oil, Etc.**  
Cleveland Stone Co., Cleveland, Ohio.
- Store Fixtures.**  
Bicycle Step Ladder Co., Chicago.  
Morley Bros., Saginaw, Mich.  
J. D. Warren Mfg. Co., Chicago.
- Store Trucks.**  
See Trucks, Store.
- Stove Polish.**  
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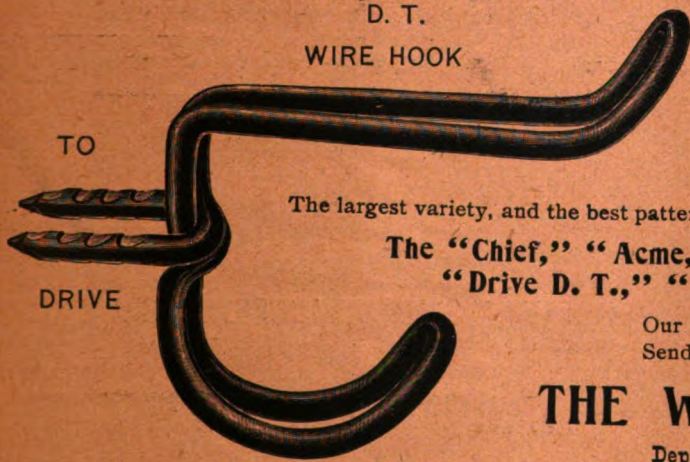
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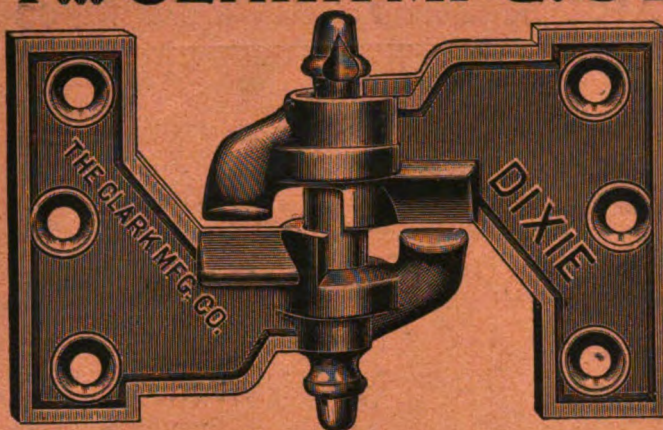
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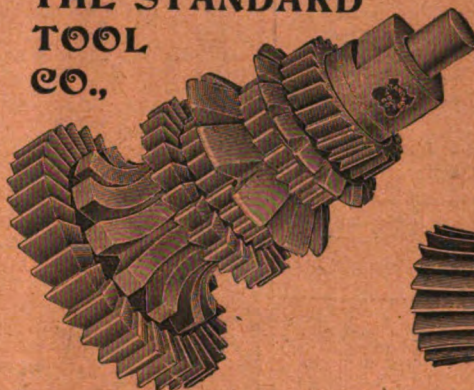
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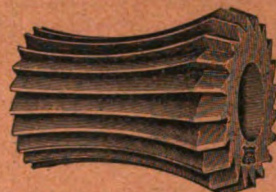
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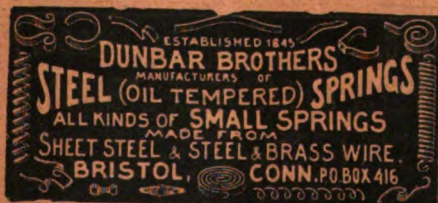
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NEW YORK.**STEEL WIRE NAILS.**

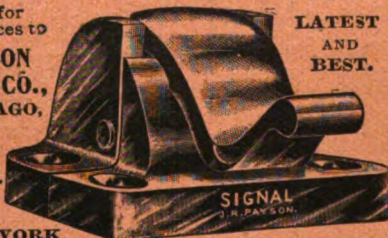
Iron and Steel

**CUT NAILS.**

Plain and Galvanized Wire.

**BARB WIRE.**

Wire Straightened and Cut to Length.

**PAYSON'S SIGNAL SASH LOCK.**Write for  
prices to**PAYSON  
MFG. CO.,  
CHICAGO,**and  
88  
Cham-  
bers  
St.,**NEW YORK.****LATEST  
AND  
BEST.**

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

**WALKER'S  
SELF PULLER.**  
No. 34**WALKER'S SELF PULLER**  
No. 39**WALKER'S  
CROWN LIFTER  
AND SELF PULLER**  
No. 17**WALKER'S  
SELF-PULLING CORK SCREWS.****EVERY ONE TESTED AND GUARANTEED.**

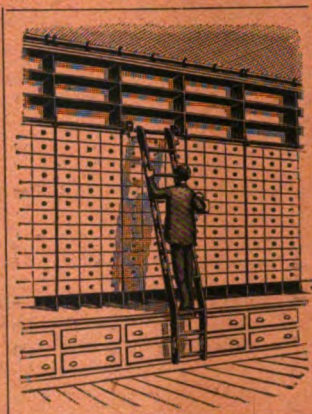
Manufactured only by

**Erie Specialty Co., Erie, Pa.****FENN'S ROTARY  
..VENTILATOR..**

For Ventilation, the best.  
For smoky chimneys a sure cure.  
Made in two grades, 4 in. to 30 in.  
SEND FOR CIRCULARS.

**GEO. E. FENN, Boston, Mass.****NILES PATENT D. A.  
SPRING HINGES  
AND BLANKS.**Neat,  
Quickly  
Applied,  
Strong.Are the  
Best,  
Prices  
Lowest.**NILES MFG. CO.,**

128 S. Canal St.,

**CHICAGO.****LANE'S STORE LADDER**

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**LANE BROTHERS CO.,**429-461 Prospect St., **POUGHKEEPSIE, N. Y.****THE BURR PATENT  
STEEL****SAFETY LIFT BLOCK.****A Perfect Self-Locking Rope  
Tackle Block.**Runs as freely as an ordinary  
rope tackle block.Holds more securely than a  
chain block.Locks instantly and does not  
cut the rope.Allows the load to be lowered  
safely and slowly, the operator  
using only one hand.Cannot stick nor jam when  
the load is to be lowered.Adopted by the Penna. R.R. Co.,  
Western Union Tel. Co.,  
and many others**Liberal Discounts to Hardware  
Dealers.**

Send for circulars and prices.

**THE...  
BURR MANUFACTURING CO.,**

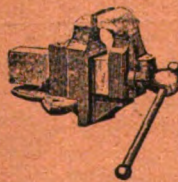
423 Society for Savings Bldg.,

**Cleveland, Ohio, U. S. A.**

USED AS A WIRE STRETCHER.

**Howard Iron Works,****BUFFALO, N. Y.**

Manufacturers of

**BENCH  
VISES.**

Price Lists Sent on Application.

1876.

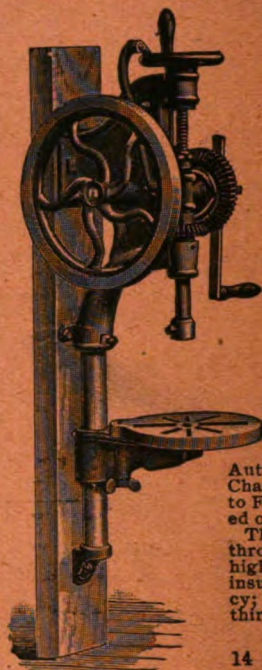
1900.

**Reese's Adjustable STENCILS**

Write for our Three Catalogues  
and Description of our New  
Cabinet and full line  
Samples Free.

**EXPRESSLY FOR THE HARDWARE TRADE.****S. W. Reese & Co., 160 Fulton St., New York.****TURNBUCKLES.****MERRILL BROS.,**470 Kent Ave.,  
**BROOKLYN, E. D., N. Y.****ADVANCE****DRILLS**

FOR

**BICYCLE  
REPAIRMEN,  
SMITH-  
SHOPS  
REPAIR  
SHOPS.**

Best because they  
have Most Direct  
Automatic Self Feed.  
Changeable from Slow  
to Fast Feed and located  
out of the way.

They are constructed  
throughout same as a  
high grade tool which  
insures: First, Accura-  
cy; second, Durability;  
third, Light Draft.

14 SIZES and STYLES.

**\$6.00 to \$85.00**Special discounts to re-  
pairmen.**ADVANCE No. 12.**125 lbs. - **\$13.00.****LIGHT POWER.****EVERY DRILL GUARANTEED.****THE SILVER MFG. CO**

345 Broadway,

**SALEM, OHIO.****HEADQUARTERS**

For the Largest Variety of

**HIGH GRADE  
FAMILY****COFFEE MILLS**

Of best quality, latest  
designs and fine finish.  
Also a full line of

**PATENTED HOUSEHOLD  
NOVELTIES**of superior quality and  
merit.**LIGHT  
BUILDERS'  
HARDWARE,  
Etc.**Send for our  
1899 Catalogue.**The Crystal**

A One Pound Coffee  
Mill, with Glass Hop-  
per and Cup.

Something Entirely  
New. The House-  
keeper's Delight.

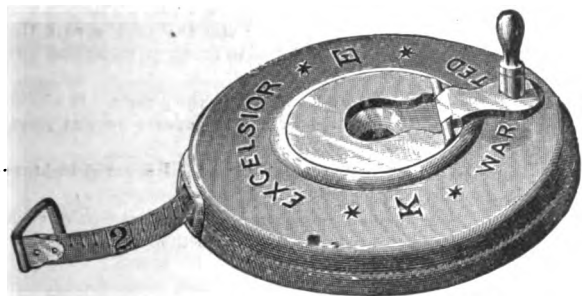
PATENT PENDING.

**ARCADE MFG. CO. - Freeport, Ill.****EACH YEAR RECEIVED BETTER RESULTS.**

Standard Tool Co., Cleveland, Ohio.  
[Tools]: During the five years we have had  
an advertisement in **HARDWARE** we have  
each year received better results.



# KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of  
**Steel and Metallic  
Measuring Tapes.**

Our tapes are favorably known since many years. They are

**AMERICAN MADE GOODS.**

Reasonable in Price.

Fully Warranted.

**Catalogue and Discounts on Application.**

THE NEW YORK  
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TILDEN FOUNDATION

## CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

# NAILS



## Iron & Steel Cut Nails

**STEEL WIRE NAILS.**

A Large Stock Constantly on hand for Immediate Shipment.

## ... GUNPOWDER ...

MANUFACTURED BY

**E. I. DUPONT DE NEMOURS & CO.,**  
OF WILMINGTON, DELAWARE.

**Crystal Grain.** Very Strong and Clean.

**Eagle Duck.** Extremely Popular. A Combination of Cleaness, Quickness and Strength.

**Choke Bore.** Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

**Rifle.** Of National Reputation both for Rifles and Shot Guns.

**V. G. P.** A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

### SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

**SMOKELESS MILITARY POWDER AND GUN COTTON**  
For the Army and Navy.

**MINING AND BLASTING POWDER.** Send for Catalogue.

## G. W. BRADLEY'S SONS,

MANUFACTURERS OF

Coopers', Turpentine and Ship Tools, Etc.

Drawing Knives,  
Shingle Knives,  
Chamfer Knives,  
Howelling Knives,  
Adzes,  
Beck Irons,  
Hoop Drivers,  
Froes,  
Bush Hooks,  
Dippers,  
Hackers,  
Scrapers,



Broad Axes,  
Broad Hatchets,  
Mill Picks,  
Cotton Glimets,  
Box Scrapers.

Sold by all the leading  
Southern dealers.

**Underhill, Clinch & Co.,**  
AGENTS,  
94 and 96 Chambers Street,  
NEW YORK.

## Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

MANUFACTURERS OF

**Ausable, Clinton, American**  
**Hot Forged Hammer Pointed**  
**HORSE NAILS.**

The Ausable Horse Nail Co. is not connected with any Trust or Combination existing or projected.

STANDARD  
HEAD



LIGHT  
HEAD

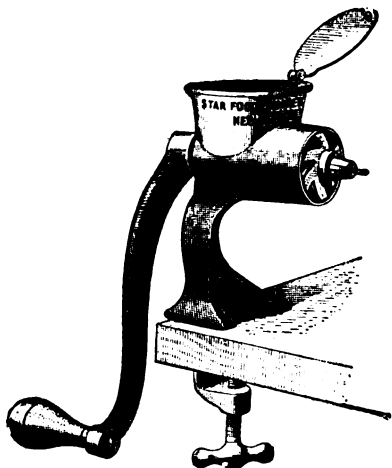


## Tubular Rivet & Stud Co.

# Tubular Rivets,

**Boston, Mass.**





## If it is a Food Chopper Without a Lid, Don't Buy It.

A distinguishing and exclusive feature of the STAR FOOD CHOPPER is a plate hinged at the top of the hopper which, when pressed on the food to be cut, forces it upon the feed screw, thus preventing the possibility of injuring or soiling the fingers, which is liable to occur in using the other choppers.

The STAR is unquestionably the best machine of its kind ever offered to the public. It will cut without crushing raw or cooked meat, sea food, fruit, vegetables, etc., into coarse or fine pieces, according to the cutter used, of which three accompany each chopper.

It has eliminated all the objectionable features of other choppers, and has added several improvements that are distinctly its own. It is always in order, and the knives require no sharpening.

No other chopper has the many merits of the STAR. None is more simple in construction or easier to understand or clean. From start to finish in the small points as well as in the large, the STAR FOOD CHOPPER is the best.

**CHAS. D. BROWN, Agent,**

**180-182 Duane Street, New York City.**



We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression.

These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



**JOHN CHATILLON & SONS,**  
85 to 98 Cliff St. and No. 18 Jacob St.,  
Established 1835. New York City.

**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
Tools, Cutlery and Springs.

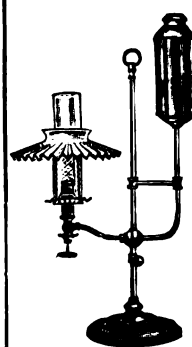


SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE



## "SIMPLICITY" STUDENT LAMP.



A One Hundred Candle-Power Light for Six Hours' Service One Cent. The illuminant is gasoline, stored in compartments in the lighting fixture, and on passing through a heating chamber reaches the orifice in the form of gas, which burns with a smokeless flame under a mantle heated to incandescence. The light is not affected by temperature, and will burn equally well in summer or winter. The lamp uses 1/4" stove gasoline, and is started by heating the burner with a small alcohol torch, supplied with each light. There is no odor like the old gasoline stove.

These lamps have been approved by the Board of Underwriters of Chicago.

Covered by eight patents in the United States and Canada. Ask for catalogue of complete line of lamps and our

**LIBERAL TERMS TO DEALERS.**

Manufacturer and Patentee

**H. HERKEL, Broadway & Elm St., ST. LOUIS, MO.**

**If you're Looking for First Class**

**UP-TO-DATE BARROWS**

ORDER THE ♦ ♦ ♦

**Champions, the**  
**World's Best.**  
All Kinds of Wood and Steel Barrows.

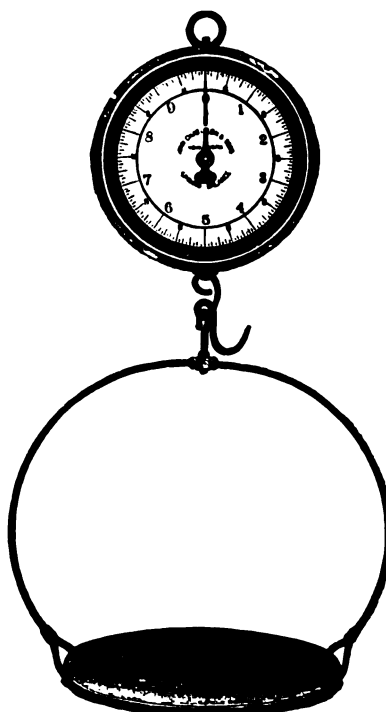
**THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.**





# CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

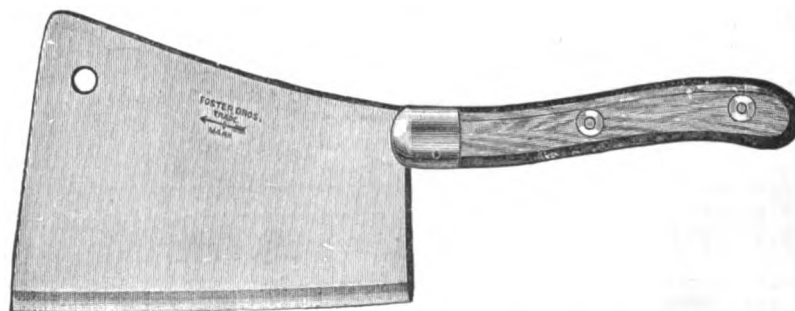


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

## FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



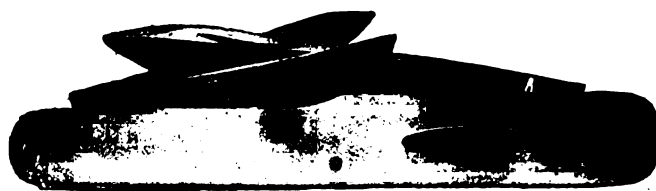
These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

## FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

## PHOENIX KNIFE COMPANY'S POCKET KNIVES.



Finest quality American Pocket Cutlery in large variety. Knives that are good sellers, and will give satisfaction to the user.

# JOHN CHATILLON & SONS,

ESTABLISHED 1835.

85 to 93 Cliff Street and 12 Jacob Street,

NEW YORK CITY.



# Your Stock Is Not Complete

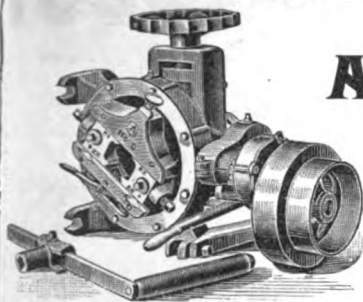
Without a line of  
**ARMSTRONG**

PIPE THREADING AND CUT-  
TING OFF MACHINES,

ADJUSTABLE  
STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe  
Cutters, Clamp Dogs.

They are all "Standards" and Never  
dissappoint. Catalogue?



No. 0. Threading Machine, Power  
Attachment.



**THE ARMSTRONG MFG. CO., Bridgeport, Conn.**

—NEW YORK OFFICE: 139 CENTRE STREET.—



## THE NEW WHITE LIGHT GAS LAMP CO. ILLUMINATOR.

More brilliant and fifteen times cheaper than electricity. The coming light of the future for homes, stores and churches. Odorless, smokeless, ornamental, portable, durable, inexpensive and absolutely safe. We have twenty different designs, both pressure and gravity, including the best lighting system for stores and churches. Mantles and Welsbach supplies at wholesale prices. Dealers and agents write us for catalogue "J." Big money in selling our lamps.

**THE NEW WHITE LIGHT GAS LAMP CO.,**  
283 W. Madison St., CHICAGO, ILL.



**L. COES'**  
Genuine improved  
KNIFE HANDLE  
PATENT  
**Screw  
Wrenches.**


MANUFACTURED BY

**COES WRENCH CO.,**  
WORCESTER, MASS.

Established in  
1830.  
Registered  
April 9, 1895.

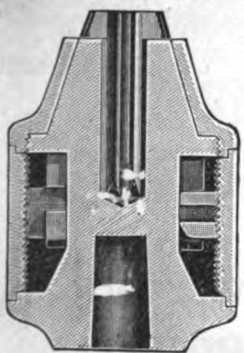
Patented Dec.  
15, 1891.  
Patented April  
30, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

 Straight Bar Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.  
JOHN H. GRAHAM & CO. } New York Agents.



The **WEIR**  
"Model"  
Drill **CHUCK.**

Powerful Grip. Perfectly True.

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**DOEBLER MFG. CO.,**  
MIDDLETOWN, CONN.

A Leader for the Holiday Trade

SELF-ACTING

**Combination Cork Screw.**



NEED NOT  
PULL,  
KEEP  
TURNING.

REMOVES  
ALL  
STYLE  
STOPPERS.

First Quality,  
Selected,  
Genuine Stag  
Horn,  
Handles,  
Highly  
Finished

Write for  
Prices  
and other  
Styles.

**The Williamson W. N. Co.**  
NEWARK, N. J.

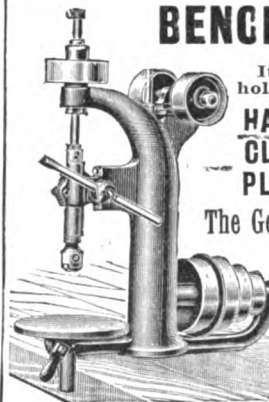


**Scythe & Stones.**

LARGEST ASSORTMENT.  
ALL GRADES OF GRIT.  
NEAT APPEARANCE.  
FINE GOODS.  
QUICK SELLERS.

**The Cleveland Stone Co.,**  
Hickox Bldg., Cleveland, Ohio.

## BENCH DRILL



It will drill a 1/2-inch  
hole easy.

**HAND DRILLS.  
CLAMP DRILLS.  
PLANNER CHUCKS.**

The Geo. Burnham Co.,

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Foreign Agents:

C. W. Burton Griffith  
& Co., London; Josef  
Schvartz & Co., Buda-  
pest; V. Lowener, Co-  
penhagen.

## HORSESHOE-H-CALKS. (Neuss' Patent.)



Always Sharp! No Slipping of the Horse!  
No Injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

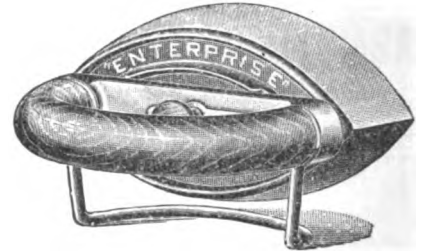
Price List, with Testimonials, Post Free.  
Patentees and Sole Manufacturers,  
**LEONHARDT & CO.,**  
BERLIN-SCHOENEBOURG, GERMANY.



SHOWING POSITION OF WIRE REST  
WHILE IRONING

# "ENTERPRISE" COMBINATION HANDLE FOR "ENTERPRISE" (MRS. POTTS') COLD HANDLE IRONS

We have greatly improved "THE BEST" Handle by the addition of a WIRE REST which does away with the old style stand and prevents the Iron when not in use from being scratched or defaced



SHOWING POSITION OF IRON WHEN WIRE REST  
IS USED AS A STAND

All sets of "ENTERPRISE" Cold Handle Sad Irons will be furnished (when so ordered) with the Combination Handle at a slight advance

ALL THE LEADING JOBBERS SELL THEM  
Write for our descriptive Catalogue

**PRICES**  
No. 100, "THE BEST" Handles - - \$2.50 doz.  
No. 200, "THE BEST" Handles with  
Wire Rest - - - - \$3.00 doz.

**The Enterprise Mfg. Co. of Pa.**

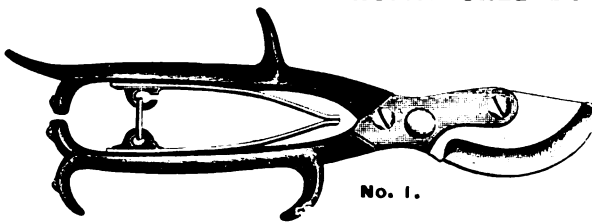
N. Y. Branch, 10 Warren Street

Philadelphia, U. S. A.

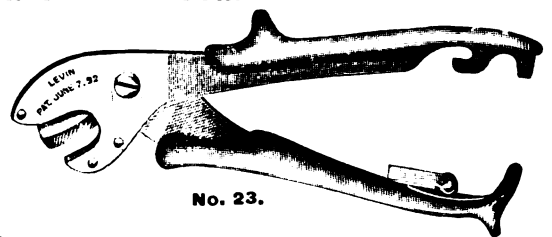
San Francisco Branch, 105 Front Street

## COMPLETE LINE HAND AND TREE PRUNERS

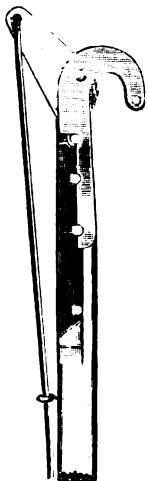
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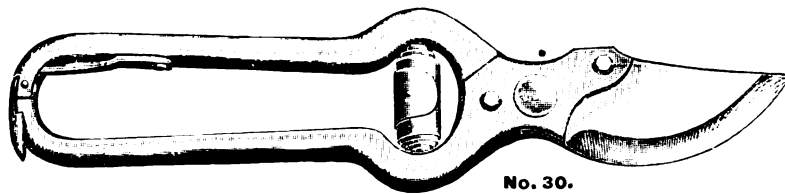
No. 1.



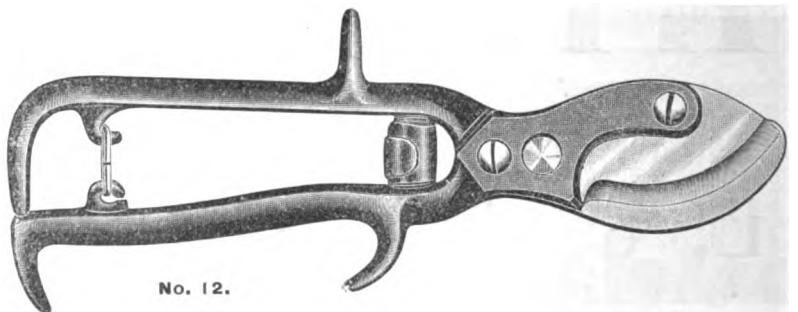
No. 23.



Pole cut away to show Steel  
Brace Plate.  
Standard Tree Pruner.



No. 30.



No. 12.

Complete Catalogue  
Mailed  
On Application.

113 Chambers Street,

**JOHN H. GRAHAM & CO.,**  
...NEW YORK.

1839

**RUSSELL & ERWIN MFG. CO.,**

**NEW BRITAIN, CONN.**

**NEW YORK,**

Chambers Street.

PHILADELPHIA,  
No. Fifth St.

CHICAGO,  
Marquette Bldg.

BOSTON,  
Exchange Bldg.

SAN FRANCISCO,  
Mills Bldg.

BALTIMORE,  
So. Charles St.

DAYTON, OHIO.

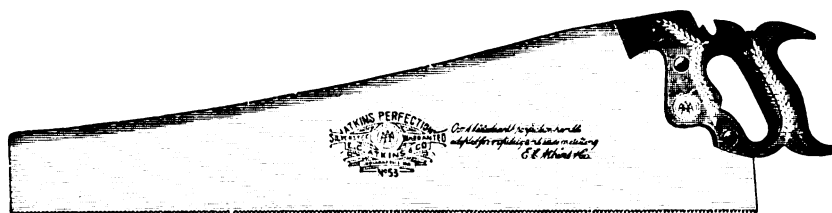
LONDON, ENG.

1901



HIGHEST AWARDS, TWO GOLD MEDALS AT THE PARIS EXPOSITION.

...IF YOU ARE AFTER TRADE....



**ATKINS SAWS**

WILL BRING IT YOUR WAY.

**E. C. ATKINS & CO.,** Manufacturers,  
**INDIANAPOLIS, IND.**

Memphis, Tenn.

Minneapolis, Minn.

Atlanta, Ga.

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**CHAMPION FLY TRAP.**

Largest and Best  
Trap  
in the market.

Write for  
Special Prices.

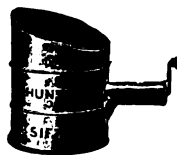
**Hunter's Sifters.**

THE BEST IN THE WORLD.

The Genuine  
Hunter Sifter.

Electric Light and Hunter's  
No Name Sifter.

The only Sifter with a  
loose cap on the handle,  
so as to clean out the  
flour that accumulates in  
it while Sifter is in use.

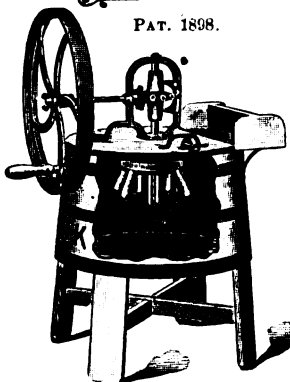


Write for Special Prices.

THE FRED. J. MEYERS MFG. CO., - - Hamilton, Ohio, U. S. A.

**WHY IS THE**

PAT. 1898.

**O.K. WASHER THE BEST -  
WASHING MACHINE?**

BECAUSE

- 1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
- 2.—The tub is made of Louisiana Red Cypress Lumber.
- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
- 5.—The lid on tub closes tight, no escape of steam.
- 6.—Has a solid wringer box with iron brackets.

Manufactured by H. F. BRAMMER MFG. CO.,  
DAVENPORT, IOWA.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

**THE BEST IS EVER AND ALWAYS CHEAPEST.**

The merchant can recommend with confidence.  
The consumer will report superiority.  
Excellence will insure enlarged demand.  
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Outlery when

**THE VERY BEST**

can be had at a small advance over poorer  
QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF  
**JOSEPH RODGERS & SONS, LTD.,**  
SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,  
TABLE CUTLERY,  
SCISSORS,**

**RAZORS,  
HUNTING and BOWIE KNIVES  
POCKET CUTLERY, &c.**

Its Corporate Mark



Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

**ALFRED FIELD & CO.,**  
93 Chambers Street, New York.

**LINDLEY'S JULEP STRAINER,**

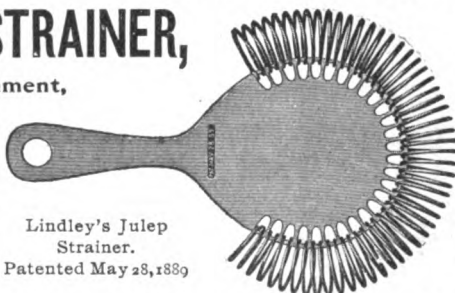
Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . .

Send for price list. . . . .

Sample Prepaid, 50 Cents.

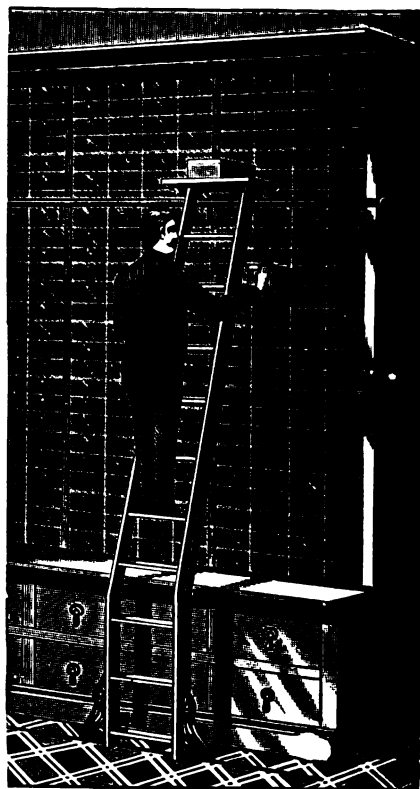
Lindley's Julep  
Strainer.  
Patented May 28, 1889



**The Holmes & Edwards Silver Co.,** BRIDGEPORT, CONN.

**The Bicycle Step Ladder**

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated,  
and safest store ladder made. Highest Award  
World's Fair. Write us.

**The Bicycle Step Ladder Co.,**

65 RANDOLPH STREET, CHICAGO, ILL.

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New York and vicinity, E. J. HUSSEY & CO., 30  
John Street, New York City.  
California, JOHN WOODLOCK, 154-156 First Street,  
San Francisco, Cal.  
Northwestern States, HOWE SCALE CO., Portland,  
Oregon.  
Texas and Southwest, ED. FOY, Dallas, Tex.

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CUT AND WIRE STEEL NAILS,

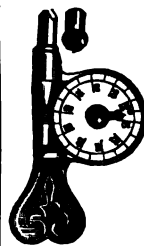
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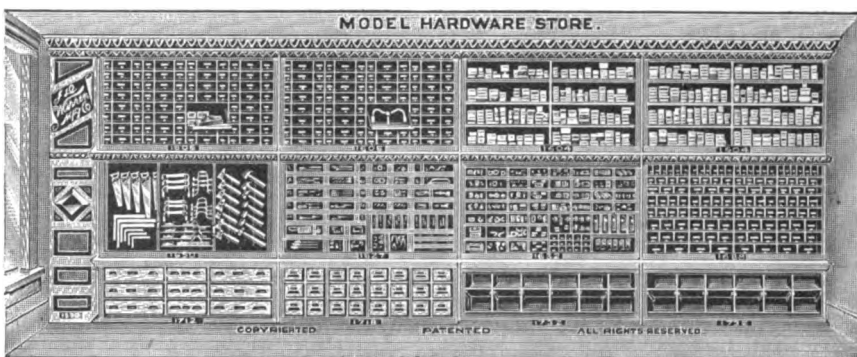
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ETC.****BECAUSE WE MADE IT SO.****EXPERT DESIGNERS OF HARDWARE SHELVING.**See: Dept. D,  
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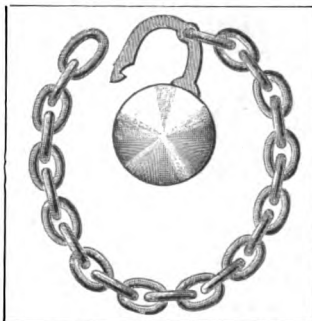
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Remember the *first* in the field will reap the harvest. Our improved Doran Lamp is the height of perfection in Hydro Carbon lamps. *Don't* confound this with the common 100 candle power gasoline lamp. We have something entirely new, pronounced by *all* who have seen it the *BEST* thing they ever saw.

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Turned up and down instantly with a chain.  
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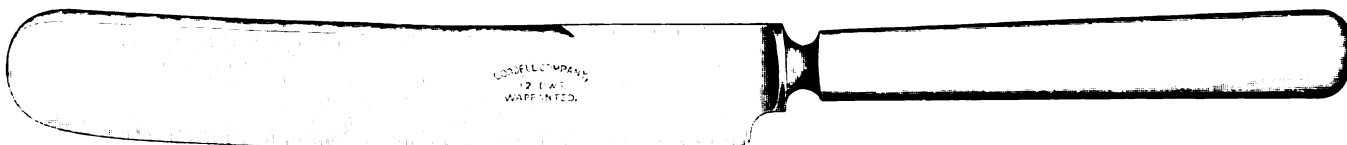




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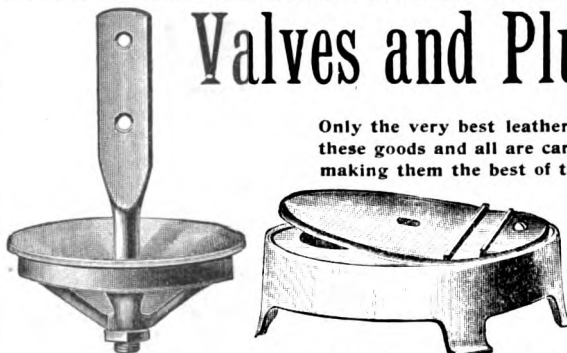
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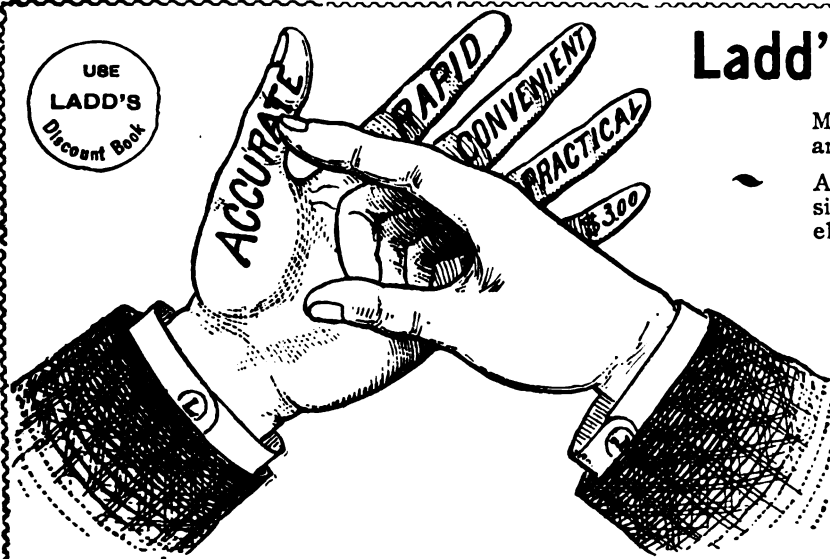
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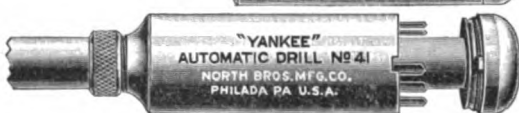
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With 8 Drill Points in Handle.



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Our "Yankee" Tool Book tells all about them. Mailed free on application.

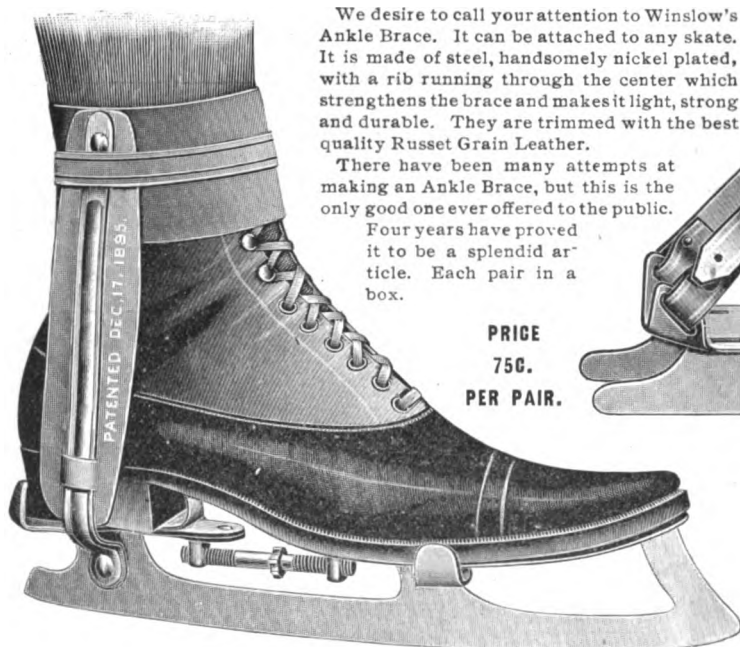
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Patented December 17, 1895.

The only perfect Ankle Support made.

Can be attached to any skate.



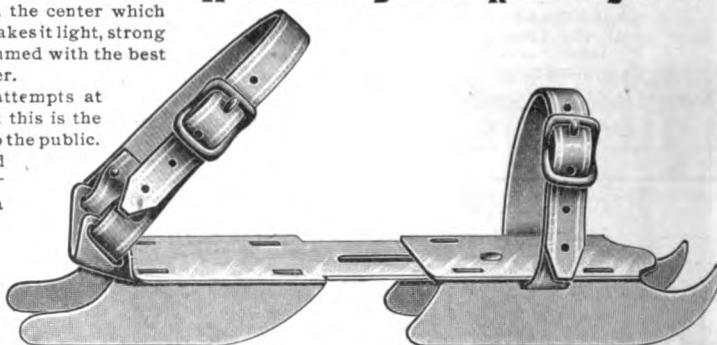
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This skate is especially adapted for children learning to skate, is strapped and ready for use. The runners are so wide apart that a child can stand on them with perfect ease. They are adjustable and can be made from a 6 inch to a 9 inch skate by simply adjusting the thumb screw.

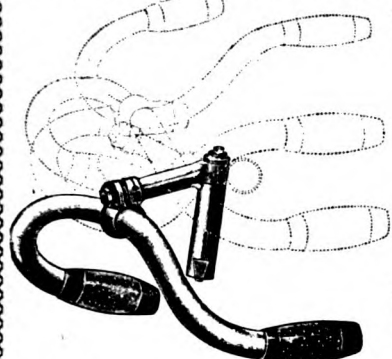
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Detachable  
Reversible  
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**EXTENSION.**

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Electrotypes now ready for catalogues.\* Write for printed matter and full particulars to  
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Wide awake jobbers will handle the  
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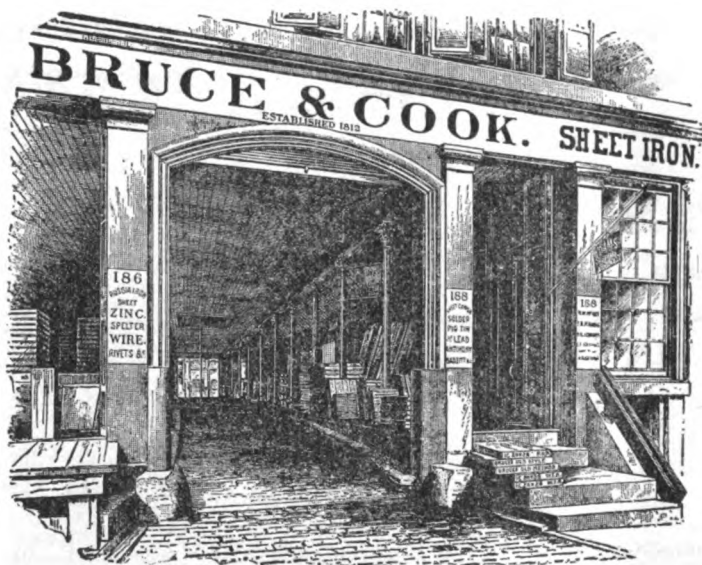
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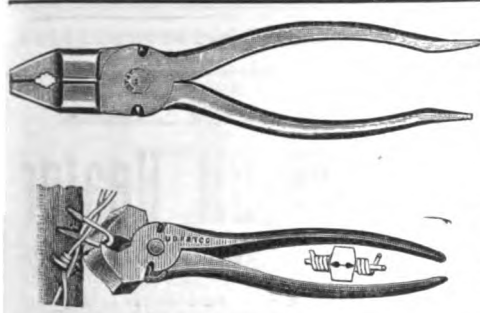
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ASK YOUR DEALER FOR THEM  
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And said as he looked at his locks,  
To saw on the square or any other where,  
Try a Seavey Improved Mitre Box.

MORAL:

BUY ONLY THE 1901 SEAVEY MITRE BOX.

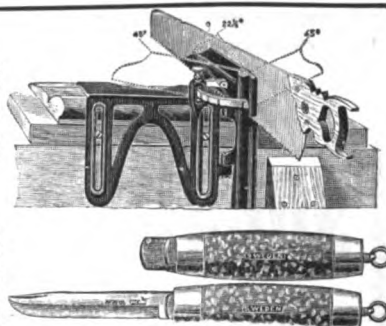
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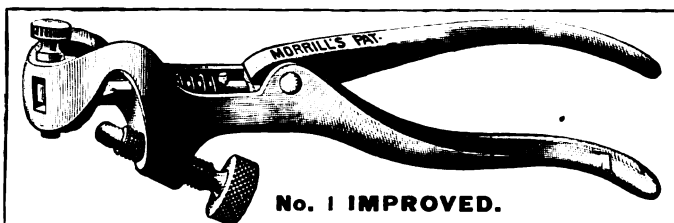
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Bench Stops, Punches, Cutting Pliers and Seal Presses.



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This Trade Mark is stamped on  
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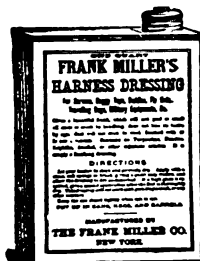
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each Bit.

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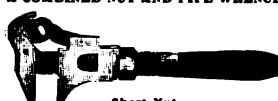
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Saves Time in Operation.  
Saves the HANDS from Injury.  
GIVES Control of BOTH JAWS.  
The Best. The Simplest.  
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No other Nail Puller combines these  
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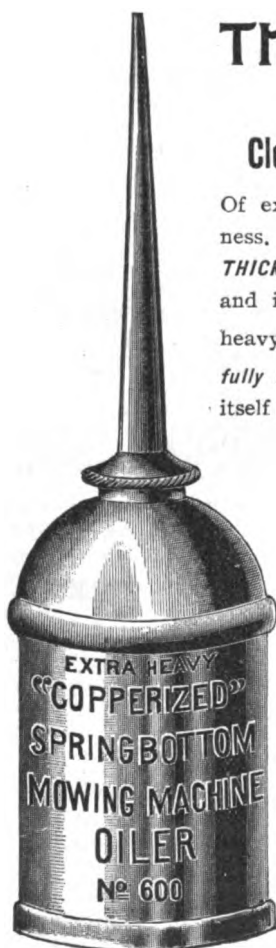
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Of extreme durability and springi-  
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Special price on large orders  
from the Jobbing Trade.



ORDER NOW FOR  
SPRING DELIVERY.

**The Wilmot & Hobbs**  
**Mfg. Co., . . .**

**BRIDGEPORT,**  
**CONN. . .**

## A BUILDING'S CROWNING GLORY IS ITS ROOF

## P & B RUBEROID ROOFING

Is a "crowning glory" to any building. And it isn't a  
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like to send you samples.



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ROLL  
BEARS

THIS  
TRADE  
MARK.

**THE STANDARD PAINT COMPANY,**  
**85-87 John St., NEW YORK.**



# HARDWARE

Among the recent additions to the members of the Hardware Club of New York may be mentioned the following:

Robert H. Thomas, 216 Duane Street.  
C. E. Thurston, 220 Duane Street.  
W. H. Johns, Potter Building.  
Louis K. Comstock, 137 Broadway.  
O. J. Gude, 113 Broadway.

The Taplin Mfg. Co., formerly of Forestville, Conn., have removed their business to New Britain, Conn. This company are large manufacturers of such goods as bathroom and toilet specialties, eggbeaters, hotel and club goods in bronze and nickel, and other goods of a housekeeping character embodied in a very neat little catalogue, which they will be pleased to send to the trade upon request.

Cattaraugus Cutlery Co., Little Valley, N. Y., are distributing pearl paper cutters, inscribed "Pan-American Exposition, 1901." The company are also sending out thousands of descriptive books and maps relating to this great show, which will soon be an object of interest worth cultivating.

Iowa Farming Tool Co., Fort Madison, Iowa, during the past year have been building improved machinery to be used in their Finishing and Polishing departments, which have just been completed, and are now being moved into a new three-story brick and stone building, 50x150 feet, which also gives them a very material enlargement to their Forging department. Although the new finishing shops are considerably larger than the old ones, the company has recently completed still another two-story finishing shop 40x162 feet, which they anticipate will be in running order by the 15th inst. This will enable them to prepare for caring promptly for all rush orders, which invariably come in during the Winter and Spring. This new building will have a very complete equipment, and will be run and lighted by electricity.

C. S. Gallager, of the firm of Tower & Lyon, 95 Chambers Street, New York, departed on his Northwestern trip on Monday, January 7th, and will be away until the middle of March, visiting during his absence all the principal cities of the Northwest, including prominent points in Canada, such as Montreal, Toronto, Ottawa, etc., and going West as far as Omaha. The line of goods now controlled by Tower & Lyon present an importance to a buyer that commands attention at once, and the popularity achieved by Mr. Gallager in his long connection with the firm brings the assurance that the new century of trade will begin promptly upon his arrival upon the active scene in the trade centres above referred to.

H. S. Woolley, the London representative of John H. Graham & Co., New York, returned to this country to spend the holidays with his family, on the *St. Louis* on the 22nd ult. Mr. Woolley has been exceedingly successful in establishing an extremely important trade on the other side, and his recent trip abroad was the most extensive from a point of importance and length of time of any that he has undertaken. John H. Graham & Co., at their London office, 10 Duke Street, have on exhibition a full line of the many manufactures that they control, which are suitable for export, which department of their business assumes a prominence that surpasses all expectations of a few years ago.

The Union Metallic Cartridge Co., 313 Broadway, New York, are distributing a lot of valuable printed matter that should be sent for, if not already received, by every one of our subscribers, among which are Shooting Rules and Records, Game Laws of the United States and Canada, and the U. M. C. catalogue of ammunition of every description. Each and all of them may be had free for the simple asking, and certainly what is so well worth having is well worth asking for.

Lloyd Mfg. Co., Minneapolis, Minn., and the Lloyd Mfg. Co., Ltd., of Sowerby Bridge, England, manufacturers of wire specialties, have made H. P. Richardson secretary of their company. Frank A. Umsted has become the general manager, and F. H. Stedman general sales agent. All of these gentlemen have, until recently, been connected with the Hartman Mfg. Co., of Ellwood City, Pa., Mr. Richardson having been connected with them for nearly thirteen years, serving in various capacities, and finally as general manager. Mr. Umsted was the general sales manager of the Hartman Mfg. Co., and Mr. Stedman was employed by them as traveling salesman for some two years. It is intended to open an Eastern sales office in New York City, which will be under the management of these gentlemen.

In their advertisement in our present issue it will be noted that the Russell & Erwin Mfg. Co., of New Britain, Conn., and New York, note with pride the two dates 1839-1901, a period of sixty-two years, in which they have virtually led the procession of pioneer Hardware manufacturers. The Russell & Erwin Mfg. Co. were incorporated fifty years ago, January 1st, and this makes them one of the oldest Hardware corporations still in existence.

Neal & Brinker, 18 Warren Street, New York, whose hustling qualities in the industrial field are well known, have recently been appointed by the John C. Jewett Mfg. Co., Buffalo, N. Y., their Eastern and Export agents. This company is one of the oldest and largest manufacturers of refrigerators and ice chests, their business having been established as far back as 1849. They have recently issued an extensive catalogue covering their line of housekeeping goods, a very important department of which is that devoted to refrigerators. Neal & Brinker would be pleased to supply the trade with this catalogue upon request.

R. W. Hatcher has disposed of his interest in the Sandersville Hardware Co., Sandersville, Ga., to his partner, H. E. Cohen, who intends continuing the business, and will be pleased to hear from manufacturers in the way of catalogues, etc., or circulars, having reference to new and up-to-date specialties. It is Mr. Hatcher's intention to go to Cuba, and investigate the opportunities offered there in the Hardware line. As he is conversant with the Spanish language, he is well equipped to further the object in view.

W. P. Thompson, 88 Birchfield Road, Birmingham, England, is visiting the United States at the present time with a desire to represent a number of American manufacturers of Hardware specialties in Great Britain. Mr. Thompson has been engaged as traveling salesman for one of the largest Birmingham houses for nine years, which gives him an acquaintance in the Hardware trade that would justify a manufacturer in entertaining his proposition.

# HARDWARE

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**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

**Change of Date.**—It takes two weeks to change the date, after your subscription is renewed.

**Expiration of subscriptions.** The date on the wrapper indicates when your subscription expires.

**Change of Address.**—Always give both your old and your new address when you ask us to change your address.

**The Name of your Post-office and of the State you live in should always follow your own name when writing to this office.** We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

273 Broadway, New York.

L. E. MITCHELL,	. . .	President.
A. P. MITCHELL,	. . .	Secretary and Treasurer.
HENRY HOPKINS,	. . .	Editor.
A. E. BOLLES,	. . .	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The year just past, take it all in all, will in later memories be regarded by the dealer as having been an abundantly successful one, notwithstanding the scare the trade received when the wire nail market made that memorable slump in prices, affecting the entire wire trade. That had, after all, a good influence on subsequent business, holding the booming trend in check and making a study of newer conditions quite desirable.

Manufactured goods have brought fair average prices. No spasmodic unsettling changes have dominated the markets of the last six months, and the inventories now in progress will be priced up at quotations representing present markets, without the fear of a future slump to wipe out prospective profits based upon the inventory's fidelity to actual costs.

After a year of such boom ideas regarding business which prevailed a year ago, the return to clean, common-sense conditions of trade was effected so gradually that but little of loss resulted, as much of the stock held by the dealers had been purchased at lower prices than prevailed during the Winter and Spring. It shows a healthful state of affairs generally when the trade can settle down upon a basis so solid after a year which has presented such wide fluctuations for its consideration.

Profits for the year will be carefully gone over when inventories are finished, and a statement is in preparation. Many firms were very conservative a year ago in pricing up at moderate average costs, and they will feel in a much more satisfactory shape than if the prevailing quotations had formed the basis of the appraisalment of their stocks on hand.

The rapid changes of the slump period seemed to threaten the stability of trade for a short time, and made inactivity too noticeable, but confidence in the future soon developed and a feeling pervaded all branches that the business of 1901 will prove to be a steady demand for goods from the consumer and up through all branches of the industry, the steady movement which has already set in indicating that normal conditions will produce more gratifying results than would be possible under speculative purchases at widely fluctuating quotations.

Manufacturers' order books are fairly well filled with orders for future delivery. In some lines, where early orders were imperatively demanded in order to secure prompt delivery on specified dates, this is especially the case. No comparison is made, in special lines, of the conditions of the order books of a year ago, when previous orders, taken at unprofitable prices, were still unfilled, and in some cases were never completed. Many dealers have felt that a little delay in purchasing several lines which are still held up at stiff rates wouldn't jeopardize the obtaining of supplies when needed, so they have held aloof, waiting for easier conditions that in a number of cases failed to materialize. This delay in ordering has forced some manufacturers of leading specialties to heap up seasonable stock, so that deliveries may be assured the dealers at the end of their deliberations.

There is no wide divergence in prices obtainable from the manufacturers, the general tone being one of firmness and rigid conditions. In fact, on some lines of heavy goods advances—not necessarily large ones—have taken place, as order books get congested with the normal demand.

The feeling is noticeable in trade circles that prices will hold their own during the present season, and with the constantly increasing facilities the manufacturers are more likely to recede under a light demand than they are to advance, so that large stocks are apt to be avoided by the jobbers, trusting to find no difficulty in having orders filled at any time under a little pressure. Stocks are by no means heavy throughout the trade, and this alone will make a more general movement in all channels, and results by comparison look very encouraging.

The holiday trade was an admirable one, making December sales loom up more largely in every way than has been the feature for years. Special goods in many cases were added to the Hardware stocks for the first time, and sales of which have proven so remunerative they will form part of the regular assortment in the future. Every season finds new lines of goods added in this manner, which make new departments and a constantly increasing output, with results on the right side of the ledger.

Failures are few and far between; collections unusually good in almost every direction. Many store improvements are in contemplation, facilities for the prompter transaction of business are being added by up to date houses, and the brilliant promise of continued prosperity everywhere apparent opens the Twentieth Century in a substantial manner.

## United States Heads List of Exporting Nations.

The United States seems likely to stand at the head of the world's list of exporting nations in the year 1900. One by one the great nations have fallen behind in the race for this distinction until during the past five years only the United Kingdom and the United States could be considered as competitors for the distinction of being the world's greatest ex-

porter of articles of home production. In 1894 the United Kingdom led the United States by nearly \$250,000,000, and in 1897 the United States had so rapidly gained that she was but \$60,000,000 behind.

In 1898 the United States took first place, our exports in that year exceeding those of the United Kingdom by nearly \$100,000,000. In 1899 the United Kingdom again stood at the head of the list, her exports exceeding those of the United States by nearly \$35,000,000. In the eleven months of 1900, whose figures have been received by the Treasury Bureau of Statistics, the domestic exports of the United States exceed those of the United Kingdom by \$5,473,670, and should this rate of gain be maintained in December the United States will in the year 1900 show a larger exportation of domestic products than any other nation in the world.

Even this distinction, however, of heading the world's list of exporting nations but partially tells the story of the wonderful growth of our export trade as measured by that of other nations. Comparing the growth of our exports during the last quarter of the century with those of the other great nations of the world, we are able to better measure the wonderful progress shown. France shows no increase in her exports of domestic merchandise in the closing quarter of the century. Germany shows during the same period an increase of about 50 per cent., and the United Kingdom shows from 1875 to 1900 an increase of nearly 40 per cent., while the United States shows during that time an increase practically of 200 per cent.

The following table, compiled from official reports, shows the exports of domestic merchandise from the United States and the United Kingdom, respectively, in each calendar year from 1875 to 1899, and eleven months of the year 1900:

Calendar year.	Exports of domestic merchandise from—	
	United States.	United Kingdom.
	Dollars.	Dollars.
1875.....	497,263,737	1,087,497,000
1876.....	575,735,804	976,410,000
1877.....	607,566,495	967,913,000
1878.....	723,286,821	938,500,000
1879.....	754,656,755	932,090,000
1880.....	875,564,075	1,085,521,000
1881.....	814,162,951	1,138,873,000
1882.....	749,911,309	1,175,099,000
1883.....	777,523,718	1,166,982,000
1884.....	733,708,764	1,134,016,000
1885.....	673,593,506	1,037,124,000
1886.....	699,519,430	1,035,226,000
1887.....	703,319,692	1,079,944,000
1888.....	679,597,477	1,141,365,000
1889.....	814,154,564	1,211,442,000
1890.....	845,999,603	1,282,474,000
1891.....	957,333,551	1,203,169,000
1892.....	923,237,315	1,105,747,000
1893.....	854,709,454	1,062,162,000
1894.....	807,312,116	1,051,193,000
1895.....	807,742,415	1,100,452,000
1896.....	986,830,080	1,168,671,000
1897.....	1,079,834,296	1,139,882,000
1898.....	1,233,564,828	1,135,642,000
1899.....	1,253,486,090	1,287,971,039
*1900.....	1,308,913,789	1,303,440,000

\*Eleven months.

Death of W. E. Gibbins.

William E. Gibbins, vice-president of the Woodruff Hardware Co., of Knoxville, Tenn., died at his residence in that city on January 3rd, after an illness of five weeks, in the fifty-eighth year of his age. Although he was for weeks in a critical condition, hopes were entertained of his recovery up to a very recent moment, as he had shown considerable improvement during the previous two weeks.

Mr. Gibbins was born in the town of Liberty, Kentucky, October 12th, 1843. Soon after hostilities began in the civil war, when only eighteen years old, he enlisted in Company D, Thirteenth Kentucky Infantry. His company commander was Captain W. W. Woodruff, the well-known and successful Knoxville Hardware merchant. Mr. Gibbins came with his command, under General A. E. Burnside, into East Tennessee and to Knoxville in the early Fall of 1863. On the afternoon of the 14th day of November of that year, while with his company, charging a regiment of General Longstreet's force advancing on Knoxville, at Huff's Ferry, near Loudon, he was severely wounded, and was brought to Knoxville, where he lay in the First Presbyterian Church, then used as a hospital, while Longstreet was laying siege to

Knoxville, and for some time afterwards. He walked on crutches, on account of his wound, for nearly two years.

At the close of the war, at the request of Captain Woodruff, who then established himself in the Hardware business that has grown to such large proportions, Mr. Gibbins came to Knoxville and accepted a position as salesman in the Hardware store. In 1870, he became a partner in the business, and remained in it to the day of his death, being vice-president of the Woodruff Hardware Co. He and Captain Woodruff were associated together for forty years, four years in the army and thirty-six years in business, and during all that time there never was a hard word or an unkind feeling between them.

Mr. Gibbins was an elder in the Second Presbyterian Church and had been for more than ten years. In 1867 Mr. Gibbins was married to Miss Helen Henry, daughter of Hon. John R. Henry, who served a term as State Treasurer of Tennessee. To them were born six children, all living.

Mr. Gibbins was one of the founders of the Southern Hardware Jobbers' Association, serving as president during the



WILLIAM E. GIBBINS.

first two years of the association's existence, during which time the organization grew from an exceedingly small membership until it embraced something like forty of the most prominent jobbing concerns in the South. At the Louisville meeting in 1895, he was elected chairman of the Executive Committee, and faithfully served in that capacity ever since that time. His good judgment and wise counsel have been of inestimable value, not only to the organization during its growth and development, but also to the individual members, and his removal from his earthly duties deprives the association of a comrade and brother whose place it will be hard to fill. He was a man of indomitable energy, unquestioned integrity and untiring industry, and one on whom reliance could always be placed as being broad and fair-minded as well as generous in all his transactions. The large personal acquaintance which he had in the Hardware industry will greatly miss his genial presence and sanguine personality.

A Handbook on Horse Feeding.

The Frank Miller Co., who have a world-wide reputation for their harness dressing, have brought out a compact handbook on Horse Feeding, by Robert Luce, a pamphlet of 127 pages. This is a book of information and suggestion gathered from the reports of experiment stations and other official publications in the United States, as well as from the practical experience of stud owners, contractors, horse railway companies, etc. The book is one that may be read with interest and profit by horse owners. A copy of the book will be sent postpaid to anyone applying for it by postal, or otherwise, to the Frank Miller Co., 351 W. 26th Street, New York City.



## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION: Some months ago I fell and broke my arm. I went to a doctor and he set it for me, and told me it would be all right in a few months. I did as he instructed me in every particular. After a long treatment my doctor removed my bandages and told me my arm was all right. I continued to suffer pain, nevertheless, and my arm began to swell to an alarming extent. I went to another doctor who informed me that my arm was in a very serious condition, and that this was owing entirely to the improper treatment which I received from my first physician. My second doctor states that I will never be able to use my arm to any extent again, and that if my arm had been properly treated at the outset, I would have been entirely well and strong by this time. Can I obtain any redress from this first doctor?

REPLY: If you can establish as facts what you have stated to us, you would have a good cause of action against this first physician for damages for your injuries, caused by his lack of professional skill. Every practicing physician, as well as every lawyer or other professional man or even one following a trade, is presumed to have the ordinary skill and knowledge of a man of ordinary ability in that particular trade or profession. Every physician is not required to be an expert in any particular line; but he is required to have sufficient knowledge to enable him to practice without danger as to the welfare of his patients. If, however, your proof is strong enough, we would advise you to commence an action against the doctor you refer to, to recover damages for your injuries. Under a recent amendment to Section 384 of the Code of Civil Procedure, an action against a physician for malpractice must be commenced within two years after the same accrued.

QUESTION: Kindly inform me through your legal correspondence column when the annual report of a Jersey corporation should be made for the purpose of taxation, the amount of a tax on a manufacturing corporation and when it must be paid?

REPLY: Under the New Jersey Corporation Law, a company incorporated under the laws of that State must in addition to its annual report, after the annual election of directors, make a report to the State Board of Assessors at Trenton, showing the condition of the company financially on the first day of January of that year and must file this report with the Board of Assessors by the first Tuesday in May. The amount of the tax, speaking in general terms, and without considering certain exceptions, is one-tenth of one per cent. upon the amount of the capital stock paid in and the value of the company's property. This tax is levied about the first of July and must be paid by the first day of July following. The filing of reports of corporations and the payment of corporation taxes should be attended to promptly, as by a delay or neglect to comply with the law, the directors frequently become personally liable for the debt of the corporation, or some other penalty is imposed.

QUESTION: Some time ago my father was killed by a trolley car. I wish to sue the railroad company, as I can prove gross neglect on the part of the motorman. What must I do in order to sue, and is it necessary to give any bond?

REPLY: Your first step is to procure letters of administration upon your father's estate. If your father left no property whatever, no bond need be given, and under these circumstances you should apply to the Surrogate Court for what is known as "limited letters." When these letters are issued to you as administrator, you will have the right to maintain the action you refer to. If your father left property, other than the cause of action above referred to, you will have to give a bond before the Court will appoint you as administrator.

## A Great Leather Collection.

A most interesting collection, consisting of over 130 varieties of hides, skins and leathers, each from a different species of fish, flesh or fowl, was some time ago on exhibition within the big show windows of a Union square jewelry shop. The collection is a unique one, and it is the result of many years' labor and the expenditure of a large sum of money. It was got together by the proprietors specially for purposes of comparison and identification, and though not now on exhibition it is continually referred to every day.

From the elephant to the mole all the animals are represented whose skins are capable of tanning. Among others, one can see here examples of the hides, skins or leather of the sea lion, alligator, chameleon, lizard, eel, turkey, crow, hawk, codfish, cassowary, porcupine, Persian goat, wild boar, dog, seal, calf, sea wolf, elk, Tampico goat, kangaroo, African antelope, porpoise, Rocky Mountain sheep, Rocky Mountain antelope, chamois, boa constrictor, shark, walrus, lamb, armadillo, elephant, cat, crocodile, garfish, pig boar, St. Bernard dog, West India pelican, wild swan, woodchuck, rabbit, monkey, sheep, Australian wolf, raccoon, black bear, buffalo, camel, Canadian wild trout, dogfish, European sturgeon, wildcat, opossum, badger, panther, skunk, wild turkey, wild duck, wild goose, chicken, eagle, horse, East India goat, luwack, ant eater, Russian dog, agouti, squirrel, guinea pig, prairie dog, wolf, fawn, black monkey, peccary, red monkey, nylghau, waterbok, gray gnu, hartebeest, lion, koodoo, caribou, alligator, mole, zebra, tapir, and of the American elk.

Some of the separate pieces of the leather are of great size. One is that of a boa constrictor, which, when alive, must have measured over twenty feet in length. There is also the skin of a big alligator, tanned whole. It is owing to the introduction of alligator leather into trade that these animals are now fast becoming extinct. One of the rarest of all the specimens is a piece of genuine mammoth skin, with some of the hair still on it, which was cut from the dead body of one of these great extinct animals, which had melted out from beneath the primeval ice of Siberia.—*Exchange*.

## How Asbestos is Mined.

Mining is carried on by cutting down the hills of asbestos-bearing serpentine, much as a farmer cuts down a stack of hay and straw, or by open quarrying on the level. The rock is blasted out, and the asbestos, separated from the containing rock, is "cobbed," that is, separated by hammering from inferior foreign matter. This cobbing is a comparatively easy matter in the case of the finer quality, as it usually separates readily from the gangue, but in the lower grades much difficulty is experienced in separating the fibrous matter from the non-fibrous. At best there is a great waste. Much of the asbestos is in the thin and narrow veins, and is wasted, as by the present mode of operating it does not pay to separate this from the serpentine. A machine that will enable these narrow veins to be utilized is needed.

When "cobbed," the asbestos is graded according to purity, color, and length of fibre into three grades, and bagged for shipment. The finest quality, or "firsts," finds ready sales at prices ranging from \$80 to \$100 per ton; "seconds" fetch from \$50 to \$70 per ton; while "thirds" may be valued at \$13 to \$15 per ton. In good mines the yield of asbestos is from 3 to 5 per cent. of the rock quarried, and the cost of mining may be put down at \$25 to \$30 per ton. Returns obtained by the Geological Survey of Canada show that for the year 1888, Canada's output was 4,400 tons, valued at the mines at \$255,000, and this the output of nine different mines. Over three-fourths of the whole was shipped to the United States, small quantities going to Great Britain, Germany, France, Belgium and Italy, and being used in domestic manufacturing.—*Popular Science Monthly*.

Touch not, taste not, handle not intoxicating drinks.

## CONSULAR COMMERCIAL COMMENTS.

### IRON AND STEEL IN TURKEY.

Consul Hughes, of Coburg, under date of October 23, 1900, sends the following translation from the *Neue Wiener Tageblatt*:

"Though in nearly all the Turkish provinces iron ore is to be found, there are no blast furnaces nor manufacturing shops, and the finished-iron business is of the most limited description. Import into Turkey, both in iron and steel, is consequently of considerable importance, amounting to 60,000 tons annually, valued at 18,500,000 francs (\$3,570,500). Imports at Constantinople alone are, on an average, 20,000 tons, worth 7,500,000 francs (\$1,447,500) per annum. Chief supplies are sent from Sweden and Belgium, while England, which takes the first place in all other trade with Turkey, sends only about 6000 tons per annum. Turkey imports from Austria-Hungary about the same amount as from England, but in the German business an improvement has been noticed of late. Formerly, the iron works of northern France did a strong business with Turkey, but they have long been compelled to give way to the more successful Swedish and Belgian firms. Quite recently, however, efforts have been made to recover the lost ground. What Russia sends to Turkey has not been of any weight hitherto, but her works have been trying hard to extend their trade with the Ottoman Empire from year to year. Besides railway and engineering requirements, iron bars and girders are the principal articles taken. The consumption in Constantinople increases rapidly and amounts to 3000 to 4000 tons annually, chiefly supplied by Belgium. The price for girders is from \$25 to \$30 per ton. The yearly export in bars from Belgium to Turkey amounts to 15,000 to 20,000 tons; the best sorts, however, are taken from Sweden. Tin plates and galvanized and corrugated sheets are almost exclusively imported from England."

### ELECTRICAL GOODS IN CALCUTTA.

Electricity as a motive power has not been used in Calcutta; but the Calcutta Tramway Co., Limited, is now preparing to change its lines from horse power to electricity, and the contract for the power station has been given to Messrs. Dick, Kerr & Co., Limited, of London. The first shipments for the plant are expected to arrive here in November or December of this year.

I have answered many letters from our various electrical companies relative to the use of electricity here, calling their attention to the proposed change in the tramway company's lines, and believe that, with proper efforts on their part, the contract might have been secured, as Americans are now competing successfully with the English companies, even in London.

Electricity is now beginning to be extensively used in Calcutta for various purposes, such as lighting, fans to take the place of punkhas that were pulled by coolies, for driving machinery, etc., and there is an opening here for the sale of electrical machinery and goods, which our manufacturers should take advantage of.

I would advise correspondence with Messrs. Kilburn & Co. here, who have an electrical plant and are furnishing electricity and electrical machinery and goods; also, with the following-named firms in Calcutta, who are dealers in such machinery and goods, viz., Osler & Co., Octavius Steel & Co., and the Calcutta General Electrical Co.

All machinery is now entered duty free in India, but there is a duty of 5 per cent. ad valorem on goods.

There is a direct line of steamships between New York and Calcutta, but a cheaper freight on machinery and goods not

required for immediate use would be by sailing vessels via the Cape.

CALCUTTA, October 16, 1900.

R. F. PATTERSON,  
Consul-General.

### Plating Aluminum.

Since the discovery of aluminum in quantities sufficient to make it available for the manufacture of kitchen utensils and ornamental articles, it has attracted much attention because of the brilliancy of polish it will take and because of the remarkable lightness of the goods made of it. There have been, however, many limitations to its introduction to the public. When made up into cooking utensils it did not hold its color well, became zincky and blackened the hands as any piece of zinc would. Its brightness could not be maintained after the utensil had been exposed to heat, and time exposure would dim it somewhat. There were other difficulties which were much greater and one was the fact that there was a limit to the variety of utensils or shapes into which it could be made because it could not be soldered like other metals.

All articles made from aluminum heretofore have been pressed, spun or stamped into shape and no joint of strength could be made by soldering. This was a serious drawback to the manufacture of goods from it and one that many inventors have been trying to overcome ever since the metal has been used in manufacture. An attempt to solder aluminum joints appeared in some of the goods put on the market, but the soldering left a black seam of foreign substance which detracted from the appearance of the article, and did not apparently stand the test for strength.

Experiments have been made with the metal and with new processes, under patent, by the Norton Manufacturing Company of Chester, down the river, and if the results thus far achieved should show permanency there will be a revolution in the use of the metal and a great variety in the appearance of articles made from it. To begin with, experiments have shown that the metal will take a plate deposit of any other metal used in plating, and thus the way is opened up to the handsome finish of goods made from it. Goods made from it by the Norton Mfg. Co. and sent out as samples for test (nothing has been made for the general market as yet) carry finish in gold, five tints of copper, two tints of brass, rose and green, silver in bright, satin and antique making a variety of coloring that has not been excelled in goods made from any other metals. The advantages of the metal, its lightness and resiliency, are thus preserved and the defects, such as turning to dull zinc color, blackening the hands, and the like, are remedied, the plate covering the metal and bringing it to any desired quality for handling.

The most interesting thing in connection with the discovery that aluminum will take plating of other metals, is that this fact opens a way for the soldering of joints, as solder can be applied to almost all other metals, certainly to all metals that are used in the plating bath. It will be seen that if aluminum can be soldered it can be put into hundreds of shapes which have not hitherto been thought possible, and its use will thus be greatly increased. The metal is now produced in large quantities at 35 cents a pound, the analysis being 99.75 pure.

The one thing about the new processes, which have not yet got beyond the experimental stage, is the question of the new metal holding the plating as well as other metals. As to this time will tell. If plated articles with an aluminum base can stand wear without the plating "blistering" off, the experiments have made a marvelous advance in the use of the metal and one that may open up for the patentees and manufacturers a profitable business.—*Hartford (Conn.) Courant*.

## HARDWARE TRADE ANNUAL BANQUETS.

### THIRTY-FOURTH ANNUAL BANQUET OF THE LOCKWOOD-TAYLOR HARDWARE CO.

The Lockwood-Taylor Hardware Company, of Water Street, Cleveland, Ohio, gave its thirty-fourth annual banquet to its traveling salesmen at the Colonial Hotel on December 29th last. Thirty-three covers were laid. Those present were: Hon. C. B. Lockwood, M. Taylor, J. Q. Riddle, J. C. Henry, J. J. Fite, C. T. Hird, O. H. Falk, Harry Hutchesson, G. T. Body, J. L. Wadsworth, W. P. Clark, W. B. Biggar, D. L. Hughes, A. M. Becket, J. H. Satterthwaite, G. R. Kranz, G. A. Smith, all of Cleveland, and the following salesmen present living out of town: D. C. Thompson, North Manchester, Ind.; J. F. Niele, Blanchester, Ohio; F. W. Howard, Warren, Ohio; M. C. Ripple, Milan, Ohio; J. R. Steel, Oil City, Pa.; M. S. Weber, Buffalo, N. Y.; C. B. Grieminer, Logansport, Ind.; S. W. Gano, Cincinnati, Ohio; E. A. Garver, Bryan, Ohio; F. C. Nicholas, Columbus, Ohio; C. H. Hutchesson, Punxsutawney, Pa.; H. W. Warren, Orrville, Ohio; H. L. Huddleston, Wauseon, Ohio, and A. E. White and F. J. Pemberthy, of Detroit, Mich.

### TENTH ANNUAL BANQUET OF KING HARDWARE CO.

In accordance with its custom for the last nine years, the King Hardware Co., of Atlanta, Ga., gave an annual banquet to its 45 employees at the Kimball House December 22. The occasion was one of much jolly mirth, and occurring as it did at the height of the Christmas season came as a fitting opening to the holiday festivities of those present.

All of the men connected with the company, from the President to the office boy, were seated at the board and until a late hour the evening was devoted to an enjoyment of the excellent menu prepared, discussion by the employees of the interests in which they are all concerned, and in gathering inspiration for the work of the coming year. President King, in opening the banquet, delivered a neat little address, in which he said that he always looked forward to these yearly banquets as an opportunity to become more thoroughly acquainted with his men and also to express to them his appreciation of the value and earnestness of their work.

The latest development attending the efforts of the company is the occupation of the large building on Peachtree Street, in the same block in which they have been located since the establishment of the firm. President King said last night that he regarded this step as marking an epoch both in the growth of the company and that of Atlanta. It was a tribute, he declared, to the importance of this city that it could support and furnish headquarters for such an extensive enterprise.

One of the most interesting features of the evening was the presence of Rev. J. L. King, the aged father of the sturdy young men who have, through their own efforts, built up such a magnificent trade monument to the greatness of Atlanta. Another prominent figure was W. E. Newill, the Vice-President of the company. He is regarded as one of the most thoroughly posted Hardware experts in the South, and much of the success of the company is due to his calm judgment and level head.

### SIXTH ANNUAL BANQUET OF THE GRAY & DUDLEY HARDWARE CO.

The Gray & Dudley Hardware Co., Nashville, Tenn., gave a banquet to the employees of the firm at the Tulane on December 26th, last. The 125 employees formed in a body at the store, and marched in divisions to the hotel, preceded by the Gray & Dudley Band. The small army was formed first of drummers, next of retail salesmen, who were followed in turn by the wholesale salesmen. The band gave an enter-

tainment in the Tulane rotunda, and Gov. Benton McMillin was given an ovation as he came among the assembled crowd.

About 9 o'clock the revelers repaired to the dining-hall, where spreads were laid for 125. For more than two hours mirth was king and the excellent menu was his cup-bearer. The banquet was more extensive and of longer duration than on previous occasions, but the flow of high spirits never flagged. Just prior to falling on the Mobile plants, a flash-light photograph was taken of the banquet scene.

R. M. Dudley presided as toast-master, and the esteem in which he is held by his men was attested by the prolonged and genuine applause which he received whenever he arose. John M. Gray, Jr., was first introduced, and after a few prefatory remarks, he said:

"It has been the custom of the Gray & Dudley Hardware Co. to meet on an occasion like this, which is the sixth annual banquet. We are here in a social gathering and we want to have a good time. I wish every stockholder in the company were here to-night. I think the stock of the company would advance.

"One hundred years ago a Hardware store was but a hole in the wall. Even a short time ago the conveniences of the modern Hardware store were strangers to the trade.

"Our sales during the past year were the largest in the history of the company, and I thank you each and every one for the part you have taken in making them such."

Mr. Dudley introduced J. T. Jenkins, the Treasurer of the company. He responded to the toast, "The Credit and the Traveling Man," as follows:

"For the purpose of the present occasion, it is necessary to divide salesmen into only two classes. First, those who sell their own property. A salesman of this class is a law unto himself. He has the right to make prices, terms and discounts on his ware, goods, or merchandise.

"It is of the other class, those who sell for others, that I am expected to speak. You may not be prepared for the assertion that the meaning of the word 'salesman' depends largely upon the occupation or experience of the person who uses it. To one not engaged in commercial or mercantile pursuits, salesman means a man who sells something; like inkstand means something to hold ink. To the average business man, salesman means one who is employed, usually under a contract that specifies the salary, states the period of time, and designates the territory. This contract is supposed to carry with it the idea of principal and agent.

"I must ask your indulgence long enough to say that I fear the words 'contract' and 'agreement' are sometimes accepted as having the same meaning. We seem to think that a contract is an agreement, and that an agreement is a contract. If these words are synonymous and interchangeable, I would like to feel sure of it. Nearly all contracts with salesmen express the amount of salary, length of time, and extent of territory. So far, I have not seen a contract that expressly states who is to fix the prices, terms or discounts.

"I assume that the customary contract is silent on these three points because of a vague or imaginary recollection of the time when there was an agreement in the minds of the parties to the contract that the owner of the property possessed exercised the right to fix prices, terms and discount. Until I went to St. Louis I was under the impression that the salesmen from St. Louis made the prices, etc., but I got the impression in St. Louis that the salesmen from Nashville have charge of these little items.

"Now, gentlemen, having outlined to you the average business man's definition of the word salesman, allow me to tell you that, to the mind of the credit man who analyzes and classifies, the word 'traveling-salesman' means the itinerant buyer for the retail merchants in his territory.

"It is clearly the duty of the buyer, let him be resident or itinerant, to obtain the best quality, the lowest prices, the longest terms of credit, the highest rate of discount, and the most indistinct date in which to discount. A recently developed and apparently the paramount duty of the itinerant buyer, is to obtain extensions on the maturing obligations of all the merchants for whom he buys. If indications are



worth anything, he is a poor buyer who cannot guarantee an extension (without interest) before he makes a sale.

"If there is a quality that all American people admire, it is loyalty. As an American, I congratulate the aforesaid buyer upon his allegiance to his principals, meaning, of course, the merchants for whom he buys."

The remainder of Mr. Jenkins' toast was devoted to The Credit Man.

R. H. Dudley then arose and said, in part:

"When you ask me 'what we are,' you open a favorite topic of mine. I find myself on the street, in private conversation, telling people what we are. We are, as I consider it, the largest Hardware jobbers south of the Ohio River and one of the largest in the United States. The fingers on one hand would count the firms that are larger than we are. We are in the finest Hardware store in the world. That is a fact. We gathered all the ideas possible in the United States by personal visits to the stores, and we have reliable authority as to what is elsewhere, and we can look a man in the eye and say that it is the finest in the world.

"We also have the largest storehouse in this town. We have more floor space than probably any store in this part of the country. We have the most systematically conducted business in the country. I am glad to be associated with such an establishment. There are not over two houses in the United States that do a larger cutlery business than the Gray & Dudley Hardware Co. I am fully satisfied that over five millions of people have a piece of Gray & Dudley cutlery in their possession.

"We have secured the five-story building which fronts on Market Street, near the rear of our mansion, and we will establish a harness and saddlery establishment there, all the machinery in which will be run by electricity.

"We are also in favor of new railroads. (Cheers.) You all know that.

"We have accomplished a great deal. Our success has been nothing short of phenomenal, and who has done this? Each individual seated at this table who has faithfully discharged his duty is responsible for it. No one is responsible for it, but it is the co-operation of all."

Mr. Dudley, in introducing W. C. Pollard, said that the company had followed military tactics in selecting the best men to attack the strongest fortifications of the enemy. Mr. Pollard responded to the toast, "Playing Around Louisville Like a Hoop Around a Barrel."

The following toasts were then responded to in the order named: Thomas Dale, "A Charge to Make I Have;" W. H. Fickling, "The Retail Department of the Greatest Hardware Store in the World;" W. H. Buchanan, "Changing Territory;" James Gowen, "Our Crew;" John M. Pichard, "Tribulations of the Floor-Walker in Verse;" R. H. Birthright, "Our Factories;" George W. Everett, "Twentieth Century Traveling Man;" H. T. Hill, "The Poor Moneyed Man;" Fred L. Martin, "The Specialty Man;" B. W. Haverfield, "The Art of Window Dressing;" Frank M. Gray, "The 'Moonlight' vs. 'Electric Light Towns';" Jake G. Boyle, "Bank Balances and Trial Balances."

G. W. Everett's original poem in response to the toast, "The Twentieth Century Traveling Man," touched a responsive chord in the hearts of his hearers, and he was enthusiastically applauded.

#### BANQUET OF BIDDLE HARDWARE CO.

Biddle Hardware Co., of Philadelphia, on Thursday evening, the 3d, entertained at dinner, in the Philadelphia Bourse, their force of salesmen and clerks, when a goodly number sat down to a varied repast.

After coffee was served, Charles M. Biddle made a short address of welcome, alluding to the fact the business had been started by his father and uncle in 1837, and had an unbroken record of sixty-four years.

He then turned the meeting over to James H. Ritter, of the same company, who acted as toastmaster. In Mr. Ritter's speech he called attention to the fact around the table sat ten men whose connection with the Biddle Hardware Co. covered a period of not less than 301 years—an average of thirty years per man—and expressed the belief that this record would probably be equal to that of any house in the country.

The dinner was entirely a "family" affair. Speeches were made by a number of the salesmen and others who were present, and all parted feeling they had spent a very enjoyable and profitable evening.

#### ANNUAL DINNER OF SMITH & HEMENWAY.

The Smith & Hemenway Co., 296 Broadway, New York, inaugurated the custom a year ago of entertaining their employees and friends at dinner as a desirable method of keeping them more closely in touch with their interests. In accordance with this custom, they provided a banquet at the Hardware Club on Saturday evening, December 29th, covers being laid for nearly fifty, which was attended by all but a few guests who were unavoidably absent. It was a very pleasing part of the entertainment that a number of guests present were the wives of some of the men connected with the house. The dinner was an excellent one, provided by the steward of the Hardware Club, of which the following was the menu:

MENU		
Olives		Celery
Oysters (Half Shell)		
Soup (Tomato)		
Fish (White Bait)		
ENTREE.		
Filet Mignon		
French Peas		Potatoes
Quail on Toast		
Salad		
Ice Cream		Cake
Coffee		Fruit

W. Pierrepont White, President of the Utica Drop Forge & Tool Co., acted as toastmaster, and did full justice to the occasion. He was well qualified for his position, and was able to add to the enjoyment by calling on a number of the gentlemen present for brief addresses, which partook more of the character of sociable talks on subjects more than usually pertaining to business affairs, and the desirability of keeping in harmony with everything in connection therewith. In another part of our paper we make a reference to the enterprise and activity of this young and progressive company, who are in every respect hustling members of the Hardware industry. After dinner a social hour was spent in the various rooms of the club, the party breaking up at 12 p. m. Among those present who participated in the speech-making were: L. P. Smith, President of the Smith & Hemenway Co.; J. F. Hemenway, Secretary and Treasurer of the Smith & Hemenway Co.; J. A. Gouldrup, L. H. Glazier, J. C. Curtin, C. E. Monroe, L. Noonan, M. O'Neill, G. Y. Patterson, W. M. Barrow, D. G. Smith.

The press was represented by Mr. Darville, of the *Iron Age*; Mr. Baltz, of the *Hardware Dealers' Magazine*; Mr. Raines, of *The Tradesman*, and Mr. Powers, of *Hardware*.

#### THE LAST LUNCHEON OF THE CENTURY.

A very pleasing affair took place at the Hardware Club on Monday, December 31st, when 25 members of the Club partook of the last luncheon of the nineteenth century. This was an impromptu affair, inaugurated by Charles Putzel and Wm. Willis Merrill, who, with their confreres, passed an extremely enjoyable two hours, materially assisted by a selected menu in which all the best things provided by the cuisine of the Club were represented. Ten or a dozen of the gentlemen present were called upon for brief remarks, and all responded, and the affair will be long remembered as a unique ending of the century. The following were the names of the gentlemen participating:

John F. Anderson, Jr.; Wm. Bishop, Samuel S. Bradley, John N. Blair, Frank M. Brooks, Eugene H. Conklin, John Day, Ethan Allen Doty, Joseph Fettretch, Henry L. Free-land, Albert H. Gleason, T. Foster Gaines, Henry Hopkins, Thos. F. Keating, Henry C. Kelley, Wm. Willis Merrill, Peter McCartee, John Oliver, Chas. Putzel, William S. Pitcairn, Clarence W. Seamans, Robt. Sickels, Robt. H. Swayze, J. Leonard Varick, Edw. C. Van Glahn.

### Corbin Cabinet Lock Co.'s New Catalogue.

The Corbin Cabinet Lock Co., New Britain, Conn., and 11-15 Murray Street, New York, have recently issued a volume of 866 pages, including index, of what is beyond doubt the handsomest and most complete illustrated catalogue and price list ever given to the special product with which their name is associated. It is a bound volume, in size  $8\frac{1}{4} \times 10\frac{3}{4}$  inches, with linen covers, and gilt imprint on back and side, making it especially attractive in a Hardwareman's library. It comprises their entire product of Cabinet Locks, Padlocks, Trunk and Suit Case Locks and Trimmings, Keys and Key Blanks, Miscellaneous Hardware, Post-Office outfits and supplies and Metal specialties of all kinds. Each line of goods is represented in regular order by its being grouped in separate divisions, according to the requirements of the different trades to which they apply. A very fine view of the general office and factories at New Britain, Conn., forms the frontispiece to this portly volume, followed by a complete price list of Cabinet Locks and extra keys, covering upward of 30 pages. Special attention is called in the early pages to the Corbin Pin Tumbler Cylinders, which are fully described, and the many advantages of them plainly demonstrated. The division of the volume is in six parts, each covering a separate department, as follows:

Part 1. Cabinet Locks, embracing Chest, Box, Desk, Drawer, Sub-Treasury, Machine, Cupboard and Wardrobe Locks, with a few specialties of other Locks of this kind.

Part 2. Padlocks, Cast and Wrought, with and without Chains.

Part 3. Trunk, Suit Case, Valise, Bag, Sample Case and Buckle Locks.

Part 4. Miscellaneous Hardware, embracing Furniture for Cabinet Locks of various kinds; Desk, Trunk, Bag and Box Trimmings; Label Holders, with and without pulls; Letter Boxes of various kinds; Coin Boxes; Mess Chest Fittings, and other similar articles.

Part 5. Brief reference to Post-Office Equipments, which are fully described in a separate catalogue.

Part 6. Keys and Key Blanks of all kinds.

In connection with the descriptive matter, we notice a departure from customary arrangements in Cabinet Lock catalogues, in this volume the numbers, material and prices being set next the illustration of the article, and above the general description, and as part of the description the numbers of the Key Blanks are given for every lock shown. This is a very desirable addition to the usual method of displaying these goods. A number of desirable additions to their regular line have been made since the publication of their previous catalogues, and all of which are embodied in the volume under review. This is especially noticeable in the finer grades of goods, those in which the Corbin Ball-Bearing Cylinders are used in the construction, such as Pin Tumbler Locks with and without master key, etc. Among the new goods, the trade will notice a new line of Mortise Cupboard Locks and a line of Half Mortise Cupboard Locks of fine grade, with narrow plates for sash doors, and ranging in sizes for wider styles. Many new patterns of padlocks have been added to their previous assortment, showing quite a number of Wrought Padlocks of especially attractive designs, fine Pin Tumbler Padlocks, Suit Case Locks, having improved hasps, and in many new patterns; Heavy Cast Bronze Padlocks, etc. A larger portion of the Miscellaneous Hardware shown in the catalogue is entirely new as far as cataloguing is concerned, and this includes a full line of Wrought Brass and Steel Hinges and Hasps for small boxes; Wrought Brass Flap Hinges; Table Hinges; Stay Hinges; Box Pulls of various kinds; also Mending Straps, Brackets, Corners and Corner Plates; Friction Catches; a number of new patterns of Key Checks and Heavy Cast Brass Hinge Hasps, etc. The largest assortment of new patterns of Keys and Key Blanks are shown in this catalogue that has ever been brought

to our attention, the assortment reaching into the thousands. In each division, special attention is called to the facilities for making special goods of similar construction that are needed for individual requirements, and a number of illustrations of such specialties are given. The catalogue is one in all its parts for the manufacturers to be proud of. Great care has been used undoubtedly in the compiling of it, showing a master hand in that line of business. Originality is displayed in the methods of conveying information, and although it is nothing new for handsome catalogues to be issued bearing the well-known name of Corbin, this is certainly the most ambitious in design and execution that has been given the trade for an important line of goods that no Hardware store exists but carries in stock. It will undoubtedly advance the interests of the manufacturers largely, and prove of great benefit to the trade wherever distributed.

### Forthcoming Hardware Conventions.

This month and the next will be largely devoted by the Hardware dealers to their State conventions. The following dates will indicate the time for holding some of them:

Jan. 17-18, East Tennessee Hardware and Implement Dealers' Association will hold their semi-annual convention at Knoxville.

Jan. 16-17, Pacific Retail Hardware Association will hold their third annual convention at Woodland, Cal.

Jan. 17, Hardware Merchants and Manufacturers' Association, of Philadelphia, will hold their annual meeting.

Jan. 15, Retail Stove and Hardware Merchants' Association, of St. Louis, Mo., will hold their annual convention.

Jan. 15-17, Kansas Retail Hardware Dealers' Association will hold their annual convention.

Feb. 5, Minneapolis Retail Hardware Association, at Minneapolis.

Feb. 6-7, Wisconsin Retail Hardware Association, at Milwaukee.

Feb. 8, Western New England Iron, Steel and Hardware Association, at New Haven, Conn.

Feb. 12, Kentucky Retail Hardware and Stove Dealers' Association.

Feb. 13-14, Iowa Retail Hardware Dealers' Association, at Dubuque.

Feb. 13, New England Hardware Dealers' Association, at Boston, Mass.

Feb. 19-20, Illinois Retail Hardware Dealers' Association will hold their annual meeting at Galesburg.

Feb. 19-20, Indiana Retail Hardware Dealers' Association, at Indianapolis.

Feb. 20-21, North Dakota Retail Hardware Dealers' Association, at Grand Forks.

Feb. 26-27-28, Ohio Hardware Association, at Cincinnati.

Feb. 28, Mar. 1-2, Minnesota Retail Hardware Dealers' Association, at Minneapolis.

Feb. 28, Eastern New York and Vermont Hardware Jobbers' Association.

Feb. 28, Missouri Retail Stove and Hardware Dealers' Association.

Feb. 28, Louisville, Ky., Retail Hardware and Stove Dealers' Association, at Louisville.

### Save Your Wheel.

A drop of oil at the right time and in the right place means long life and good working conditions to a bicycle. Don't condemn a wheel when the trouble may have been caused by your neglect to oil it properly.

Oil frequently and use but little oil at a time. The best oiler for this purpose is the Perfect Pocket Oiler. This oiler regulates the supply of oil to the exact amount needed. It does not leak and will save you the vexation of finding that the oil has all escaped from your can when you especially need a drop for your wheel. The Perfect Oiler only costs 25c. and is worth many times the slight difference in price over the cheaper oilers.

**Recent Calendars, etc.**

THE CANFIELD BRAKE CO., Corning, N. Y., are distributing a hanging calendar on which is depicted a beautiful goddess reclining in a position which makes the backing up essential of a large Automatic Cycle Brake, which forms the Company's product. The design is an original one, and the calendar quite attractive.

SCHILL BROS. CO., Crestline, Ohio, issue, among the calendars received, a very handsome one, which is a departure from any formerly distributed by them. A beautiful lithographic picture of a child holding a shell to her ear, the portrait itself being displayed in a large shell brilliant in gold and color effects, the sea breaking in surf lines upon a beach strewn with shells, forming the foreground. As a part of the picture is in bas relief, the effect is a fine one.

SNELL MFG. CO., Fiskdale, Mass., distribute a very pretty hanging calendar, showing in duogravure from a painting by Fleis, a pretty girl tickling a puppy she is holding in her arms. It is entitled "Good Friends," which is emblematic of the relations existing between the patrons and this old and well-known manufacturing company.

F. E. MYERS & BRO., Ashland, Ohio, issue their usual annual hanger, which shows on its immense surface the entire contents of their catalogue. Hung up in a Hardware store, it would undoubtedly stimulate wants and encourage sales.

**A Neat Little Announcement.**

One of the neatest things we have seen for the purpose of extending the compliments of the season was distributed by Louis Ernst & Sons, Rochester, N. Y. Having a portrait of the head of the firm on one side, and a vignette in color for a background, the text was as follows:

GREETING.

1901.

It is not often that we can extend to our friends the compliments of the season at the turn of a century. We therefore take advantage of this opportunity and wish you much happiness and prosperity for the coming year.

We thank you for your good will toward us in the past, and hope for a continuance of it in the future.

LOUIS ERNST & SONS,

ROCHESTER, N. Y.

**American Steel in Germany.**

Writing from Frankfort, November 20, 1900, Vice-Consul-General Hanauer says:

Mr. Wiegand, the director-general of the North German Lloyd Steamship Co., at a public festival last week, made a speech in which he defended his company against the attacks made on it by German industrial circles on account of the company's late purchase of 1,000 tons of steel in the United States. The director said:

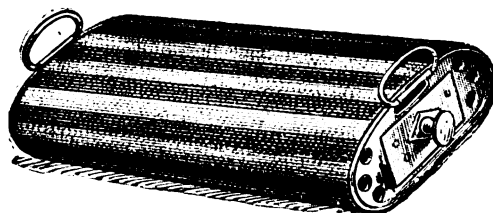
We have, during the six years past, paid to German industries over 130,000,000 marks (\$30,940,000)—i. e., about 22,000,000 marks annually. The order given to American steel works, amounting to about 300,000 marks, is insignificant compared with these figures. It is not to save 10 per cent. in price that this order was given to a foreign concern, but the Lloyd Co. would not have reached its present position had it not utilized the improvements offered by outside manufacturers. We would like to see German industry brought to the utmost tension by foreign competition and not be afraid to meet it at home; thereby the only possibility exists for us to maintain our place in the international contest for economic fitness.

"I'm sure we shall be on good terms," said the man who had just moved into the neighborhood to the grocer at the corner.

"No doubt of it, sir. Especially," he added, as an afterthought, "if the terms are cash."—*Ex.*

**Lehman Carriage Heater.**

Lehman Bros., 10 Bond Street, New York, are placing upon the market the Lehman Carriage Heater, which is a very desirable thing for this time of the year for the heating of carriages or sleighs, and is being introduced through the Hardware trade, meeting with considerable success. This is a new device for the purpose of heating a carriage or similar conveyance that should meet the approval of the Hardware trade. We give herewith an illustration of this desirable article, which will be found a valuable provider of comfort to the riding public. The manufacturers seem to have solved the problem in a satisfactory manner, as nearly every previous contrivance having this beneficent object in view had some vital objection in meeting with the popularity that was desired. Previous methods, many of them, involved the necessity of smoke, odor, danger or trouble of some description, but the present device renders all such fears un-



LEHMAN CARRIAGE HEATER.

necessary. The Lehman Carriage Heater combines all the requisites for a carriage warmer. In construction, it is simplicity itself, consisting of a metallic case with special ornamented endplates, and possessing between its peculiarly constructed walls a carbonized material the heat-retaining qualities of which are truly marvelous. The case is provided with a perforated box, or drawer, which works in a metallic slide, and is held in place by a spring. Into this drawer is placed a piece of prepared carbon, the drawer is then inserted in heater, and the same requires no further attention until entirely consumed. It is estimated that two cents' worth will last twelve hours, making it an extremely economical appliance. All this is accomplished absolutely without smoke, odor or dirt. The heater is oval in shape, and the desirability of adding it to a Hardware stock is well worth the dealer's attention.

**A Beautiful Booklet.**

An extremely attractive souvenir booklet of 30 pages was recently issued by the Cleveland Twist Drill Co., Cleveland, Ohio, and entitled "Eleven Little Pictures." It is beautifully printed on the finest coated paper, 7x10 inches in size, and illustrated on every other page with superb half tones, showing the large plant controlled by the company, and the various parts of the office and factory premises, with only a single line of text at the bottom to individualize the illustrations. The cuts are very graphic, and well executed, and are designated as follows: "The general office is a busy place." "This is where your orders are put up." "The dining-room in action." "From whence comes a good deal that is good." "The circulating library is well patronized; new books are constantly added." "All the leading magazines, illustrated weeklies, and trade papers are here; the men know what the world is doing." "A little music after dinner is pleasant and elevating." "One section of the mechanical drawing class in night school." "Every man has a separate locker." "A part of the engine room."

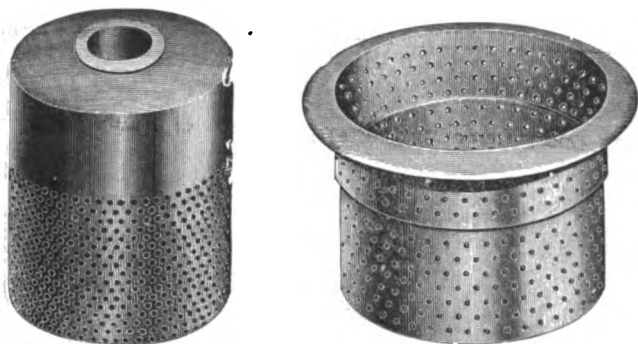
In the few remarks that form the preface, the company state: "With pleasant surroundings and comfortable conditions, labor gives better results. Acting upon this supposition, we have inaugurated some reforms in shop-practice a few of which are illustrated in this little booklet."

Probably the most of the difficulties of trying to live the Christian life arise from attempting to half live it.



### A New Improved Vapor Stove.

The Sun Vapor Stove Mfg. Co., 29-31 East Atwater Street, Detroit, Mich., are manufacturing and distributing through the Hardware and stove trade a Gasoline Stove which appears to fulfil every requirement that has long been sought for in this direction, that is: An absolutely odorless, quick-lighting gasoline cooking stove. With their improved burner, illustrations of which we give in the course of this article, the manufacturers claim to have succeeded in over-



FIGS 1 AND 2. ODORLESS QUICK LIGHTING BURNER.

coming all of the usual objectionable features of gasoline stoves. By a perfect arrangement of perforated base and perforated walls, the air is scientifically mixed with the hydro-carbon vapor in such proportions that perfect combustion is the natural result, the vapor producing a blue flame from the moment the gasoline is admitted into the base or vaporizer, so that even when shut off no vapor or gasoline is left unconsumed to fill the room with odor by subsequent vaporizing. As soon as it is turned on it is ready to light, as no generating is required, and a full fire of intense blue flame is produced in less than a minute and a half. In construction, the burner is claimed to be simplicity itself, as there are only three parts, the base or vaporizer of cast brass, and the outer and inner shells of sheet brass, which set in grooves on the vaporizer, and which are removed by simply lifting them off. In operation, the makers claim it is equally as simple and perfect, being absolutely free from odor, smoke or soot, which is not always the case with gasoline burners. The valve is simply and easily adjusted, requiring no expert knowledge to operate, adjust or repair this stove. In durability the burner is claimed to deserve notice, since, although the walls are made of sheet brass, the vapor is made to burn in such a way that a cushion of air intervenes between the metal and the flame, so that the metal is not touched by the flame and cannot be burned out. As these stoves are all supplied with a new improved safety tank, all possibility of accident is prevented, even when filling, should

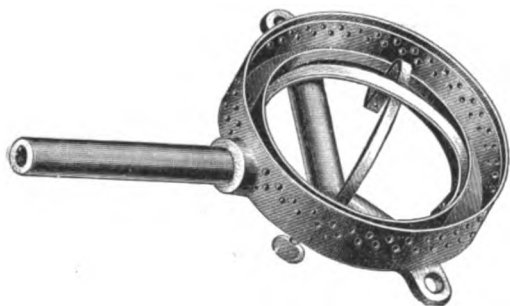


FIG. 3. THE VAPORIZER.

it be necessary, while the fire is burning. Immediately under the top burners is an entirely new feature, and one peculiar to the stoves manufactured by this company, viz.: A warming closet in which the heat reaches a temperature of 125 degrees during operation, thereby making it possible to keep a dinner warm for late comers, raise bread, warm plates and various other things, the convenience of which a house-keeper can appreciate. The stoves are manufactured in twelve different sizes, being well constructed of good material, and highly finished. They are free from many ob-

jections of older makes of vapor stoves, and are claimed to possess all the advantages and conveniences that have been introduced in recent years in their extended construction. They have now been upon the market for two years past, which has resulted in largely increased sales, and have caused a wide introduction into new territory. This the manufacturers claim is good evidence that they possess the merit claimed for them, proving their satisfaction to both dealers and consumers. The company issue a descriptive catalogue more fully explaining the merits of the stoves under discussion, which they will be pleased to supply upon application.

### Steel Sinks with Combination Overflow.

The Lalance & Grosjean Mfg. Co., 19-21 Cliff Street, New York, are asking the attention of the trade to the new patent Combination Overflow, which is supplied with the steel sinks of their manufacture. The principal features of this great improvement are shown in the illustrations which are given in this article. One of the main points of advantage possessed by the Combination Overflow is the great facility with which it can be removed for cleaning, it being necessary only to unscrew the perforated grates, or rings of outlet, and then removing the cup which carries grease below the overflow tube. Ordinarily, the combination overflows made in cast-iron sinks or iron and porcelain basins, the overflow tube in connection therewith being below the outlet in the bottom of the sink, form a natural receptacle for all greasy matter.

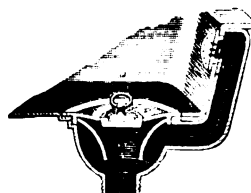


FIG. 1. OVERFLOW WITH PLUG OUTLET.

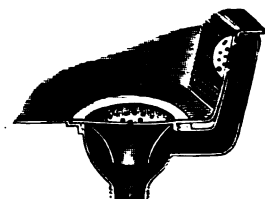


FIG. 2. OVERFLOW WITH STRAINER OUTLET.

This gradually accumulates, and eventually chokes the passage. Such obstruction is difficult to remove and it is very rarely discovered until the overflow is actually needed, by the plug, for instance, being left in the outlet when the tap is left running. A risk of this character is entirely eliminated, it is claimed, by the use of the patent Combination Overflow now offered by the Lalance & Grosjean Mfg. Co., and this device is fitted for coupling either to lead pipe or iron pipe, as may be desired.

BARNEY & BERRY, Springfield, Mass., publish a "Hand Book of Figure Skating," which is copyrighted and arranged for use on the ice, with 600 diagrams and illustrations, and suggestions for nearly 10,000 figures. It forms a very compact pamphlet of 125 pages, 6 1-2x3 1-2 inches, and is divided into three parts. Part I. treats of What To Do, describing figure skating and golf, the correct form, British and Continental, adapted to American skating; gives a brief history of skating and skating literature, showing the development of the art at home and abroad up to the present date. Part II. treats of What To Do It With, the elements, the strokes and the types of combinations. Part III. describes How To Do It, with brief hints and cautions for use on the ice. A great deal of thought and care has been given to the compilation of this pamphlet, which is printed on excellent paper, and fully illustrated. It is intended to be retailed at 50 cents, which price will permit a liberal discount to the Hardware trade handling it. It is a complete compendium of everything connected with skating, and is well worth the advertised price.

Mrs. Jones—Don't trouble yourself to see me to the door, Mrs. Smith.

Mrs. Smith—No trouble. Quite a pleasure, I assure you.

## RECENT TRADE PUBLICATIONS.

J. STEVENS ARMS & TOOL Co., Chicopee Falls, Mass. Sixteen-page envelope catalogue, printed in blue on white coated paper, and covering the line of Favorite Rifles, Bicycle Rifles, Ideal and Crack Shot Rifles, Target Pistols and Pocket Rifles, etc., with the manufacture of which this company has been identified for a number of years.

F. C. ATKINS & Co., Indianapolis, Ind. Pamphlet catalogue of 32 pages, devoted entirely to Cross-Cut Saws. Printed in two colors and showing in its contents all the various patterns made by this well-known company. The frontispiece gives an illustration of their extensive plant, which conveys an admirable idea of the extent of their important works. A very useful catalogue for reference purposes, and should be in the hands of every Hardware dealer.

PITTSBURGH STOVE AND RANGE Co., successors to Bissell & Co., Pittsburgh, Pa., issue a 16-page pamphlet catalogue, which is their supplementary catalogue No. 1, covering their Mystic Triumph Steel Ranges, which are made for hard or soft coal or wood, either right-hand or left-hand. The contents show a very handsome line of steel ranges with all the important improvements up to date, handsomely nickeled, and very attractive in appearance; also the Triumph Air-Tight Parlor Stoves, which are made in several designs.

PECK BROS. & Co., 127 Chestnut Street, New Haven, Conn. Catalogue H, covering a line of fine Brass Goods for water, gas, steam, oil and liquors. This catalogue is prepared with the aim to embody in it a line of goods adapted to meet the requirements of the Hardware trade, and water cooler, urn and refrigerator manufacturers, and while it represents but a small portion of the goods manufactured by this old company, it is condensed in such shape as to be attractive to the Hardware trade, covering as it does the more important lines of goods handled by them of this description. Embraced in its contents are lever bibbs, compression bibbs, beer or ale cocks, beer bungs or vent plugs, bar and counter cocks, cooler cocks in large variety, with milk cocks and urn gauges in wide assortment. It also includes the usual racking and lock cocks for liquor, together with bottling, liquor, kerosene and Globe cocks. The assortment includes a large variety of Hose goods, this catalogue only taking in the regular line of such goods adapted to the wants of the trade. Altogether it is a very useful catalogue for the Hardware trade, bound in muslin, of 50 pages, and of small quarto size.

PHILADELPHIA LAWN MOWER Co., Philadelphia, Pa. The 1901 catalogue of Philadelphia Lawn Mowers, very handsomely illustrated, of 64 pages, printed on colored paper, the illustrations being printed in darker color, and forming a very attractive display, and covering their entire line. The frontispiece shows the extensive works occupied by this company. The Philadelphia Lawn Mower Co. manufacture what are known as the Genuine Philadelphia Mowers, which are made with incased gears of open and solid cylinder pattern, having large and long bearings, which insure wear, knives of crucible steel, oil-tempered, castings of finest grade, and which are claimed to be so simple they are easily adjusted and kept in order. As indicated by the contents of this catalogue, they are made in many desirable styles, both in high and low wheels. All Genuine Philadelphia Lawn Mowers, the manufacturers state, have the name "Philadelphia Lawn Mower Co." cast in on the wheel of the same. This is a very large and important line of goods, and are known throughout the trade in every section of the country. The catalogue is

one that should be in the library of all dealers handling such goods.

SIMMONS HARDWARE Co., St. Louis, Mo., have recently issued one of the handsomest publications of its character we have ever seen, under the title of "Best Tools Made." A more artistic expression of the leading tools in the Hardware business in book form we think it would be difficult to surpass. It is comprised in 64 pages 4 1-4 x 7 1-4 inches, printed on heavy coated paper, the pages having gilt edges, and the pamphlet for general distribution having an embossed paper cover of artistic design. The selected lines of edge and other hand tools which are referred to in this case as the "Best Tools Made" are represented by superb half-tone illustrations, which are set in the text in the centres and corners and odd locations throughout the book. In some cases full-page groups of tools are shown as in the case of hammers, showing all the various styles; also shovels, saws and other tools, and a more perfect display it would be difficult to imitate by one not thoroughly familiar with the class of goods referred to. The publication is simply a beauty. The entire get-up of the paper, engravings and letterpress impress the reader completely that no mistake is made in announcing these as the "Best Tools Made." The pamphlet is published in English, French, German and Spanish, and is intended for distribution to the retail Hardware trade. The goods represented are all specialties that form a part of the stock of the Simmons Hardware Co., but, which is a rare thing in connection with anything so complete, there is almost a conspicuous absence of their name throughout the book in connection with these illustrations.

BALDWIN REFRIGERATOR Co., Burlington, Vt. Pamphlet catalogue of good size, 84 pages, printed in a pleasant tint on white paper, and embracing the entire line produced by this extensive plant. This has become one of the most important lines of goods manufactured in the United States, and every effort is made to embody in their construction all the improvements that have been made in connection with this industry for a number of years. Many of the improved devices for economy in the use of ice are noted in its contents, such as the lever-wedge lock, air-tight waste trap, elastic packing around edges of doors and lids, patent sliding and swing shelves with automatic inner door, to prevent ingress of warm air while the outer doors are open. All of these up-to-date improvements are well worthy of inspection. Ball-bearing casters are used on their refrigerators, varying in size according to weight of refrigerator. In the zinc-lined styles, adjustable shelves of corrugated metal are used, while in the popular and long-tried spruce-lined goods they are of good rock maple or birch. Both styles are neat, serviceable and strong, and have ample room between the slides for circulation of air. Articles placed on them will not tip over. The designs of refrigerators shown in this catalogue are of a very pleasing character, included in which is a line of solid oak refrigerators with or without porcelain-lined water cooler, which is a very attractive line for city trade. A large line is manufactured from solid ash, including almost every possible style required by the wants of the trade. Embraced in its contents are solid ash ice chests, grocers' chests, table-top refrigerators, sideboard refrigerators, in large variety, very handsomely finished and with a large number of improvements. Altogether it is a complete catalogue, and should be in the hands of every one of our subscribers handling this important class of goods.

## NEW GOODS AND SPECIALTIES.

### Defiance Garden Barrow.

The Defiance Box Co., Defiance, Ohio, are the manufacturers of the Defiance Garden Barrow, of which we give an illustration, and which they are marketing through the Hardware and implement trade. The Defiance Barrow is made of thoroughly seasoned hard wood, planed and smoothly finished.

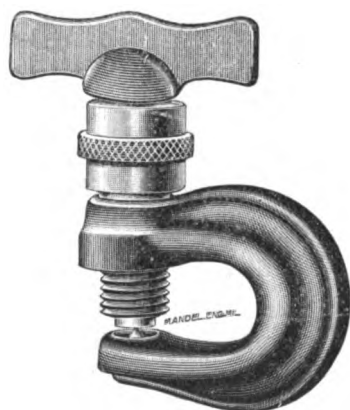


DEFIANCE GARDEN BARROW.

ished. The frame is iron braced, and so constructed that the barrows can be easily folded down flat, enabling them to be shipped at the lowest rates of freight. They are constructed with round-spoke steel wheel, of double frame, and removable sides, taking but a moment's time to set up ready for use. In dimensions the handles are length over all 72 inches, with a bed of 27 inches inside length, and 22 1-2 inches inside width at handles, and 14 1-4 inches inside width at wheel, having a depth of 12 1-4 inches. The wheels are 20 inches in diameter, with tires of 11-2x5-16 inches, and round steel spokes of 5-16 of an inch, making them a very well constructed barrow for general purposes for garden use. The wheel is blacked, and the barrows are well painted, striped and varnished, and weigh 50 pounds.

### The Handy Riveter.

The Milwaukee Automatic Machine Co., Milwaukee, Wis., are manufacturing and introducing through the Hardware and supply trade the Handy Riveter, which we illustrate herewith, which will be found a very convenient little tool for the purpose designed. The machine is operated by turn-



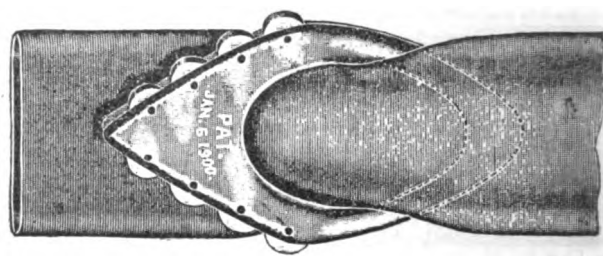
THE HANDY RIVETER.

ing a thumb-screw, which is referred to as sufficiently powerful to enable any size of tubular or bifurcated rivet to be perfectly clinched. The body and screw are manufactured from malleable iron, while the sleeve is made of cold-rolled steel, and the plunger of hardened tool steel. As it weighs but five ounces, it can be readily carried in the pocket, and will be found extremely useful for such purposes as mending broken harness, straps, belts and a number of similar opera-

tions that are calculated to be within the reach of this labor-saving device.

### "Perfect" Tire Separator.

Milwaukee Automatic Machine Co., Milwaukee, Wis., are the manufacturers of the "Perfect" Tire Separator, of which we give an illustration herewith. It is made in two sizes, No. 1 being adapted for 11-2 inch tire, and No. 2 for 15-3

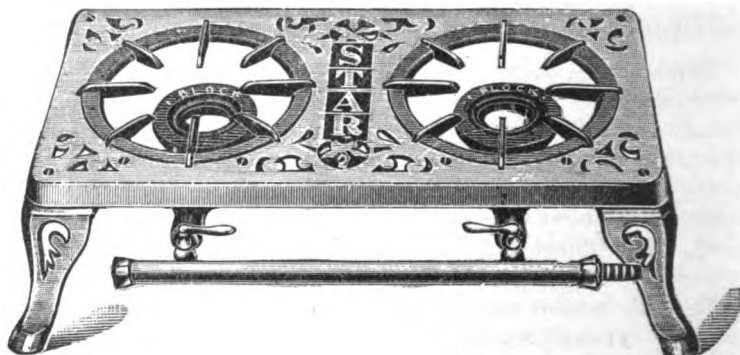


"PERFECT" TIRE SEPARATOR.

inch tire. It is claimed to be a great seller, and ought to be in every sundry catalogue for 1901. Every bicycle rider knows how annoying it is to have an inner tube sticking to the outer casing. This separator entirely overcomes a trouble of this description. The separator is inserted through the lacing opening of the tire, and the tube is pulled through the hole. The end of the tube being held, the outer casing is squeezed against the rollers, forcing the separator to travel through the casing. The inner tube will be loosened quickly, and without fail. The manufacturers will be only too glad to furnish sample and particulars upon application, and those handling bicycle sundries would find this an extremely salable addition to their assortment.

### Star Gas Stove.

The Electric Oil and Gas Stove Works, 295-297 Pearl Street, New York, are extensive manufacturers of oil and gas cooking stoves, running from the single stove, with but two wicks, to the larger size of similar construction, carrying six wicks. They also manufacture the "Pilgrim" Lamp Stove, which has attained a vogue throughout the Hardware trade, and meets with a ready sale. One of the principal specialties which they are introducing to the Hardware trade



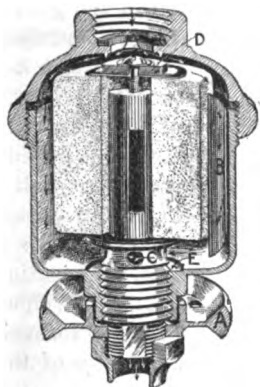
STAR GAS STOVE.

is the Star Gas Stove, an illustration of which we present herewith, which is furnished in several sizes, running from 8 1-2 inches to 20 and 30 inches long. They are finished either in nickel-plate or in black japan at prices corresponding to the finish. They have proved an exceedingly popular specialty for use with gas, and those interested in the sale of goods of this description should make application for one of their catalogues.



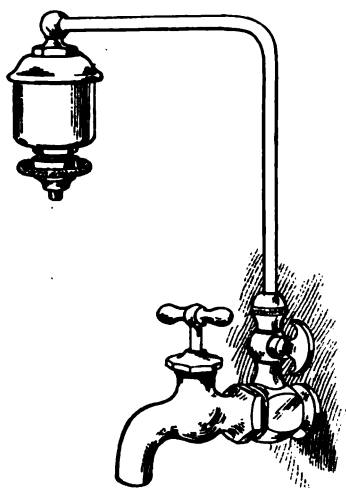
**Linke Self-Cleaning Stone Filter.**

T. Linke & Co., 1559 Broadway, New York, are placing before the Hardware trade the Linke Self-Cleaning Stone Filter which has been only recently placed on the market. There has long been a demand for a perfect filter, one that would require but little attention, and still perform its mission in an acceptable manner. The ordinary cheap strainers



SECTIONAL VIEW LINKE SELF-CLEANING STONE FILTER.

that are constructed of a small amount of sand or charcoal have outlived their usefulness, being constructed on lines that are theoretically and practically wrong, arising simply from the fact that they are not packed close enough to prevent the organic suspended matter from passing through them, and in another essential particular should this detrimental matter by any possibility be held in the appliance, the good water required would have to pass through this objectionable accumulation held in suspension. A number of efforts have previously been made to obtain a successful filter, constructed on the lines of the one now under review. Heretofore the great obstacle to the successful introduction and use of all-stone filters has been the troublesome feature of cleaning them, when by their daily use they stop filtering. This had to be done several times a day when in use by taking the filter apart and brushing the stone, which few people have the time or patience to do. But in the improved Linke Self-Cleaning Stone Filter this feature has been carefully considered, and the result has been that already large sales have been made, running into the thousands, principally in New York city, where it has been accepted and approved, thanks to the patentees and manufacturers, whose sustained efforts in this special line have been brought to a successful

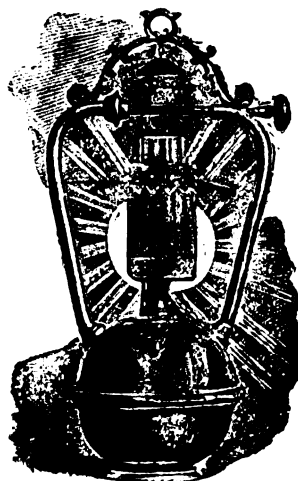


LINKE SELF-CLEANING STONE FILTER.

issue. In the country, brook, river or lake water is seldom used for drinking purposes, especially where well or spring water can be obtained. But for city use, the sources of supply are from brook, river and lake usually, which afford the only sufficiency. With proper filtering appliances this can be purified equal to spring water, and the manufacturers of the Linke Self-Cleaning Stone Filter claim that they have solved the problem completely. Their advertisement will be found on page 43.

**Indoor Arc Lamp.**

The New White Light Gas Lamp Co., 281-283 West Madison Street, Chicago, Ill., are manufacturers of high-grade Incandescent Gas Lamps, and "Monarch" Lighting Machines, which they manufacture in large variety. We illustrate herewith their No. 16 Indoor Arc Lamp of 500 candle-power. It is a lamp especially desirable for Stores, Churches, Public halls, Skating rinks, Saloons and Billiard rooms, its length being 28 inches and having a reservoir that holds three quarts, with air pressure supplied and with an overhead generator calculated to burn 14 hours. It is made entirely of brass and copper, and finished in oxydized copper. These lamps are constructed from the finest material throughout, and are fully guaranteed to operate precisely in accordance with the claims made by the manufacturers, if instructions are followed. By their use, the manufacturers claim that the farmer on his farm may enjoy the same advantages as regards light as those living in the most elegant mansions of any city. By the aid of lamps of similar construction manufactured by this company the streets of a village can be made as brilliant as any thoroughfare in a metropolis. They certainly have become a power in the land in regard to illuminating advantages, and now that the safety of the



INDOOR ARC LAMP.

use of gasoline has been so thoroughly assured by recent improvements in the construction of the gasoline lamp, its universal adoption is only a question of a short time. The company issue a handsome catalogue in regard to their lamps, calling attention to the same, and giving full descriptions. It would be well for the reader to write for the same, asking for Catalogue J.

**Japanese Swords.**

The blades of Japanese sabres are formed of a metal prepared from magnetic iron ores and ferruginous sand. The steel is produced in the form of thin laminæ, and the workman commences by fixing one of these to the end of an iron rod, which serves as a handle. To these are soldered other sheets until the mass has a length of six to eight inches, a width of two inches and a thickness of one-quarter to four-fifths of an inch. This bar, brought to a white heat, is doubled upon itself and hammered until it has taken its original dimensions. This process is repeated fifteen times. Four similar bars are then soldered together, doubled upon themselves, resoldered and heated, this operation being repeated five times. By this process the superposed layers of metal become so thin that a sabre is estimated to contain at least a thousand sheets of metal. Sometimes alternate layers of iron and steel are soldered together, and thus the blade presents a veined appearance.—*London Globe*.

# PATENTS

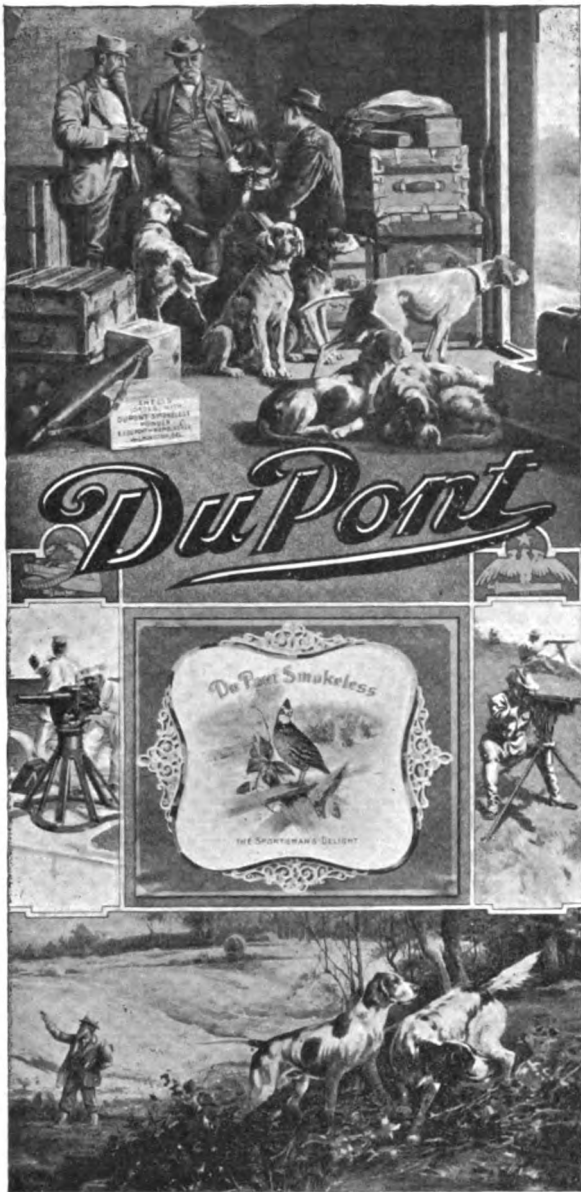
Preliminary Consultation Free.

**HENRY J. MILLER,**

55 Equitable Building, BOSTON.

### A Handsome Calendar.

We present our readers with an illustration of one of the most attractive calendars issued this season in connection with the Hardware trade. It was distributed to the patrons of the old established gun powder manufacturers, E. I. Du



Pont de Nemours & Co., Wilmington, Del., and it quite graphically tells its own story in the illustration herewith.

The Company announce that they will forward these calendars as long as the edition lasts, to any one who will inclose three cents for postage with their application.

### He Was Up to the Limit.

A young society woman in this city is telling a story of a very little newsboy who so appreciated her kindness to him at the newsboys' Thanksgiving dinner that he went to the extent of great suffering for her sake. At least, she thinks it was appreciation, but others have doubts. At all events, the young woman who, with a number of others, was engaged in serving the boys, noticed this little boy way off at one end of the table. Many of his larger fellows were already hard at work on the various good things, but this little fellow had evidently been neglected. Clearly here was a case of urgent charity, so the amateur waitress flew to his side, and for an hour she saw to it that he did not lack for anything. Plate after plate of turkey was literally showered upon him. Finally, as she set another piece of plum pudding in front of him, he rolled his eyes meekly toward her and said in muffled tones:

"Well, Miss, I kin chew, but I can't swaller no more."

### Association! Not a Trust!

On page 17 will be found a combination advertisement of The Smith & Hemenway Co., Utica Drop Forge & Tool Co., and Thomson Bros. & Co., the latter manufacturers of the Seavey Mitre Box.

L. P. Smith, President of the Smith & Hemenway Co., is a Southern man, born and bred in the good old State of Tennessee, educated in the Hardware business in Memphis and afterwards in St. Louis in one of the well-known jobbing houses in this branch of business.

Deciding to come East in 1895 in order to cast his lot with "the big fish," he formed the firm of Smith, Herlitz & Co., who were importers of Hardware specialties, and continued under that name for something over a year. His next venture was with J. B. Patterson, and the partnership under the name of Smith & Patterson was continued for two years, when early in 1898 an incorporated company with the name of the Smith & Hemenway Co. was formed on broader lines, and with J. F. Hemenway, a native of the "Empire State," as Secretary and Treasurer, whose earlier experiences as Manager and Treasurer of the Empire Wringer Co., of Auburn, N. Y., and as Assistant General Manager and Assistant Treasurer of the American Wringer Co., of Providence, R. I., and New York city, had eminently fitted him to take an active part in pushing to the front the new enterprise. They combined forces with a view of becoming leaders in their special line of business, that is, manufacturing Hardware and Hardware specialties. For less than a year they continued at the old stand, 10 Warren Street, New York city, but finding the place entirely inadequate for the growing business, they moved to larger and more commodious quarters at 20 Warren Street. After the expiration of another year they found these quarters entirely too small and moved to 296 Broadway, in order to have room enough to conduct their growing business on the lines they desired.

The Smith & Hemenway Co. succeeded to the business of the following concerns:

Smith & Patterson, Maltby-Henley Co., Bindley Automatic Wrench Co., Anderberg Importing Co., John Byrnes, glass cutter manufacturer, all of New York city.

Soon after their organization, the Smith & Hemenway Co. associated themselves with the Utica Drop Forge & Tool Co., of Utica, N. Y. The Utica Drop Forge & Tool Co. are successors to the Interchangeable Tool Co. and the Russell Hardware & Implement Mfg. Co. Their New York office is with the Smith & Hemenway Co., New York city, where all catalogues and quotations can be obtained. At the organization both companies were small, but both being composed of young blood, they forged their way forward until they have a line of Hardware specialties and tools second to none in the world, showing conclusively that young blood and energy will assert itself under all conditions. The Smith & Hemenway Co.'s line comprises a large number of different articles in the Hardware specialty line. The Utica Drop Forge & Tool Co. manufacture the largest line of nippers and pliers made by any one factory in the world.

The Smith & Hemenway Co. have recently organized The Schatz Hardware Mfg. Co., Mt. Carmel, Conn., for the manufacture of nail pullers and Hardware specialties.

In the Fall of 1899 the Smith & Hemenway Co. associated themselves with Thomson Bros. & Co., of Lowell, Mass., manufacturers of the well-known Seavey Mitre Box, and since that time have improved this article until they have to-day what they might call perfection in this individual line.

It would be well for all live, wide-awake Hardware houses to keep their eye on this young firm. They are making their mark and so deep that it will not be erased from the memory of the older Hardware houses all over the country. The Smith & Hemenway Co. issue a unique catalogue known to the trade as the "Green Book of Hardware Specialties," which will be sent gratis to any one on application.

REVIEW OF THE MARKETS.

**Wire Nails:** But little change is noted in the condition of the wire nail market, the manufacturers not having made any notification regarding any change in prices. The trade is very moderate, and will be in all probability until after inventories are completed, prices remaining the same as previously quoted, and are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots	\$2.20
less than carload lots	2.25
To retailers in carload lots	2.30
less than carload lots	2.40

New York prices continue without change:

To retailers, carload lots on dock	\$2.48
less than carload lots on dock	2.55
Small lots from store	\$2.60 to 2.65

**Cut Nails:** The cut nail market is without special feature, the demand naturally light at this season of the year. Prices are without change, quotations being as follows, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	\$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York quotations remain as previously reported:

To jobbers in carload lots on dock	\$2.13
less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	\$2.30 to 2.35

**Barb Wire:** The prices on barb wire have been well sustained, and the demand fairly good for some time. Prospects are that the coming season will be an unusually good one. Prices continue as previously quoted, as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	\$2.50
Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
Galvanized	2.85
To retailers in carload lots, Painted	2.60
Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** A slightly increased demand is noticeable for plain wire, indicating that a confident feeling prevails in the market. Manufacturers are purchasing their supplies of this description in a reasonable amount, and no immediate change is anticipated to any great extent. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, or 1 per cent. discount for cash in 10 days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots	\$2.15	\$2.55
less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS).

Nos.	Base	Galvanized.
6 to 9	Base	\$0.10 extra
10	\$0.05 advance over base	.40
11	.10	.40
12 and 12½	.15	.40
13	.25	.40
14	.35	.40
15	.45	.40
16	.55	.40
17	.75	1.00
18	.85	1.00

**Stanley Rule & Level Co.:** Under date of January 1, 1901, The Stanley Rule and Level Co., New Britain, Conn., and 107 Chambers Street, New York, issue a new discount sheet applying to their important line of goods. No changes in discounts are noticeable from those given the trade a year

ago. A few changes are noted in list prices, to which they call attention, and we give them herewith, the printed discount on Boxwood Rules being 75 and 10 per cent., as before:

BOXWOOD RULES.

No. 4, list per dozen	\$11.00
No. 12, list per dozen	16.00
No. 18, list per dozen	6.00
No. 26, list per dozen	11.00
No. 27, list per dozen	13.00
No. 29, list per dozen	4.50
No. 66, list per dozen	10.00
No. 66½, list per dozen	10.00
No. 67, list per dozen	6.00

STANLEY PLANES.

No. 100, each	\$0.30
No. 130, each	.85

**Screws:** The screw manufacturers have at last decided upon concert of action in regard to prices of wood screws, finding outside competition developing too much strength. Quotations were decided upon after a conference which resulted in the following printed list of discounts, from which on large specifications an additional 10 per cent. may be obtained:

	Discount.
Flat Head Iron	85
Round and Oval Head Iron	80
Piano, Unpolished	80
Fillister Head Iron	80
Flat Head Brass	82½
Round and Oval Head Brass	77½
Flat Head Bronze Metal	75
Round and Oval Head Bronze Metal	72½
Flat Head Nickel Plated on Iron	70
Round and Oval Head Nickel Plated on Iron	70
Flat Head Nickel Plated on Brass	70
Round and Oval Nickel Plated on Brass	70
Flat Head Iron Screws, Blued and Black, 5 per cent. advance on net.	

MISCELLANEOUS SCREWS.

	Discount.
Felloe	85
Japanned Flat Head	80
Japanned Round Head	75
Kahala Flat Head	80
Kahala Round Head	75
Tinned Flat Head	80
Tinned Round Head	75
Bronzed Plated Iron Flat Head	75 and 10
Bronzed Plated Iron Round Head	75
Coppered Flat Head	75 and 10
Coppered Round Head	75
Brass-plated Flat Head	75 and 10
Brass-plated Round Head	75
Silver-plated Flat Head, Unpolished	75
Silver-plated Round Head, Unpolished	70

**Carriage Bolts, Machine Bolts, Etc.:** An advance of about 2 1-2 per cent. was made since our previous issue in the prices of Carriage Bolts, Machine Bolts and related goods. The new discounts are as follows, an extra 10 per cent. being given to the large trade:

	Discount.
Common Carriage Bolts	70 and 2½
Machine Bolts with H. P. or C. P. Plain Nuts	70 and 10 and 2½
Bolt Ends with H. P. or C. P. Plain Nuts	70 and 10 and 2½
Bolt Ends with C. & T. Nuts	70 and 2½
G. P. Coach Screws	75 and 15
Cone Point Lag Screws	80
Skein Screws	75 and 15
Forged Set Screws and Tap Bolts	65
Plow Bolts and Guard Bolts	60 and 10

**Nuts:** Advances were also made at same time in the prices of both Hot Pressed and Cold Punched Nuts. The regular quotations are now as follows, with the usual extras to large buyers:

	Off list.
Hot Pressed Square, Blank or Tapped	5.80c.
Hexagon	6.50c.
Cold Punched Plain, Blank or Tapped Square Nuts	5.40c.
Hexagon	5.80c.
C. T. & R. Blank, Square or Tapped Nuts	5.60c.
Hexagon	6.40c.

**Shot:** Under date of December 31 the Eastern manufacturers of Shot announce the following revised prices, net cash 30 days or 2 per cent. discount for cash in 10 days, with the usual abatement for ton lots.

Drop Shot, sizes smaller than B, per 25-lb. bag	\$1.35
B and larger sizes	1.60
Buck Shot	1.60
Chilled Shot	1.60
Dust Shot	2.10



**JAP-A-LAC**

is the hardest, smoothest, most elastic, brilliant and durable varnish on the market for floors and interior woodwork. Made in the following colors, which will stain and varnish by one application :  
Oak, Walnut, Mahogany, Cherry or Orange, Malachite Green, Ox Blood Red, Brilliant Black, Dead Black, Natural or Light, Ivory or White, Yellow, Spruce, Drab.

Architects should specify it. Painters should use it. Dealers should insist on it. Our Magazine advertising is creating a demand for JAP-A-LAC. Dealers should write for our money making proposition.

THE  
**CLIDDEN  
VARNISH CO.,**  
Cleveland,  
Ohio.

**Linseed Oil:** The Dean Linseed Oil Co., under date of January 2d, quote as follows:

In lots of less than 5 barrels.....57 cents per gallon.  
In lots of 5 barrels or more.....56 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil, 85 cents per gallon.

#### THE PHILADELPHIA TRADE.

The new year opens with most encouraging prospects. Manufacturers are generally busy—many of them report orders for several months in advance—while goods which are near the raw material are most heavily in demand.

Labor is generally employed at good wages, and we are informed the recent reductions in wages mentioned in the papers have been almost entirely in the furnace district, and do not affect general iron workers.

Stocks of manufactured goods throughout the country seem low, as shown by mail orders, which have kept up very nicely through the holiday season.

Of course, it is too early to talk about business, as stock-taking and the annual overhauling of salesmen's samples and prices are occupying almost the entire attention of jobbers. In a few days salesmen will once more be on the road, and we confidently hope for a good Spring trade.

The new year opens without any important changes in prices, and, while there is disposition in some quarters to advance prices, the general feeling seems to be a conservative course is advisable. Nevertheless, some goods now are so near, if not below, the cost of manufacture that prices on these lines must be readjusted in the near future.

BIDDLE HARDWARE CO.

#### THE BALTIMORE TRADE.

Business opens the first of the year with a rush which we hope will continue throughout the entire Spring season, and it is especially pleasant during these frosty mornings to warm up through the exercise necessary in dispatching a big bunch of orders. Our salesmen have gotten out early and are doing well. Collections are very good and whilst a few merchants will get off their financial balance or go skating into bankruptcy about this time of the year we fortunately can report for this section but few failures, and they are principally small.

Last year was, to the writer, one of the most trying he has ever experienced, as during the first six months it was closing out a business of about 50 years, standing in its entirety, and then without a day's intermission starting with another partner, new business at same stand and under same style firm. The sudden death, one year ago last Christmas night, of the senior member of the firm, who died intestate, leaving minor children, occasioned the change.

Our sales during the six months ending December 31, 1900, were nearly \$50,000, which is sufficiently encouraging to spur us on to deeds of greater valor, and notwithstanding our competitors are after us we'll give them a chase for the good plums.

II. W. WEBB & SONS.

#### THE PITTSBURGH TRADE.

"Happy New Century" is the greeting this year, and in the business world it bids fair to be fulfilled. Conditions are certainly favorable for good business at present, and while, of course, we must expect bad years to come along with their accustomed regularity, such progress is made in the good years as to carry us forward with tremendous strides. The export of our steel products has reached such limits that it will take no backward step, and this, added to our excellent home market, makes up a demand large enough for even the great capacity of our modern mills.

Inventory over, the figuring has to be done, and while this is in progress traveling men are being posted for another year's campaign, and general preparations made for Spring business. Weather conditions are favorable and collections good.

LOGAN-GREGG HARDWARE Co.

#### THE DAVENPORT TRADE.

The dealers who try to manage their business along the lines that were successful twenty or even ten years ago find they are rowing against the current. Trade conditions are rapidly changing. The people have ideas of their own as to how and where to buy their goods, and no amount of talk or argument can keep the consumer from buying quinine in a blacksmith shop, or a piece of dress goods in a tin and toy store. The howl of the "regular" dealer will not avail against the succotash shops any more than the yell of the "regular" doctor prevents patients from employing specialists. Quackery in medicines has forced many of the regularly educated doctors into specialty practice. A person with some disease of the eye now employs an oculist as readily as a person with the toothachs visits a dentist. So in trade, the much ridiculed and hence advertised free ten-cent stores have developed into mammoth department stores and catalogue houses. Who for one moment thinks that the specialist does not get more pay for less work than the regular old-fashioned physician, and who for one moment ever dreams that the storekeepers who have adopted the new methods of trade do not obtain a larger profit than the regular old-fashioned dignified merchant!

We must meet the conditions as they are and give up the idea of trying to change conditions to suit our own ideas. It is said that Barnum, during his experience in the show business, learned that the people enjoyed being humbugged, but it has taken the "regular" dealer a long time to learn it in trade. The few who first realized this, in disposing of nutmeg graters, calico and molasses, have made colossal fortunes, while the other fellows are still grinding in the old treadmill of "regular" notions of trade. When will we learn that this is a world of changes, that methods and practices of yesterday will not do to-day, and those of to-day will be passed to-morrow! If a person desires to send a dollar a thousand miles away from home for a fifty-cent pocket knife, how are you going to prevent it? The only way to secure that person's patronage is for some one fifteen hundred miles away to send a highly-colored catalogue and charge for the same article a dollar and a quarter. Uncle Sam charges no more for carrying merchandise three thousand miles than he does for carrying it three blocks. The regular trade will continue to handle staple profitless goods and ship them by freight to nearby customers, but the novelties and Dutchman's one per cent. profit-paying articles will continue to be sold and transported to distant points by our generous Uncle Sam.

SICKELS, PRESTON & NUTTING Co.

#### THE CHICAGO TRADE.

We are being kept full of orders. Holiday goods have been sold in abundance, an indication that the average people had a larger surplus to expend in this direction than has probably been the case for some time.

There is little change in the market, and the outlook is that prevailing prices will remain firm, although we do not anticipate advances of any great consequence in the near

future. The recent decline on screws, while rather severe, was not altogether unexpected, on account of the general cutting of prices indulged in by many of the jobbers and the fact that factory rates, considering ruling values on wire, were in line for a lower price. The present figures will no doubt remain intact for some time and insure a greater uniformity of prices than has been the case for the past few months. The outlook for our Spring business was never more promising, and we are now preparing for a large increase over former years.

WELLS & NELLEGAR CO.

#### THE SAGINAW TRADE.

The Hardware business in this section is as good as usual. Most of the small dealers are busy taking inventories. We are having cold weather, with ice thick enough to be harvested.

There are more coal mines being discovered here, and within the last month there has been organized a sugar beet factory, with capital of \$500,000, all paid in, and a plate glass factory, with capital of \$350,000, paid in. The railroads are doing fairly well, and could do more, if cars were more plentiful.

MORLEY BROTHEPS.

#### THE SAN FRANCISCO TRADE.

Night before last in this city at twelve o'clock the Hardware stores were ablaze to their fullest illuminating capacity, thus being in line with all other business houses in lending an effect of brilliancy to the passing of the nineteenth century and the birth of the twentieth. And now, the second day of the New Year, the Hardware trade, with cheerful anticipation, is busy stock-taking, each concern reporting having throughout the last fortnight enjoyed the best business swim within memory. Also the export trade of the San Francisco port was never better, and the demand for the northern mining regions and the Orient keeps the ships and shippers busy. The domestic distributive trade, too, is active, and the noteworthy develop-

ment of the oil fields in different parts of the State is exercising an indisputable influence on general business. Money continues plentiful at easy rates of interest and collections are reported exceptionally good. No complaints are heard from any quarter of merchandise trade, and our local failures are few and generally unimportant. We thus begin the new year and century in exceptionally good shape, and the weather thus far this season has been such that there is a general feeling of confidence in the results of the year 1901.

The third annual meeting of the Pacific Retail Hardware Association, a trade organization of Northern California, will convene at Woodland, January 16, and remain in session for two days. Secretary Boyd, of that association, has notified the San Francisco and Oakland Association that arrangements to attend the Woodland meeting have been made with the Southern Pacific Company for a 11-3 round trip railroad rate, and very cordially invites a delegation from the association of the two bay cities to attend the January 16th meeting, adding this observation: "Some of our members have



THE CELEBRATED

**BOSS WASHER.**

MADE ONLY BY

ANDREW BELL,

375 Market St.,

Newark, N. J.

SAMPLES SENT BY MAIL.

TAKE NOTICE.

No Boss Washers are Genuine that do not have the inventor's name

**"ANDREW BELL"**

on Label of Box.

# DAYTON BICYCLES

Long known as "AMERICA'S FINEST WHEELS," offer the most desirable line of High Grade Wheels for 1901.

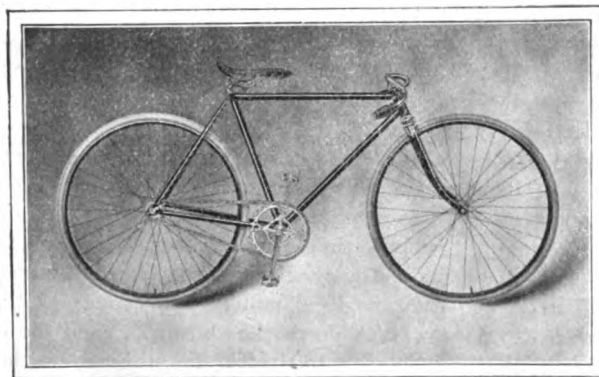
**MODEL 50** MEN'S ROADSTER.  $1\frac{1}{4}$  inch tubing, flush joints, two-piece cranks. The best value ever offered at this price.  
**\$40.00**

**MODEL 51** LADIES'.  $1\frac{1}{8}$  inch tubing, flush joints, double curved frame. Elegant, light and graceful.  
**\$40.00**

**MODEL 52** SPECIAL LIGHT ROADSTER.  $1\frac{1}{4}$  inch tubing, outside joints, solid spider crank. Extra fine equipment.  
**\$50.00**

**MODEL 53** TRACK RACER. 1 inch tubing. Specially built for light weight and speed. Lightest and fastest.  
**\$50.00**

Pneumatic Cushion Frame can be supplied on all models except the track racer. Widest range of options of best equipments on the market.



MODEL 53. THE NEW TRACK RACER.

Our 1901 catalogue will be mailed to any address on receipt of postal card request. We desire a few more responsible dealers.

\*\*\*

**THE DAVIS SEWING MACHINE CO.**

DAYTON, OHIO.

# NICHOLSON

SOLD ALL OVER THE WORLD.

Supplied to 24 Foreign Governments.

FAMOUS FOR TEMPER  
AND CUT.

NICHOLSON FILE CO., Providence, R. I., U. S. A.

spoken of a connecting link between the two associations, and it might be advisable for your delegation to come prepared to discuss the advisability of such an arrangement."

The San Francisco and Oakland Retail Hardware Dealers' Association will hold a meeting January 11th, when Secretary Boyd's "connecting link" proposition will receive official attention.

TRADE PRESS ASSOCIATION.

## The London Can Exchange.

There are many curious societies in London about which the outside world knows nothing. Of such is the Milk Can Exchange.

In the basement of one of the huge, grim blocks of buildings in Chancery Lane is a snug little office with nothing unusual in its appearance. But leading from it is a larger room, dark and a trifle musty, and filled from wall to wall and almost from floor to ceiling with milk cans—old cans and new cans, giant cans that would hold gallons, and others so small that their capacity would scarcely suffice to quench the thirst of a baby. This is the headquarters of the Can Exchange.

J. Henry Stacey, the secretary, explained to a *Daily Mail* representative the object of the society, and incidentally related some interesting experiences which have befallen him as a hunter of lost and stolen cans. These belong to the milk dealers of London, who every year lose or are robbed of close upon 12,000 cans and 500 churns. December is the can thief's harvest time. During that month he deprives the milk dealer of over 2000 vessels of different kinds. November comes next with about 1800 cans, and May is third on the list with 1100, although, strange to say, in the previous month the can snatcher almost entirely ceases from troubling.

It is the society's duty to restore these thousands of cans to those of its members who lose them. It employs inspectors, or detectives, who operate under the personal direction of the secretary. Suppose that a report arrives that a number of cans have mysteriously disappeared in the Clapham Road district and that the local police have failed—as they nearly always do—to track down the thieves. Then the society sends its own inspectors to shadow the milkmen on their rounds, and if they suspect that one of the carriers is in the possession of cans to which he is not entitled they stop him and examine his barrow. The results of this system are admirable. Last year no fewer than 11,792 cans and 495 churns, all lost, stolen or strayed, were collected by the society. The question naturally presents itself, Of what use are these misappropriated cans to the milkman? One purpose to which he puts them is this: When he leaves his employer's dairy with his usual allowance of milk he makes for the nearest news or other places furnished with a tap. Having secretly added a considerable amount of water to the milk he fills the

stolen cans with the adulterated stuff and delivers it to his own customers. The danger his employer is unconsciously running will be apparent, for the sanitary inspector may at any moment come across the carrier and take a specimen of the "milk" for analysis. A prosecution and a fine would inevitably follow, but the dairyman and not his dishonest servant would suffer.

Then, again, an unscrupulous milkman on his rounds may run short of cans. He finds on the doorstep or on the area railings the cans of an opposition firm. Nothing is easier than to appropriate these to his own use. Many such cases of "slimness" have come to the society's notice. Thousands of these cans are never returned to their owners. One day an officer of the Exchange espied a milkman meandering toward his own home, bending under the weight of a sack which he was carrying on his shoulders. The sack was found to contain nothing but cans belonging to another firm in the neighborhood.

The most extraordinary case the society has dealt with lately was one in which an East End Jew was the offender. On his premises between thirty and forty missing churns were found. The Israelite's bed was built on hidden churns. The washing basin rested on two churns—artistically draped; three others, decorated in a similar way, served as a dressing table! The furniture was all churns.

In another case a Camdentown lodger left forty-seven stolen churns in liquidation of a long standing account! It is the duty of the Exchange to ferret out these leakages of milk cans and churns, and while restoring the missing articles to their owners to prosecute the offenders. As a rule, milk deliverers are an honest class of men, but there are black sheep among them. As illustrating the value of the work done by the Exchange it may be added that last year it recovered property worth over £4000.

## Help Wanted.

CATALOGUE AND ADVERTISING MAN by a Canadian wholesale Hardware house. Apply, stating age, experience and salary expected, to ANGORA, care HARDWARE, 275 Broadway, New York. 162

## Situations Wanted.

BUYER, MANAGER OR SALESMAN.—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address S. F., care HARDWARE, 275 Broadway, New York. 165

HARDWARE SALESMAN.—Experienced salesman desires to handle on commission line of Hardware or house-furnishing goods for Pittsburgh, Allegheny and vicinity. Address W. C. MCINTYRE, 936 Kirkpatrick Avenue, Allegheny, Pa. 163

TRAVELING SALESMAN.—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1472 East Monument Street, Baltimore, Md. 164



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

### The Credit Man's Duties.

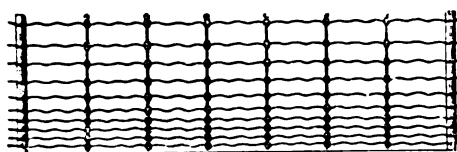
Unlimited opportunities for tact and diplomacy are afforded to the credit man of any large manufacturing or wholesale house.

One of the most difficult things which a credit man has to do is to gracefully turn down a concern starting in business and wishing to secure a line of credit. A man who is to open a new shoe store comes into our place of business and buys a bill of goods. When he is referred to me I endeavor to obtain from him a full and complete statement of his affairs, and at the same time to give him thoroughly courteous treatment. Before the goods are put up it is frequently necessary, in case of a new customer, to require of him that we shall receive the whole or a portion of the purchase money before the goods are shipped. If, after I have looked up a party and his account is not, in my opinion, a desirable one,

I have to tell him so, if possible, without offending him. I find, after long experience, that it is best to write a matter like that rather than to say it. Accordingly when I have a duty of that kind to perform I usually tell the dealer that I shall communicate my decision to him in the course of a day or two. The letter which I write is quite brief and to the point, and, of course, ends the matter so far as we are concerned.

While there are many men looking for credit who are not entitled to it, yet there are many others who will in time prove desirable customers, provided they are started in the right way. They have perhaps a small capital, but are honest in their intentions. Such dealers we like to have on our books, provided we do not have to take too great a risk at the beginning.

I find that intuition goes a great way in extending credit.




A Complete Line of  
**Plain, Coiled or Ornamental Fences,  
Gates and Poultry Netting.**  
All kinds of WIRE at lowest prices. Goods  
Standard the World Over.  
**THE JONES NATIONAL FENCE COMPANY.**  
COLUMBUS, OHIO.

**BALL-BEARING  
CASTERS.**  
Samples and Catalog free.  
**STANDARD CASTER & WHEEL CO.**  
314-333 E. 23d St., New York.

The Only First Hand Source of  
**GENUINE  
MARTY  
TRAPS**  
is with  
**BURDITT & WILLIAMS,**  
Sole Importers.  
BOSTON, MASS.

**Blake Lamb Traps.**  
Lightest and  
Strongest Made.  
For 40 years the favorite  
wherever used. Send for  
catalogue to the  
**HAWKINS CO., Successors,**  
Waterbury, Conn.

**C. & F. WIRE STRAIGHTENER.**  
Straightens wire  
from No. 3 to No. 30.  
It is 14 inches long,  
4 1/2 high and 5 wide.  
Weight 25 pounds.  
Send for Circular.  
**Chandler & Farquhar,** 181 Congress St.,  
BOSTON, U. S. A.



**COLUMBUS BOLT WORKS,**  
COLUMBUS, OHIO.  
**BOLTS, .: NUTS, .: WASHERS,**  
TURN BUCKLES,  
BRIDGE and ROOF RODS and BOLTS.  
ALL KINDS  
OF  
**CARRIAGE FORGINGS.**  
Catalogue on Application.



**Laflin & Rand Powder Company**

MAKES

**All Kinds of Powders**

FOR

**All Kinds of Guns.**

Enclose Six Cents for 1901 Calendar.

CORRESPONDENCE INVITED.

**Laflin & Rand Powder Co.,**

99 Cedar Street,

**NEW YORK CITY.**



THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston

Sometimes I am strongly prejudiced at once against a perfect stranger who comes to me to secure a line of credit. The man may be of good appearance, and his request, apparently, worthy of consideration, yet I feel intuitively that I do not wish to do business with him. I find that in such cases it is better to decline his request, although sometimes the men whom I have turned down in this way might have subsequently proved good customers. Yet there are many other instances where my intuition has proven correct, and the man himself an incompetent or swindler. Even if he proves to be successful, however, I still believe in following my intuition because I should worry enough over extending a line of credit in this way to more than counterbalance any profits which might be made on the transaction.

Of course credit men are not infallible in their judgment, and are liable to make mistakes at any time. I claim, however, that with a certain faculty which is born in a man for work of this kind, and with the experience which one acquires in the course of a few years' work in the harness, there should not be many serious mistakes made in the extending of credits. The brightest and most experienced credit men, however, are frequently taken in, and it requires eternal vigilance to guard against making losses. To sift

the good from the bad, the true from the false, and to play a most important part in the success or non-success of the concern is, in a nutshell, the credit man's position. There is no doubt that this position is a most delicate and difficult one to fill.

FREDERIC G. KIMBALL.

First Beggar—Why didn't you tackle that lady? She might have given you something.

Second Beggar—I let her go because I understand my business better than you. I never ask a woman for anything when she is alone; but when two women are together you can get money from both, because each one is afraid the other will think her stingy if she refuses. This profession has to be studied just like any other, if you expect to make a success of it, see!—*Harlem Life*.

"What kind of music," asked the leader of the mandolin orchestra, "do you think your wife will want?"

"Well," said the man who had called. "It's a sewing society of some kind that's to meet at the house. I guess any kind of ragtime music would be appropriate."—*Chicago Tribune*.

# NEVER RUST

**D**OES just what its name implies. It protects all kinds of Machinery and Metals against decay and rust. It is easy to apply, and just as easy to remove. It never becomes rancid, nor will it get hard. ❖ ❖ ❖ ❖ ❖ ❖

SAMPLE UPON  
REQUEST.

COUPOUND SPECIALTY CO.

SOLE AGENTS

GEO. BORGFELDT & CO.,  
48 WEST 4th STREET,  
NEW YORK CITY.

Dept. Sch.

AGENTS WANTED ALL

OVER THE COUNTRY.

# He couldn't tell them apart.

*One was a hand cut file.*

*The other was an unmarked ARCADE.*

*He was the Superintendent of a big shop—a first rate mechanic, but had used hand-cut files for thirty years and never found anything to equal them. Didn't believe ARCADES could approach them in results, notwithstanding the difference in cost. Finally our man interested him in this proposition—we were to send him a gross of ARCADE Files, Weed's increment cut, unmarked, with the understanding that they were to be mixed up with the hand-cut files, used for a month, and if the two makes could then be distinguished, either in appearance or from results, we were to charge nothing for our files. This concern is still buying ARCADES, and we are willing to furnish files to anybody who wants them on the same terms.*

*ARCADE Files are the acknowledged standard by the best mechanics everywhere, and we guarantee them equal to the best English HAND-CUT Files.*

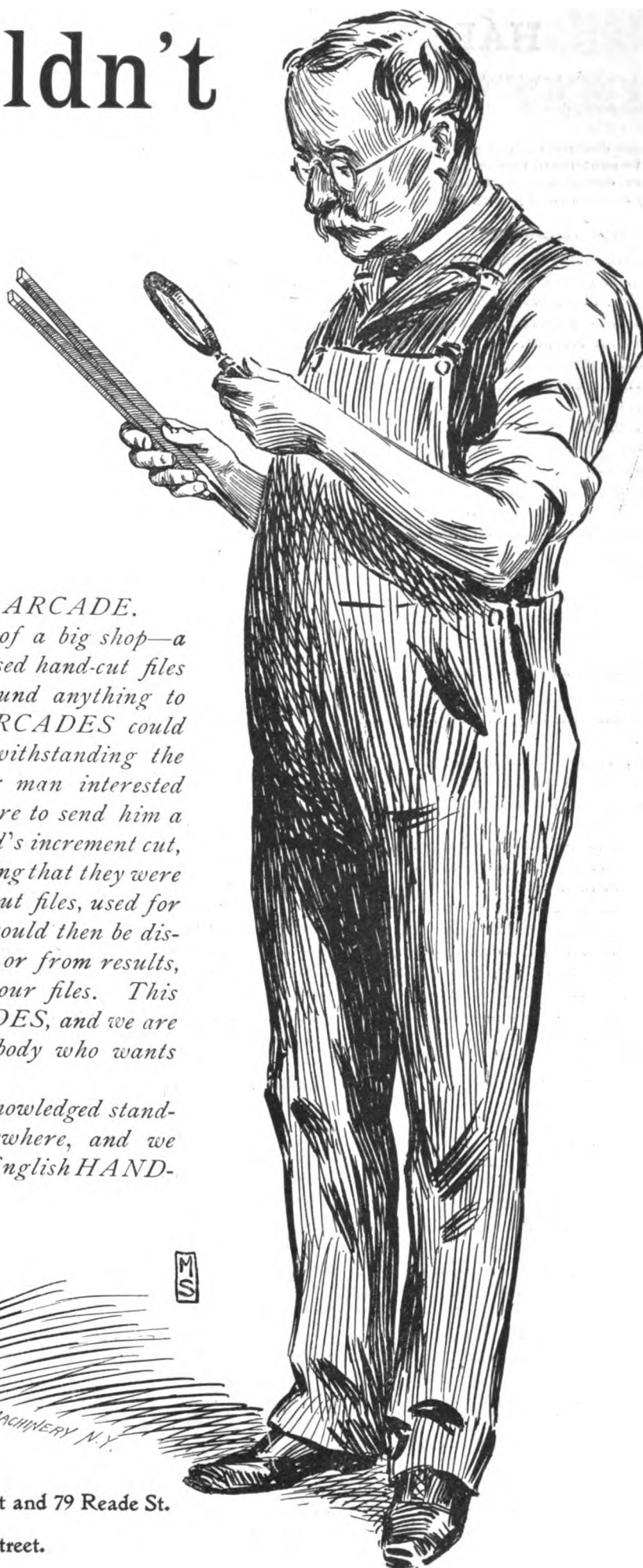
## The Arcade File Works,

Established 1842.

Works: ANDERSON, IND.

NEW YORK, 97 Chambers Street and 79 Reade St.

CHICAGO, 118 Lake Street.





## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Aberdeen, S. D.—Culver Bros.  
 Andale, Kan.—Gerhart May.  
 Columbia, S. C.—H. A. Webb.  
 Des Moines, Ia.—Des Moines Iron Co.,  
 117 W. Court Avenue.  
 Kaufman, Tex.—Malone & Higgins.  
 Knoxville, Tenn.—Wm. Schuler, 210  
 Gay Street.  
 Lewiston, Me.—J. H. Stetson Co.  
 Lincoln, Neb.—American Range &  
 Hardware Co.  
 Richmond, Vt.—J. O. Olmstead.  
 Riverside, Cal.—Franzen Bros.  
 Roff, Ind. Ter.—Van Winkle Hardware  
 & Implement Co.  
 Sadorus, Ill.—N. R. Hixon.  
 Stockton, N. J.—Richard Chambers.  
 Watertown, N. Y.—Pool & Sill, 3 Bur-  
 dick Bldg.

### Changes and Improvements.

Aiken, S. C.—The firm of Powell Bros.  
 has been succeeded by the Powell Hard-  
 ware Co.  
 Beattie, Kan.—The firm of Bell Bros.,  
 Hardware, has changed hands. Cole &  
 Helverine have purchased the stock of  
 goods.  
 Denison, Tex.—The Hall-Leeper Hard-  
 ware Co. have just finished a new office in  
 the centre of their store.  
 Des Moines, Ia.—L. C. Kurtz, who re-  
 cently bought the building at 312 West  
 Walnut Street, will remodel it during the  
 coming season and as soon as his ground  
 lease at 308 West Walnut street, where  
 his Hardware store is now located, expires  
 will remove into the new quarters. Part of  
 the building purchased is two stories high  
 and part of it is a three-story structure.  
 The entire building will be occupied by  
 Mr. Kurtz.  
 Greenville, Tenn.—The extensive im-  
 provements on the brick store room on  
 Main street recently purchased from the  
 Allen heirs by the John M. Jones Hard-  
 ware Co., are about completed, and the  
 firm hope to occupy it soon.  
 Green Valley, Ill.—G. A. Firth is pre-  
 paring to build an addition to his Hardware  
 store.

Houghton, Mich.—The Hardware firm of  
 I. E. Swift & Co. will shortly enlarge its  
 store in the Shelden-Calverley Building by  
 occupying the room just west of the pres-  
 ent quarters.

Kaufman, Texas—The firm of A. E. Car-  
 lisle & Co. have sold out to Carlisle, Beaty  
 & Co. This is one of the largest Hardware  
 companies in Kaufman.

Lansing, Mich.—R. D. Hensel has sold  
 his Hardware stock to J. Stahl & Son, who  
 will consolidate it with their business.

Larned, Kan.—A. A. Doerr has pur-  
 chased the south half of the Wilson block

and will occupy the same with his large  
 Hardware and implement business in Jan-  
 uary.

Minneota, Minn.—W. C. Gowin, who  
 has been in the Hardware business at San-  
 born, has disposed of his interests there  
 and moved to Minneota and will assist  
 W. B. Gislason in taking care of the Cor-  
 ner Hardware.

Morning Sun, Ia.—J. F. Bonner has sold  
 his Hardware store to Mr. McCullough, of  
 Wyman, Ia.

Mt. Vernon, Tex.—Mrs. C. N. Koonce,  
 Hardware merchant, will go out of business  
 and has sold her stock to Dutton, League  
 & Majors.

New Windsor, Ill.—P. E. Nichols has  
 bought the Hardware business of Peterson  
 & Co.

Plymouth, N. Y.—Walter Butts and  
 Arthur S. Bartlett, who have run a gro-  
 cery, dry goods and Hardware business  
 here for the past year, have sold out to  
 Ransom Butts, of whom they purchased  
 the business.

Reading, Pa.—Henry F. Hertzog and  
 Elmer S. Heilman, proprietors of the Hard-  
 ware store at the northwest corner of Sixth  
 and Bingham Streets, have dissolved part-  
 nership by mutual consent. Mr. Hertzog  
 is now the sole proprietor and will con-  
 tinue the business.

Reidsville, N. C.—P. Houston Neal, of  
 Danville, Pa., has purchased the Hardware  
 business of W. M. Parker & Co., and  
 taken charge of the establishment.

Sioux Falls, S. D.—E. W. Hackman has  
 purchased the hardware business of C. H.  
 Vincent.

Thomasboro, Ill.—James Leonard has  
 sold his interest in the Hardware store to  
 Henry Fiedler.

Thomas, Okla.—Will Tracy has sold his  
 interest in the Hardware store to W. S.  
 Shepard.

Tivoli, N. Y.—Curtis and Vandebogart  
 are closing out their hardware store.

Toledo, O.—Work on the plans for the  
 new Hardware building for Bostwick,  
 Braun & Co. is progressing rapidly. It  
 will be located on Huron Street, close to  
 the Clover Leaf road, and a switch will  
 be run into the building.

Tully, N. Y.—James T. Irwin has bought  
 a one-half interest in the Hardware busi-  
 ness of F. C. Hayford.

Waukesha, Wis.—C. A. Haertel has dis-  
 posed of his hardware business.

Woodside, N. Y.—John Schreiner,  
 who has conducted a Hardware business  
 corner of Townsend Street and Jackson  
 Avenue, has sold his property and business  
 to John W. Petry, a hardware dealer of  
 Long Island City, and it is the expecta-  
 tion that the new owner will in the near  
 future open a first class store in the same  
 place.

### Business Embarrassments.

Buffalo, N. Y.—John D. Meister, whole-  
 sale Hardware agent, has filed a voluntary  
 petition in bankruptcy. His liabilities are  
 given as \$37,724.85, with \$13,044 as securi-  
 ties. His unsecured liabilities are set at  
 \$18,715.34. His assets are scheduled at  
 \$2,591.67.

Union Springs, Ala.—The Hardware  
 store of M. W. Johnston has been closed  
 up by United States officers, in the ab-  
 sence of Mr. Johnston, who immediately  
 returned. C. E. Gholson has qualified as  
 receiver.

### Fires in Hardware Stores.

Borup, Minn.—Anderson & Pepple.  
 Damariscotta Mills, Me.—Ira J. Oliver.  
 Dwight, Kan.—Swenson's Hardware  
 store.

Hanover, Ont.—B. F. Ahrens.  
 Meadville, Pa.—E. S. Mounin.  
 Stark, Kan.—Geo. B. Singleton.  
 Taftville, Conn.—Amede Pion. Loss,  
 \$2,000; insurance, \$1,600.

Titusville, Pa.—A midnight blaze has  
 caused a loss on the stock of S. S. Bryan,  
 Hardware merchant, amounting to \$3,000,  
 fully covered by insurance.

Winnipeg, Man.—Fire visited the Hard-  
 ware store of Robert Wyatt on Main Street,  
 and did damage approximately estimated  
 at \$3,000.

### Burglaries in Hardware Stores.

Hymera, Ind.—Cummins' Hardware  
 store.

Pueblo, Col.—J. M. Killin & Co., \$250.  
 Richmond, Kan.—Putnam's Hardware  
 store.

West Union, W. Va.—Kane & Keyser,  
 revolvers and cutlery.




Is unquestionably the best machine of its kind ever  
 offered to the public. It will cut without crushing  
 raw or cooked meat, sea food, fruit, vegetables, etc.,  
 into coarse or fine pieces, according to the cutter  
 used, of which three accompany each chopper.

It has eliminated all the objectionable features of  
 other choppers and has added several improvements  
 that are distinctly its own. It is always in order and  
 the knives require no sharpening.

An additional and exclusive feature of the Star  
 Food Chopper is a plate hinged at the top of the  
 hopper which, when pressed on the food to be cut,  
 forces it upon the feed screw, thus preventing the  
 possibility of injuring or soiling the fingers, which is  
 liable to occur in using other choppers.

For sale by all dealers.

CHAS. D. BROWN, Sole Agent,  
 160 Duane Street, New York City.

**Recent Victories!**  
  
45-70-500  
U.S. GOVT.

At Sea Girt, Aug. 31, Sept. 8, 1900, Great International Rifle, Revolver and Military contests:

**Peters Cartridges and King's Semi-Smokeless**

Took all the following prizes:


WIMBLEDON CUP, 1000 yards,  
SCHUTZEN MATCH,  
INTERSTATE MILITARY MATCH,  
INTERSTATE REGIMENTAL TEAM MATCH,  
ALL COMERS MILITARY MATCH,  
NEW JERSEY RIFLE ASSOCIATION TROPHY MATCH,  
WINCHESTER MATCH,  
REVOLVER RE-ENTRY MATCH,  
REVOLVER TEAM MATCH;  
in fact almost everything within sight.

Peters Cartridges are all loaded with the famous King's Semi-Smokeless.

**THE PETERS CARTRIDGE CO., Cincinnati.**

Eastern Branch, T. H. KELLER, Mgr., 80 Chambers St., N. Y.  
Hibbard, Spence, Bartlett & Co., Chicago, Ill.

**Brauer's Pat. Ankle Support**  
As shown in illustration is to be  
Worn by Skaters with Weak Ankles  
for the purpose of supporting the ankle, and at the same time permitting flexibility of the wearer's foot. Made of Russet Leather; light in weight; easily applied and of moderate cost.



For Sale by all Jobbers handling Skates.  
Manufactured by  
**BRAUER BROS.,**  
2004 Locust St., St. Louis, Mo.

**MENAGH'S PRICE CARDS AND HOLDERS.**  


Single Frames, holding one 10 x 14 card on each side, with brackets, \$9.00 per doz. net.  
Double Frames, holding two 10 x 14 cards on each side, with brackets, \$12.00 net. (Owing to risk of breakage in transportation, 10 x 14 protecting glasses for cards are not furnished.)  
Price Cards, 10 x 14 60 cents per doz. net.  
Special Price Book, 400 pages, 10 x 14, \$9.00 each, net.  
Quotation Book, 200 pages, \$7.00 each, net.  
Easy Sign Marker, \$1.50 each, net.


Illustrated Circular on Application to  
**JOHN S. MENAGH,** 134 Newark Ave., JERSEY CITY, N. J.

**OILERS.**  
"PERFECT" 25c.  
"LEADER" 10c.  
"GEM" 5c.  
"STAR" 10c.



We make oilers for almost the entire trade. The quality of our oilers is unequalled.

**CUSHMAN & DENISON.** Mfrs., 240-2 W. 23d St., N. Y.

**THE OGDEN**  


**AUTOMATICALLY REGULATED LIQUID**

**DOOR CHECK & SPRING**

"The Ogden Check" in Brief is

The only check that controls the door entirely. The simplest and strongest check made. Easily applied by anyone of ordinary intelligence. Refilled with liquid, when necessary, through the filling chamber without removing from the door. Positively regulated under all conditions and cannot leak.

**SIMPLICITY SIMPLIFIED.**

MANUFACTURED BY

**THE OGDEN MFG. CO., NEWARK, N. J., U. S. A.**

  
Indoor.

**THE NULITE**

750 Candle Power

**ARC ILLUMINATORS**

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

A 20th Century Revolution in the Art of Lighting.

They darkness into daylight turn, And air instead of money burn.


**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**

They are Portable. Place them anywhere.

We also manufacture Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Good Agents Wanted. Write for Catalog and Prices.

**CHICAGO SOLARLIGHT CO.** Garden City Bldg. CHICAGO.

  
Outdoor.



**AN ODORLESS LAMP**

The "ARGAND" is absolutely without odor. That's a big point when you are showing a lamp to a customer. A long list of arguments for the ARGAND will be sent for the asking

**GOOD PROFITS TO DEALERS.**

Retails for \$4.00 and upwards.

**ARGAND VAPOR LAMP CO.,** DETROIT, MICH.



**INVESTIGATE THE "Fleming" MOTOR**

Before building your Motor Cycle.

**FLEMING MFG. CO.,** 98-95-97 ELIZABETH ST., NEW YORK, N. Y.

**THE "BARDSLEY"**

**Oil Door Check & Spring**



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size A,	price each,	\$3.50
" B,	" "	4.00
" C,	" "	5.00
" D,	" "	6.00
" E,	" "	7.00

**LIBERAL DISCOUNTS TO THE TRADE.**

**JOS. BARDSLEY,**  
147 to 151 Baxter St., NEW YORK CITY.

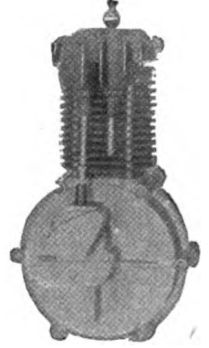
**Gasoline Motors,**

One to Seven H. P.

Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches and Other Purposes.



**ADVANCE** **BI-CYCLE MOTOR.**

Also Complete Sets of Castings and Working Drawings for Constructing these Motors.

**Lowell Model Works**  
Box 292, LOWELL, MASS.

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Augusta, Me.—Porter Sash Lock Co. of Kittery has been incorporated to manufacture and deal in patented sash fasteners or locks; \$10,000 capital stock. President, John M. Porter, Boston; treasurer, Edward S. Bailey, Reading, Mass.

Beaver Falls, Pa.—John G. Dixon and others of this city are forming a company with \$35,000 capital to engage in the manufacture by a new process of a white metal for use in table cutlery, harness ornaments, etc. The metal is intended to displace silver and, it is said, can be made very cheaply.

Buffalo, N. Y.—Jewett & Co. has been incorporated to manufacture stoves and ranges; capital, \$150,000. Directors—F. D. Locke, N. H. Jewett and F. H. Williams, of Buffalo.

Chicago, Ill.—American Tinware Mfg. Co. has been incorporated. Capital stock, \$5000; incorporators, Myer S. Emrich, Richard G. Marriott and Eugene L. Gilmore.

Cincinnati, O.—The United States Aluminum and Metal Mfg. Co. has been organized in Cincinnati for the purpose of manufacturing aluminum castings from acme aluminum, a special alloy of the metal. The company is just completing its plant at Hamilton and Vandalia avenues and Blue Rock street, Cumminsville, and will be ready for business in a short time. The manager of the plant is R. C. Sawyer and the superintendent Emerson Davis, who were formerly with the Indianapolis Brass Co.

Corry, Pa.—The Penn Shovel Co. has been incorporated; capital, \$50,000.

Crawfordsville, Ind.—The Crawfordsville Wire Nail Co. has been incorporated with a capital stock of \$50,000. Directors—Irwin A. Detchon, Clifford D. Vous, William P. Herron, Humphrey H. Ristine, Peter C. Somerville, Harry E. Greene and Benjamin Crane.

Des Moines, Ia.—J. M. Kelsey and C. A. Thompson, operating under the style of the Iowa Can Co., with headquarters on East First street, have concluded the purchase of about \$2000 of special machinery from the Manning Signal Lamp Co. This machinery they will use in the manufacture of tin cans for canning factory purposes, lard pails, milk tins, light tinware, separator covers, etc., largely increasing the capacity of their plant.

Glen Rock, Pa.—The State Department has issued a charter to the American Wire Cloth Co.. Capitalized at \$1000, and is mostly in the hands of local capitalists.

Meriden, Conn.—Charles A. Runge Mfg. Co. has been incorporated to manufacture Hardware. Capital \$5000. Incorporators:

C. A. Runge, J. Whitworth, C. J. Danaher.

Meriden, Conn.—The firm of Porter & Frank, organized about fifteen years ago in Meriden, as dealers in metal, have entered the industrial field as manufacturers. They have purchased and propose to manufacture saddlery Hardware in connection with other goods.

Indianapolis, Ind.—Modern Tool Co. has been incorporated to manufacture all kinds of tools. Capital, \$40,000. Incorporators: B. Wallace, F. Gallagher, G. E. Shafer, all of Indianapolis.

Muskegon, Mich. — The Automatic Wringer Co. has been incorporated with a capital stock of \$40,000.

Norfolk, Va.—Judge Hanckel has chartered the R. W. Whitehurst Co., for the manufacture of agricultural implements, machinery, &c. Capital from \$40,000 to \$100,000. Officers: R. W. Whitehurst, president and treasurer; Joseph B. Sanford, of Baltimore, vice-president, and E. K. Bonney, secretary. These, with George Gould and W. H. H. Trice, compose the board of directors.

Northfield, Conn.—The new corporation which has begun operations in Hopkinson's shop has revised its articles of incorporation so far as its name is concerned, and will do business as the Crescent Cutlery Co.

Worcester, Mass.—The business of Lord, Witter & Park, file manufacturers, 3 Foundry Street, has been incorporated under the laws of New Hampshire as the Lord Mfg. Co., with a capital stock of \$100,000. The business is the manufacture of a patent file.

### Changes and Improvements.

Cleveland, O. — Cleveland Pneumatic Tool Co. have increased their capital stock from \$25,000 to \$75,000.

East Chicago, Ind.—The Continental Chain Co. have erected large works for the manufacture of agricultural, wagon, railroad, marine and Hardware chains.

Indianapolis, Ind.—The Kokomo Wire Nail Co. has increased its capital stock from \$100,000 to \$200,000.

Milwaukee, Wis.—The Milwaukee Forge and Iron Co. have broken ground for the erection of their new plant. The company will manufacture large forgings for marine and other purposes.

Oneida, N. Y.—The Oneida Steel Pulley Co. has commenced the removal of the machinery of the Fulton pulley works to this village, and it is now being installed in the local plant in Cedar street. The local concern has just completed the erection of a large lumber kiln which has a capacity of 20,000 feet. It is expected that operations will be commenced by January 1, 1901.

Platts Mills, Conn.—The machinery used for the manufacturing of eyelets and tacks has been moved from the button shop to the factory across the street.

Rock Falls, Ill.—Cobb & Drew, of Plymouth, Mass., who operate a rivet factory at Rock Falls, Ill., are to build a wire-drawing plant in this place.

Wheeling, W. Va.—The Wheeling Iron and Steel Co. has begun the razing of the old Benwood Nail Works, one of the oldest manufacturing plants in the State, to make room for their new \$500,000 tube plant.

Winooski, Vt.—The Porter Screen Mfg. Co. has practically decided to rebuild the plant on the site of the one recently burned. It is the purpose of the company to make the new manufactory much larger than the one destroyed by fire, as the mill was taxed to the utmost capacity to fill the orders before.

Youngstown, O.—The Mahoning Foundry and Machine Co. are to build a large foundry and new machine shops.

### Recent Fires.

Bridgeport, Conn.—The E. S. Hotchkiss Hardware Co.'s building has been destroyed by fire, entailing a loss of \$80,000.

Carnegie, Pa.—A disastrous fire of unknown origin occurred at Carnegie recently, resulting in the total destruction of the extensive plow works of the A. T. Stewart Co. The loss is estimated at about \$40,000.

### Recent Embarrassments.

Anderson, Ind.—F. A. Walker, of this city, has been appointed receiver for the Northwestern Scraper Co., of Anderson. The company has been in operation for the past three years. The chief creditor is the Citizens' Bank, of Anderson. The liabilities are \$40,000, \$27,000 being held secured by the Citizens' Bank. The assets are estimated at \$50,000.

### Miscellaneous.

New Britain, Conn.—The directors of the North & Judd Mfg. Co have elected J. H. Whittemore of Naugatuck, formerly a director in the company, as president to succeed the late Charles S. Landers. Charles F. Smith was elected a director, making up the full board. The officers and directors are now as follows: President, J. H. Whittemore; vice-president, treasurer and general manager, H. C. Noble; secretary, E. M. Wightman; directors, J. H. Whittemore, H. C. Noble, G. M. Landers, C. F. Smith, William A. Griffin, A. J. Sloper and W. P. Champney.

Waynesboro, Pa.—The annual meeting for the election of nine directors of the Landis Tool Co. was held recently at the office of the company. These directors were elected: Dr. A. H. Strickler, Daniel Hoover, S. B. Rinehart, T. B. Smith, W. T. Omwake, F. Forthman, Wm. H. Snyder, Ezra Frick and Jay F. Shank. All were members of the board last year, except Mr. Shank, who succeeds Reuben Shover, deceased.



**IMPROVED TO PERFECTION.**

**The Linke,  
Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.**

Cleaned in a few  
seconds without  
taking apart. . . .

**The "ACORN"**

Is conceded the best Filter made to screw  
on a faucet.

A constant new surface is produced on  
stone and Filter is washed clean  
for every filtration.

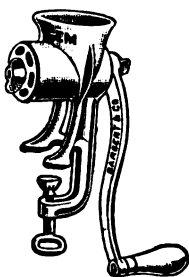
Booklets and Display Cards with all orders.

PATENTEES AND MFRS.,

**T. LINKE & CO.,**

1559 BROADWAY,  
NEW YORK.

# You Can Sell It!



SARGENT'S GEM FOOD CHOPPER is an article for  
kitchen use, intended to take the place of chopping bowl  
and knife. It is carefully made and nicely tinned; self-  
cleaning and self-sharpening, with steel cutters that  
cannot break.

Chops all kinds of meat, both raw and cooked, fruits,  
vegetables and other articles of food. Chops quickly, quietly and easily;  
is easy to take apart, easy to put together, easy to adjust.

**SARGENT & COMPANY,**

Manufacturers,

New Haven, Conn., New York, Philadelphia, Boston.

## FORKS, HOES, RAKES, &C., FOR EXPORT.

We make more than . . .

**740 KINDS OF FORKS.  
350 KINDS OF HOES.  
40 KINDS OF GARDEN RAKES**



In Sizes, Patterns and Grades . .

**FOR ALL MARKETS OF THE WORLD.**

**WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.**

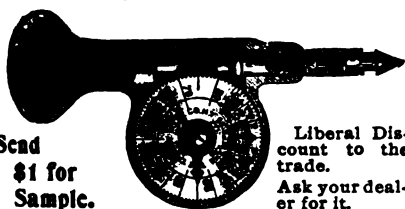
**THE IOWA FARMING TOOL CO.,**

Illustrated Catalog  
on Application. . .

**FORT MADISON, IOWA, U. S. A.**

## TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in  
shaft and then for your watch while  
balancing on a ladder. . . . .

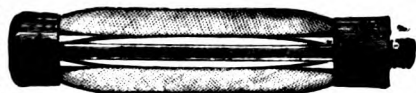


Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your dealer  
for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

## SHOT GUNS! DO YOU HANDLE THEM?



Look into the merits of the **TOMLINSON  
CLEANER**, now in its 10th year. An absolute  
necessity to every owner of a shot gun. Has had a large sale both in this country and  
abroad. Four square inches of brass wire  
gauze in contact with the barrel, and although  
it cuts all foreign matter free, is too soft to in-  
jure the barrel metal. Can be handled with a  
good profit. We help you with liberal adver-  
tising. Made in all gauges from 8 to 20—fit any  
rod. Send for booklet of testimonials. "Used  
everywhere in the civilized world."

MANUFACTURED BY  
**The GEO. T. TOMLINSON CO.,**  
Syracuse, N. Y., U. S. A.

—ALL JOBBERS OR—  
**THE SIMMONS HDWE. CO., Inc.,**  
ST. LOUIS, MO.

## ALUMININE.

The original and patented Aluminum Finish for  
Stoves. Carried by jobbers in all parts of the  
country. Send us your order and we will forward  
to the one nearest you. Manufactured only by  
**ALUMININE PAINT & POLISH CO.,**  
707 W. Lake St., Chicago, Ill.

Rutland Fire-Clay Co., Rutland, Vt., Eastern Agts.

## THE SUN Improved Odorless Gasoline Stoves

Ready to Light . . . .  
the moment gasoline is turned on.

**POSITIVELY ODORLESS.**—No soot, smoke,  
or dirt

**SAFE.**—The tank is out of sight and away from  
danger.

**SIMPLE.**—Burner has only three parts and it  
can't wear out.

**A WARMING CLOSET** which doesn't heat the  
house.

**MADE IN TWELVE SIZES.**



**The Sun Vapor Stove Mfg. Co.,**

29 East Atwater Street,  
DETROIT, MICH.

## THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**  
of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

**ESTABLISHED 1857.**

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Binghamton, N. Y.—There is to be a new cycle and sporting goods store in Binghamton. W. L. Montrose & Co. will be the owners, and it will be opened early in January at 172 Washington Street.

Camden, N. J.—A. J. Henry, of the firm of A. J. Henry & Co., of this village, dealers in cash registers and supplies and manufacturers of cash register paper, has bought the bicycle works on Main Street of John Schott, including the building, the machinery and fixtures.

Ft. Wayne, Ind.—The Meyer Cycle Co. has been incorporated with \$5000 capital. Directors, W. M. Meyer, C. F. Meyer and C. A. Meyer.

Indianapolis, Ind.—The C. G. Fisher Co. has been incorporated to deal in bicycles. Capital, \$15,000. Incorporators: C. G. Fisher, C. Koehring, G. Koehring, all of Indianapolis.

Los Angeles, Cal.—James Morris, Spring Street, between Sixth and Seventh. Marietta, O.—Knox & Henry.

Meriden, Conn.—A new industry is to be started in Meriden shortly for the manufacture of saddlery, Hardware, bells, dog collars, leather belts and in fact practically the same line of goods as was made by the Chapman Mfg. Co., now in the hands of a receiver. William E. Pepper, who was treasurer and general manager of the Chapman Mfg. Co. until a few weeks before the concern suspended business, together with Port & Frank, the Cedar Street junk dealers, are the men interested in this new concern. They have purchased of George W. Miller his factory at the corner of Mechanic and North George Streets, which consists of a roomy wooden building nearly 100 feet deep. Besides the factory and machinery a house just south of the factory was included in the deeds.

Norwich, Conn.—The Thames Chain & Stamping Co. has filed in the State Secretary's office a notice of change of business to conduct a general bicycle sundry business.

Oneida, N. Y.—George L. Dutton, of the firm of Munroe, Newkirk & Dutton, has formed a copartnership with H. B. Van Horn to engage in the bicycle business the coming season under the firm name of Van Horn & Dutton. Mr. Dutton is still a member of the first mentioned firm.

Ottawa, Ill.—Armstrong & Mitchell, repairing.

South Glens Falls, N. Y.—Howard Sherman is erecting a building which he will use for a bicycle repair shop.

Syracuse, N. Y.—The Brennan Mfg. Co. and the I. A. Weston Co. have taken the contract to manufacture for W. D. Andrews a new bicycle to be known as "The

Andrews." The wheel will be similar in style and color to the Frontenac.

Wolcott, N. Y.—Westfall & Sabin.

### Changes and Improvements.

Antioch, Ill.—Kelly & Garrett succeed William Kelly.

Bellevue, O.—H. W. Hillier has removed to Lorain.

Bowling Green, Ky.—C. S. Atkinson & Co. have bought out James Smith.

Boyden, Ia.—The Boyden Hardware Co. have sold out.

Clarksburg, W. Va.—W. Harrison has sold out.

Dakota, Neb.—Grieble & Brayhill have sold out.

Danbury, Conn.—The Hull Bros. Co. succeed Hull & Hoyt Co.

Davis, I. T.—Jarbo, Woolley & Davis have sold out.

East Pepperell, Mass.—Kemp & Dunlap have dissolved partnership.

Faribault, Minn.—Gus Thomas succeeds Robert Brown and C. Weber.

Faribault, Minn.—F. D. Orne succeeds Thomas & Orne.

Glastonbury, Conn.—Harry E. Welles is erecting an addition to his store.

Greenfield, Mass.—A. H. Davey has closed for the season.

Hebron, Neb.—E. J. Stewart succeeds E. A. Elder.

Indianapolis, Ind.—Fred Patee has bought the Outing Bicycle Co. and the Munger Bicycle Co., which have been in the hands of a receiver.

Kansas City, Mo.—A new wholesale sporting goods house will move to Kansas City this winter. Louis Erhardt & Co. of Atchison, Kan., have leased the four-story building at 806-808 Walnut Street and will move here about February 1.

Kenosha, Wis.—The Sterling bicycle plant has been sold by the American Bicycle Co. to Thomas B. Jeffery, of Chicago, late of the firm of Gormully & Jeffery. The consideration expressed in the deed is \$65,000. It is stated Mr. Jeffery will manufacture automobiles in the near future.

Lapeer, Mich.—B. F. Loder will sell out.

Leigh, Neb.—R. H. Goodge succeeds Dunn & Goodge.

Little Sioux, Ia.—H. L. Gilmore succeeds B. L. Jones.

Meriden, Conn.—E. D. Elster, the well-known dealer in bicycles, sporting goods, sewing machines, etc., will move during January from his present quarters, 133 Hanover Street, to the Penfield Building, nearly opposite. He will occupy the entire first floor of the large building.

Northville, Mich.—The big three-story addition to the Dubuar air-gun factory has been completed. Employment has been given to about fifty more people.

Ottawa, Ill.—The Ottawa Cycle Co. have certified that it has been dissolved.

Pittsville, Wis.—L. L. Dodd has discontinued business.

Plymouth, N. H.—J. T. Dole succeeds J. M. Kendall.

Portsmouth, N. H.—W. W. McIntire has removed to High Street.

Ravenna, Mich.—A. E. Burden succeeds E. E. Bartholomew.

Seattle, Wash.—H. Siegrist & Co. have sold out.

Smith Center, Kan.—E. S. Berger succeeds Wentworth & Co.

Smethport, Pa.—John C. Hamlin succeeds Hamlin & Redfield.

Tillamook, Ore.—Harley Morton succeeds W. V. Morton.

Tipton, Ind.—Thatcher & Kirtley have discontinued business.

Victoria, B. C.—Onions & Pimley have dissolved partnership.

Virginia, Minn.—A. Hankinson & Co. succeed A. Hankinson.

Waitsburg, Wash.—Macomber & McCann have sold out.

Wilmington, N. C.—A. H. Yopp has purchased the business of H. H. Helms, 209 Market Street.

Youngstown, O.—The Andrews Wheel Co. have discontinued business.

### Recent Fires.

Amarillo, Tex.—R. H. McAlpine.

Bridgeport, Conn.—Premier Cycle Co.

Buffalo, N. Y.—The plant of the McKaig-Dorntge Drop Forging Co., at Ebenezer Station, has been destroyed by fire. The company have been engaged in the manufacture of bicycle supplies.

Chicago, Ill.—The Fowler Bicycle and Carriage Works in Carpenter Street have been destroyed by fire. Loss on building and contents amounts to \$80,000.

Circleville, O.—Shell's bicycle store.

May's Landing, N. J.—J. E. Stillies; insured.

Oneida, N. Y.—J. Van Horn, Madison Street; slight damage.

San Francisco, Cal.—Fire in Ladd's gun store at 421 Kearney Street has completely destroyed the stock, valued at about \$30,000. Ladd's insurance was \$5000. Loss to building, \$10,000.

### Recent Embarrassments.

Chicago, Ill.—On petition of several creditors, Judge Kohlsaat in the United States District Court, has appointed the Chicago Title and Trust Co. receiver of the assets of the Otis Bicycle Co., of 114 Dearborn Street. This action followed the filing of a petition to have the firm declared bankrupt.

West Haven, Conn.—F. A. Norton & Co., dealers in bicycles and hardware at 187 Campbell Avenue, are in financial straits. Inability to meet the claims of creditors has caused attachment to be made, and the store in West Haven has been placed in charge of a sheriff's keeper. Norton & Co. have been unable to settle claims, and steps have been taken by the firm to go into bankruptcy. The firm has debts of about \$3500 and assets of about \$1000.

**MORROW**

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.Everyone Giving Satisfactory  
Service.Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.**ECLIPSE MFG. CO., ELMIRA, N. Y.**NEW YORK BRANCH:  
105-107 Chambers Street.**THE CHAMPION SASH LOCKS**ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

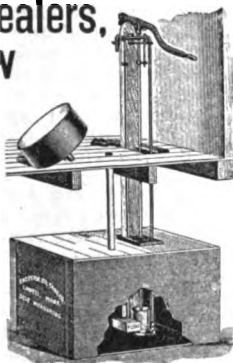
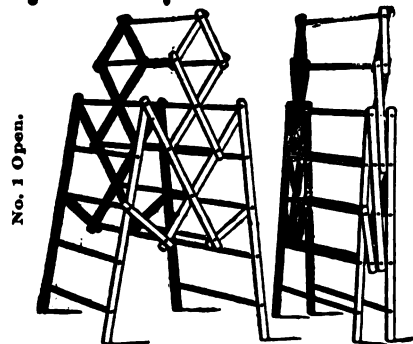
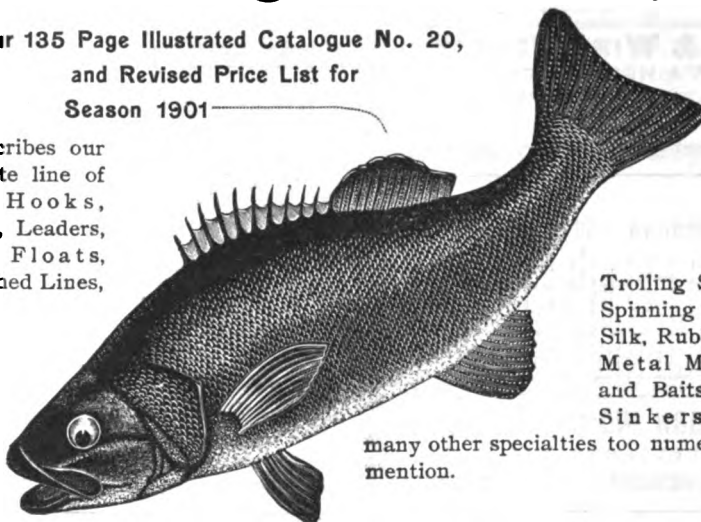
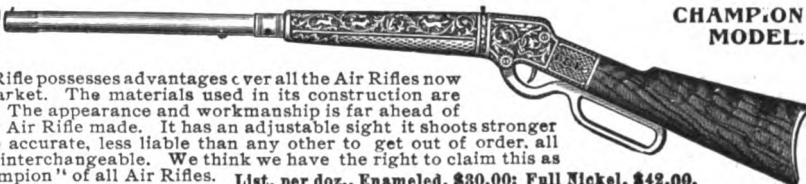
MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

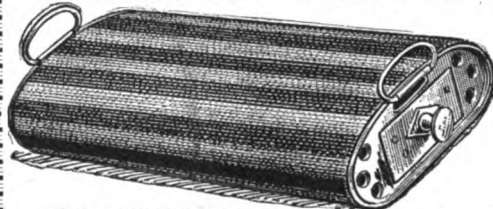
Catalogue on Application.

**The Champion Safety Lock Co.,**  
CLEVELAND, OHIO.**Hardware Dealers,  
Do You Know**That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the **Best, Simplest**  
and **Cheapest**,**"The Eastern."**Send for catalogue,  
containing price and  
points of merit.All Outfits War-  
ranted.**Eastern Oil-Tank Co.**

146 Fletcher St., Lowell, Mass.

**Rogers' Patent Adjustable Extension Clothes Rack.****A QUICK SELLER.**  
Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1880.  
**ROGERS & SON, - Kendallville, INDIANA.****Mr. Fishing Tackle Buyer!**Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901Describes our  
complete line of  
**Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
Furnished Lines,****Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and**many other specialties too numerous to  
mention.**THE ENTERPRISE MANUFACTURING CO.,****The Largest Manufacturers of Fishing Tackle in the United States.****AKRON, OHIO, U. S. A.****Columbian 1000-Shot Air Rifle.**Patented  
Oct.  
24, 1893.**CHAMPION  
MODEL.**This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.  
—Write for Discounts to Trade.**WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.****LEHMAN HEATERS AND COAL**

For CARRIAGES and SLEIGHS



Are Quick Sellers...

THEY GIVE ENTIRE SATISFACTION,  
AND WHAT IS MOREThey are Simple Safe, Prac-  
tical and Economical.HARDWARE DEALERS will find our goods ready sellers, and the fact that 135,000 heaters are in  
actual use is sufficient guarantee of their usefulness. 500,000 pieces of coal sold annually, two cents' worth  
lasting twelve hours.**LEHMAN BROS., Manufacturers**  
10 Bond Street, New York City**JAS. W. ERRINGER**

(Gen'l Western Sales Agent)

297 Wabash Ave., Chicago, Ill.

Mention HARDWARE when writing.

**SOMETHING NEW IN KNIVES.**Smith's Pat. Blade is made of german silver, when  
plated wears indefinitely and the thin strip ofinserted **STEEL** is ALWAYS SHARP.Send 22 two-cent stamps to **E. H. H. SMITH, 40 Murray St., N.Y.,** for a Beautiful Sample Knife.Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power**ELEVATORS**

Send for Circulars.

**Kimball Bros. CConnell Bluffs, Ia.**  
No. 1013 Ninth Street.**500 HARDWARE DEALERS**  
Handle Our Goods  
At a Profit of 100%.We make **WHITE ENAMELED LETTERS,**  
House Numbers, Name Plates,  
**ENAMELED STREET SIGNS,** Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.Free Samples to Prospective Customers.  
Send for Catalogue.**A. V. TAYLOR & CO., Enamellers,**  
CINCINNATI, OHIO.





**IRON & WIRE FENCING**  
ELLIS & HELFENBERGER,  
500 SENATE — INDIANAPOLIS, IND.

### RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,  
New Brighton, Penn.

### PRIEST'S CLIPPERS



Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.



SEAMAN'S PAT.  
SEPT. 7, 98  
**The POSITIVE EXPANSION BOLT.**  
D. G. SEAMAN & CO.,  
1638 Hutchinson St., Philadelphia, Pa.  
FOR SALE BY  
NEAL & BRINKER, 18 Warren St., N. Y.  
It has been the aim of the inventor to overcome  
the great existing evil of a bolt slipping in its  
fasteners and the object has been achieved.  
—SEND FOR PRICE LIST.—

### Prison, House and Stable Work;



JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

### HAYES FILE CO. DETROIT, MICH.

Established 1870.



Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.

### ROBERT MURRAY

24 Duane St.,  
New York City.

### General Hardware

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

## Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES**, twenty-five cents per line.

### Help Wanted.

**HARDWARE CLERK.**—Young man in a Chicago Hardware Store.  
Must be experienced and a hustler; also capable of making a  
record for himself. No others need answer. Address F. L. SALISBURY,  
125 La Salle Street, Chicago, Ill. 159

**PUMP SALESMAN.**—Technically educated man of experience and  
ability as traveling salesman; must be energetic, and capable of  
handling large pump problems. Address X, care **HARDWARE**, 275  
Broadway, New York. 87

**TRAVELING SALESMAN** for an old-established tool manufac-  
turing company. Address, stating experience, salary expected, and  
giving references, P. O. Box 476, Cincinnati, Ohio. 153

### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, under-  
standing matters of finance and office work in every particular,  
desires to connect himself with some prominent house, or corporation,  
where integrity and strict attention to business would meet with fair  
compensation. Address R. D. FIELD, care **HARDWARE**, 275 Broadway,  
New York. 142

**BUILDERS' HARDWARE.**—Energetic young man would like  
position; builders' Hardware or salesman, in or out of New York  
city. Fourteen years' experience. Best of references. Address Z. H.,  
care **HARDWARE**, 275 Broadway, New York. 98

**CUTLERY SALESMAN** At, capable of calling on largest trade or  
introducing new goods. Open for position January 1st, 1901. Ad-  
dress C. L., care **HARDWARE**, 275 Broadway, New York. 138

**EXPERIENCED ACCOUNTANT.**—By a young man of nineteen  
years' experience in Hardware, stoves, etc., for himself. Speaks  
English and German, is an accountant, would accept any good position.  
Best of references. Address Box 1105, Millheim, Pa. 118

**EXPERIENCED HARDWAREMAN** is desirous of finding a con-  
cern willing to pay \$2000 a year for the services of a man 32  
years of age with 13 years' experience in manufacturing and jobbing  
Hardware business. Address WHOLESALE, care **HARDWARE**, 275  
Broadway, New York. 141

**EXPERIENCED MANAGER**, eight years assistant-superintendent  
in a very busy factory (iron work), thoroughly familiar with hand-  
ling shop orders, keeping stock, cost, time, etc., would take charge of  
packing or shipping department. Best references. Address J. H. G.,  
care **HARDWARE**, 275 Broadway, New York. 117

**EXPERIENCED SALESMAN**, traveled Washington, Maryland, Vir-  
ginia and Philadelphia (Pa.) for twenty years, is open for engage-  
ment. Commission preferred. Best of references. Address BECKER,  
928 N. Bond Street, Baltimore, Md. 124

### Situations Wanted.

**EXPERIENCED SALESMAN** desires position with retail Hardware  
or implement firm. Can furnish good references. Address Box 355,  
Forest, Ohio. 88

**GENERAL MANAGER.**—A middle aged German-American desires  
a position where ability in buying, selling, correspondence, book-  
keeping and general management will be appreciated. At references as  
to character, honesty and ability from the best Hardware houses in New  
York City. Address WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn,  
N. Y., formerly of Braunsdorf & Gerstner, New York. 103

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in  
Hardware and Implement Store in some Northwestern or Coats  
State. Would invest some capital in the business if agreeable. Ad-  
dress P. O. Box 142, Madison Square Branch, New York City. 135

**HARDWARE CLERK.**—A position by a thoroughly experienced  
Hardwareman as clerk in a retail Hardware or general store in a  
good live town. Is desirous of locating permanently if satisfactory.  
Western town preferred; best of references; twelve years' experience.  
Address F. H. SICKELS, 15 N. 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK.**—Young married man with eight years'  
experience in general Hardware and housefurnishing goods, de-  
sires a situation with wholesale or retail store. Best of references.  
Address CLERK, care **HARDWARE**, 275 Broadway, New York. 131

**HARDWARE CLERK.**—Young man, with seven years' experience  
in general Hardware, building material and agricultural imple-  
ments, desires a position with either a wholesale or retail house. Best  
of references. Address P. O. Box 326, Honesdale, Pa. 82

**HARDWARE CLERK.**—Situation in retail Hardware store by young  
married man of 24. Have had seven years' experience, wholesale  
and retail. Have no bad habits. Am willing to make myself useful any-  
where. Can come immediately. Address C. C. C., 1133 Third Street,  
Fort Madison, Iowa. 157

**HARDWARE DRUMMER.**—Position wanted by experienced Hard-  
ware drummer well known to the trade of Greater New York.  
Address DRUMMER, care **HARDWARE**, 275 Broadway, New York. 132

**HARDWAREMAN.**—A first-class Hardwareman, 29, single, with  
twelve years' experience in the business, including three years on the  
road, desires a position with responsible firm. Best references, including  
present employers. Address MACK, Box 142, Atlanta, Ga. 95

**HARDWARE SALESMAN.**—A young man would like a position as  
salesman, inside or out, with wholesale or retail Hardware house.  
Can give good reference. L. H. P., care **HARDWARE**, 275 Broadway,  
New York. 105

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen  
years' experience as a retail merchant, desires to travel for a good  
Hardware or Stove house. Pacific Coast preferred. Address O. H.,  
care **HARDWARE**, 275 Broadway, New York. 149

**OFFICE ASSISTANT.**—Wanted situation by a young man (20)  
where there is a chance for advancement. Address J. E. K., care  
**HARDWARE**, 275 Broadway, New York. 146

**SALESMAN.**—I would like to represent some wholesale Hardware  
house in North Carolina, South Carolina and Georgia. Five years'  
experience inside; single; am a hustler, and been at it all my life; don't  
mind work; salary no object. Address "ROBERT," Box 262, Raleigh,  
N. C. 102

**SALESMAN.**—A young man thoroughly conversant with general  
Hardware desires position as salesman or clerk with a Hardware  
house. Best of references as to character, ability and habits. Address  
ENERGY, care **HARDWARE**, 275 Broadway, New York. 119

## Situations Wanted.

**SALESMAN**—A salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care **HARDWARE**, 275 Broadway, New York. 92

**SHIPPING CLERK**.—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first-class and up-to-date man. All references. Address **REX**, P. O. Box 142, Atlanta, Ga. 134

**SHOP FOREMAN**—Position as foreman on light-machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care **HARDWARE**, 275 Broadway, New York. 86

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address **PUERTO RICAN**, care **HARDWARE**, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN**.—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care **HARDWARE**, 275 Broadway, New York. 99

**SUPERINTENDENT**.—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care **HARDWARE**, 275 Broadway, New York. D

**TINNER**.—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care **HARDWARE**, 275 Broadway, New York. 127

**TRAVELING SALESMAN**.—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**WANTED**, by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

**YOUNG MAN**, who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address **LOCKS**, care **HARDWARE**, 275 Broadway, New York. 110

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address **ARGAND VAPOR LAMP Co.**, Detroit, Mich. 152

## Side Line Offered.

**HARDWARE SALESMEN**.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of **HARDWARE**. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, **DEPT. C. BURR MFG. Co.**, Cleveland, Ohio. a

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. **H. MERKEL**, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address **H. F. BRAMMER MFG. Co.**, Davenport, Iowa. 145

**TRAVELING SALESMAN** to sell specialties on commission to Hardware and Housefurnishing Goods trade. Good line for right man; can handle as a side line. State territory. Address **STAR ENAMELING & STAMPING Co.**, Pittsburgh, Pa. 136

**TRAVELING SALESMEN**, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## For Sale.

**A STOCK OF HARDWARE**. Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address **J. K. PENDLETON**, Clifton Forge, Va. 85

**FOUR STORY** Hardware and General Department Store, with or without stock. Best stand. Rare chance. Must be sold to close up estate. Address **ADMINS.**, Box 10, Goodville, Lancaster Co., Pa. 161

## Agency Offered.

**LIVE HARDWAREMEN**.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care **HARDWARE**, 275 Broadway, New York. a

## English Agency.

**I HAVE** a ten years' connection throughout England. I return soon to represent a few American manufacturers to push a direct trade with London showroom, &c. I can accept another agency. Apply "HANCOR," care **HARDWARE**, 275 Broadway, New York. 160

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address **CHICAGO SOLAR LIGHT CO.**, Garden City Block, Chicago, Ill. 116

# OF COURSE, YOU TAKE A MAGAZINE,

Probably one in the subjoined list. If it is not, let us know, and we'll put it there. The first column shows the price you would have to pay for the magazine alone. The second column indicates the price at which we will send you "HARDWARE" and the magazine for a year. In many cases you will find the combined price is no more than the single one, and you know you can't afford to do without "HARDWARE." This offer applies to **New 1901 Subscribers only.**

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	Price.	Price.
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Address orders to **HARDWARE PUBLISHING COMPANY,**

**275 Broadway, New York City.**

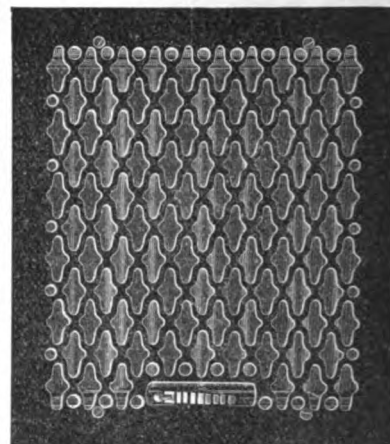
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**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N.Y.  
 MANUFACTURERS OF  
 METAL GOODS IN BRASS, BRONZE, AND TIN.  
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

## Sheet Steel Registers AND Ventilators.



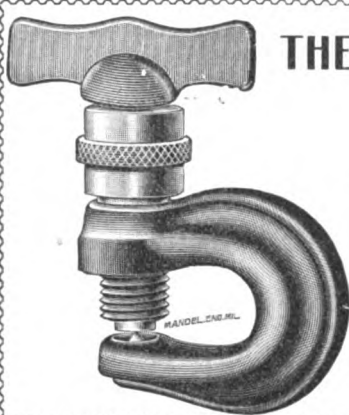
Made of Sheet Steel.  
**ABSOLUTELY NON-BREAKABLE.**

*Excels all others in Strength, Air Capacity, Workmanship and Finish.*

Full line of sizes.  
 Finished in various styles.  
 Let us tell you about them.

Catalog and Prices upon application.

**The Canton Steel Roofing Co.**  
 Manufacturers,  
 CANTON, OHIO.



## THE "HANDY" RIVETER.

A neat and compact tool for mending broken harness, straps, belts, etc. Simple in construction, unbreakable in use and powerful in operation. Can be carried in the pocket, an indispensable tool for the Farmer, Liveryman, Mechanic, Engineer, Driver and Harness-maker. Body and screw are made from malleable iron; sleeve from cold rolled stock; plunger of hardened tool-steel. Will clinch any size of tubular or bifurcated rivet and make a perfect job. Weighs only 5 ounces.

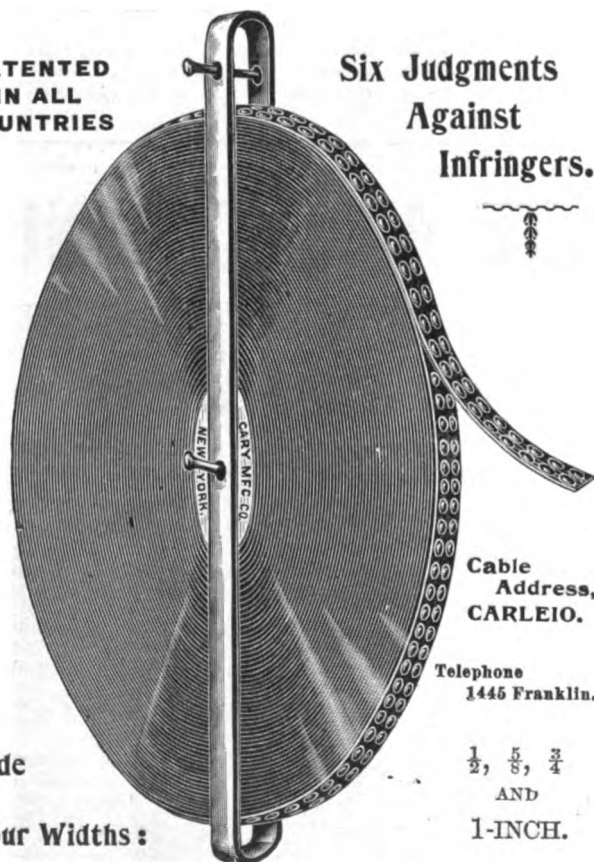
MANUFACTURED BY

**Milwaukee Automatic Machine Co.,**  
 MILWAUKEE, WISCONSIN.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES

Six Judgments  
 Against  
 Infringers.



Made  
 in  
 Four Widths:

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH.

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.



THERE IS —  
**SATISFACTION  
 and PROFIT**

Selling the

**Lawrence Gas Heaters.**

We guarantee them to you;  
**they are odorless;**  
 efficient; economical; always  
 satisfactory.

No. 30. No. 4. Is a trade winner what you want?

Our catalog, 'H,' gives you full particulars, and your request for same will bring our best discounts. **Lawrence** stoves are manufactured by

**LAWRENCE STOVE MFG. CO.**  
 BUFFALO, N. Y.

### "HAVE FOUND YOU VERY USEFUL."

Alfred Field & Co., New York. [Cutlery, Guns, etc.]:  
 We can say in all sincerity that we have found you very useful, and we can most cheerfully recommend you to our friends in the trade.

### "RESULTS ARE SO SATISFACTORY."

Capwell Horse Nail Co., Hartford, Conn. [Horse Nails]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.



## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's	50%
Ship Carpenters	50%
Railroad	50%
<b>Ammunition—</b>	
<b>CAPS, PERCUSSION—\$ 1000—</b>	
U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	85c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25%
Cent. Fire, Military and Sport-	ing
Blank Cartridges, 22 cal.	15%
Blank Cartridges, 32 cal.	10%
Primed Shells and Bullets	15%
B. B. Caps, Round Ball	25%
B. B. Caps, Con. Ball, Swgd	net
<b>PRIMERS—</b>	
Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge	20%
New Club, New Rival and Climax	38%
brands, 10 and 12 gauge	38%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	33%
Acme	33%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and	Climax
	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder	40%
"New Rival," Black Powder	40%
"Smokeless" Nitro Powder	40%
"Acme," Dense Nitro Powder	40%
"Trap," Nitro Powder	40%
<b>GUN WADS—\$ 1000—</b>	
B. E., 11 up	60
B. E., 9 & 10	70
B. E., 8	80
B. E., 7	80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B,	25-b bags
	\$1.40
Drop Shot, sizes smaller than B,	5-b bags
	.35
Drop Shot, B and larger sizes,	25-b bags
	1.65
Drop Shot, B and larger sizes,	5-b bags
	.40
Buck Shot, 25-b bags	1.65
Buck Shot, 5-b bags	.40
Chilled Shot, 25-b bags	1.65
Chilled Shot, 5-b bags	.40
Dust Shot, 25-b bags	2.10
Dust Shot, 5-b bags	.50
<b>POWDER—</b>	
Lafin & Rand Powder Co.:	
<b>CANISTER POWDER—</b>	
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canis-	Each
ters of 1 lb	.75
Orange Ducking,	
Nos. 1, 2, 3, 4, 5, in canisters	of 1 lb
	.45
Orange Rifle "Extra,"	
F. FF, FFF, in canisters of	1 lb
	.25
F. FF, FFF, in canisters of	1/2 lb
	.15
F. FF, FFF, in canisters of	1/4 lb
	.12
<b>KEG POWDER—</b>	
Orange Ducking,	
Nos. 1, 2, 3, 4, 5, in kegs of	25 lb
	8.00
os. 1, 2, 3, 4, 5, in 1/2 kegs	of 12 1/2 lb
	4.25
s. 1, 2, 3, 4, 5, in 1/4 kegs of	1/2 lb
	2.25

Du Pont U. S. 30 Calibre  
Smokeless Rifle Powder,  
per lb ..... 1.25  
Discounts on application.

**Animal Pokes—**

Iowa Farming Tool Co.: \$ doz.  
Hawkeye ..... \$3.25  
Western ..... 3.75

**Anti-Rattlers—**

Fernald, Wire ..... 50%  
Burton's ..... 50%  
Gem ..... 60%  
Steel Drive ..... 40%  
Kohler's: \$ gro.  
Invisible, No. 3 ..... \$6.00  
Perfect, No. 2 ..... 7.00  
Bolt Holder, No. 1 ..... 9.00

**Anvils—**

American "Horse-Shoe" ..... 93%  
Armitage's Mouse Hole ..... 94%  
Cincinnati ..... 25%  
Eagle Anvils, \$ lb 9c ..... 15%  
Hay Budden, Wrought ..... 83%  
Peter Wright's ..... 94%  
Samson ..... 40%  
Trenton ..... 1c

**ANVIL AND VISE COMBINED—**

Cheney Anvil and Vise ..... 40%  
Holt's ..... 40%  
Millers Falls (with drill), \$18.00 ..... 15%

**Augers and Bits—**

Boring Machine ..... 60%  
Com. Auger Bits ..... 60%  
Cooks:  
Augers ..... 50%  
Augers, Millwrights ..... 45%  
Auger Bits ..... 50%  
Car Bits ..... 45%  
Forester Pat. Bits ..... 25%  
C. E. Jennings & Co.:  
Double Spur pattern car, No. 30 ..... 50%  
Nobles Double Spur, No. 32 ..... 50%  
No. 10 Extension Lip ..... 40%  
No. 10 Extension Lip Car Bit ..... 40%  
Car Bits, No. 10 ..... 40%  
Car Bits, No. 30 ..... 50%  
Ring Augers ..... 70%  
Jennings' Pattern ..... 50%  
Job T. Pugh's, Black ..... 20%  
Job T. Pugh's, Jennings Pat. ..... 35%  
Snell's Ship Auger Pattern Car  
Bits ..... 30%  
Swan's:  
Jenning's Pattern Auger Bits ..... 60%  
Jenning's Pattern Car ..... 4%  
Jenning's Pattern Machine ..... 25%  
Russell Jennings' Augers and Bits.  
25%  
50%

**HOLLOW AUGERS—**

Ames ..... 25%  
Bonney's Adjustable, No. 4, \$24.00  
25%  
Cincinnati Nos. 1, 2 and 3 ..... 25%  
Douglass' ..... 25%  
Ives ..... 25%  
Millers Falls, Goodell ..... 15%  
Swan's ..... 30%  
Universal, each \$4.50 ..... 20%

**EXPANSIVE BITS—**

C. E. Jennings & Co. .... 33%  
Clark's small, \$18 ..... 50%  
Clark's large, \$25 ..... 50%  
Ives' Model, \$ doz. \$60 ..... 50%  
Swan's ..... 50%

**DOUBLE CUT GIMLET BITS—**

Common ..... 40%  
Mayhew's Diamond \$ doz. \$1.25 ..... 40%  
Swan's ..... 40%  
C. E. Jennings & Co. .... 45%  
Ladd's ..... 60%  
Mayhew's ..... 40%  
Snell's ..... 40%  
Snell's Bell Hangers ..... 50%

**BIT STOCK DRILLS—**

Cincinnati Tool Co., for wood, 40%  
for metal, 60%  
Cleveland Wood Bits for Brace, 50%  
Detroit ..... 60%  
K. & F. .... 60%  
Morse ..... 60%  
Swan's, for wood ..... 40%  
Syracuse, for wood ..... 40%

**TWIST DRILLS—**

Cleveland ..... 60%  
K. & F. Straight Shank ..... 60%  
Morse Straight Shank ..... 50%  
New Process ..... 60%  
Standard ..... 60%  
Standard Oil Tube Drills ..... 15%  
Syracuse ..... 60%  
W. & B. Diamond ..... 60%  
W. & B. Universal Self-Oiling ..... 10%

**SHIP AUGERS AND BITS—**

L'Hommiedieu's ..... 15%  
Snell's ..... 30%  
Watrous' ..... 33%

**Awl and Auger Handles—**

See Handles.

**Awls—**

Handled Brad ..... 40%  
Handled Scratch ..... 40%  
Patent Peg ..... 50%  
Sewing, Com. .... 88%  
Shouldered Peg ..... 50%  
Shouldered Brad ..... 50%  
Socket Scratch \$ doz. .... \$1.00  
Stanley Rule & Level:  
Handled Brad ..... 80%  
Patent Pegging ..... 50%

**Awl and Tool Sets—**

Aiken's Awls and Tools:  
No. 10, \$ doz. \$7.50; No. 20, \$ doz.  
\$10 ..... 60%  
Brad Sets:  
No. 42, \$10.50; No. 45, \$12.50 ..... 70%  
Fray's Adj. Tool Hds., Nos. 1, \$12;  
2, \$18; 3, \$12; 4, \$9; 5, \$7 ..... 50%  
Ice Awls ..... 55%  
Millers Falls Adj. Tool Holders:  
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.  
15%  
C. E. Jennings & Co.'s Adjustable  
Tool Handles ..... 33%  
Stanley's Excelsior, No. 1, \$7.50;  
No. 2, \$4.00; No. 3, \$5.50 ..... 30%

**Axes—**

First quality, best brands ..... \$6.50  
First quality, other brands ..... 6.00  
Beveled, add 25c. \$ doz.

**HATCHETS—**

Hunt's, Underhill's or Blood's ..... 40%  
Peck's:  
Champion Blade ..... 45%  
Empire Brand ..... 50%  
Fayette R. Plumb:  
Broad, New List ..... 33%  
Lathing ..... 33%  
Shingling ..... 33%  
Warehouse ..... 33%  
Vulcan Tool Co. .... 40%  
D. Simmons & Co.:  
Broad ..... 50%  
Shingling and Claw ..... 50%  
Lath, Hunters', etc. .... 50%  
M. C. Ogden's:  
Broad ..... 40%  
Shingling, Claw, etc. .... 50%  
Handled ..... 40%  
Boys ..... 50%

**Axe Grease—**

Dixons' "Everlasting":  
1-lb box ..... 15  
2-lb box ..... 25  
10-lb pail ..... \$1.20  
25-lb keg ..... 2.75  
50-lb keg ..... 5.00

**Balances—**

Chatillon's:  
Light, Class A ..... 40%  
Circular Balances, Class C ..... 50%  
Ice Balances, Class B ..... 50%  
Straight Balances, Class A1 and A2 ..... 40%  
Large Dial, Class D ..... 80%

**Balances, Sash—**

Pullman's ..... 50%

**Barn Door Hangers—**

See Hangers.

**Barrel Drainers—**

National ..... 30%

**Beef Shavers—**

Enterprise:  
Japanned, each, \$7.50 ..... 25%  
Tinned, each, \$9.00 ..... 25%

**Bells—**

**HAND—**  
Extra Heavy Brass ..... 80%  
Light Brass ..... 65%  
Basket ..... 60%  
Pure Bell Metal ..... 55%  
Globe (Cone's Patent) ..... 35%  
Silver Chime ..... 35%  
White Metal ..... 65%  
**DOOR—**  
Trip, Gem ..... 40%  
Alarm, Abbe's ..... 40%  
Alarm, Yankee ..... 50%  
Gong, Abbe's ..... 40%  
Gong, Yankee ..... 50%  
Lever, R. & E. Mfg. Co.'s ..... 50%  
Multi-Stroke ..... 40%  
New Departure ..... 45%  
**COW**  
Common Wrought ..... 70%  
Kentucky ..... 70%  
Kentucky, Sargent's List ..... 70%  
Texas Star ..... 50%  
Western, Sargent's List ..... 70%

**Bellows—**

Blacksmiths' ..... 60%  
Hand ..... 25%  
Moulders' ..... 25%

**Belted, Rubber—**

Boston Belting Co.:  
"Boston" ..... 50%  
"Imperial," seamless, stitched ..... 40%  
Cleveland Rubber Co.:  
Buckeye ..... 60%  
Shield High Grade ..... 50%  
War, 2 XL ..... 40%

Common Standard.....75&10%  
Extra.....60&10&5%  
N. J. Car Spring & Rubber Co.:  
Extra Para.....40&10%  
Reliable.....50&10%  
Staple.....60&10%  
Standard.....70&10%

**Bench Stops—**

Cincinnati.....25&10%  
Morrell's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40&10%  
Seymour Smith & Sons.....25&10%  
Terrell's Nos. 1 and 2, \$8.00; No. 3, \$3.00 per doz.....25%  
Miller's Falls.....15&10%  
Weston's.....40%

**Blinder Twine—**

White Sisal, 500 ft. to lb.....8 1/4c  
Standard, 500 ft. to lb.....8 1/4c  
Manila, 600 ft. to lb.....11 1/4c  
Pure Manila, 650 ft. to lb.....12 1/4c

**Bit Holders—**

Angular.....45%  
Extension:  
Barber's, per doz. \$15.00.....45&50%  
Ives' per doz. \$20.00.....60&10%

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

Domestic, per doz. \$3.00.....33 1/4%  
Excelsior, per doz. \$10.00.....50&10&2%  
North's.....10%  
Zimmerman's.....50%

**Blind Fastenings and Tenons—**

Austin & Eddy, per gro. sets.....\$5.50  
Forban's Improved Star Tenon  
per gro. \$1.00.....25%  
Holt's Tenons.....70%  
Merriman's Brass Lever, per gr.....\$15.00  
Merriman's Iron Lever, per gr.....9.00  
Miller's Falls, per set \$1.00.....15&10%  
Security Gravity, per gr.....\$9.00  
Washburne's Plate, per gr.....9.00  
Zimmerman's.....50%

**Blind Hinges—**

See Hinges.

**Blocks—**

Chisholm & Moore Crane Load Blocks 15%  
Cleveland Block Co. Steel.....60&10&70%  
Eddy's.....60&10&70%  
Hartz' Steel.....60&60&10%  
Iron Strapped.....70%  
Rope Strapped.....60&10%  
L. V. Sheaves.....60%  
Lanes:  
Junior, Self Sustaining.....30%  
Pat. Automatic.....30%  
Perfect Safety.....30%  
Stowell, Novelty Block.....50&10%  
Regular Iron Strapped Blocks  
60&10&10&70%

**Bolts—**

**DOOR AND SHUTTER—**  
Cast Iron Barrel, Square, &c.....50&10%  
Cast Iron Chain.....50&10%  
Cast Iron Shutter Bolts.....45&10%  
Ives' Patent Door Bolts.....65%  
Wrought Barrel.....66%&66 1/2%&15%  
Wrought Square.....60&60&15%  
Wrought Shutter, Standard list.....40&10%  
Wrt Sunk Flush, Sargent's list.....50&50&10%  
Wrt Sunk Flush, Stanley's list.....45&45&10%  
Wrt B. K. Flush, Com'n, Stanley's  
list.....50&50&15%  
Wrought Spring, Sargent's.....75%

**CARRIAGE, MACHINE, &c.—**

Bolt Ends.....70&70&10%  
Machine.....70&10&70&10%  
Carriage, Common.....70&70&10%  
Norway Iron, list Oct. '84.....75%  
Phila., Eagle, list June 1, '99.....80%  
R. B. & W., \$2.40 list.....70%  
Sleigh Shoe.....50&10%

**TIRE—**

American Screw Co.:  
Bay State, Phila, list Dec. 28, '99.....65%  
Hay State, Flinted.....65%  
Eagle Phila., list Feb. 26, '98.....77 1/2%  
Norway, Phila., list Feb. 26, '98.....75%  
Common, list Dec. 28, '99.....65%  
Norway, Phila.....75%  
R. B. & W., Norway.....75%

**STOVE AND FLOW—**

Plow.....50&10%  
R. B. & W. Plow.....50%  
Stove, List Dec. 28, '99.....60%

**MISCELLANEOUS—**

Sink.....62 1/4%

**Bone Mills.**

Enterprise.....25&30%  
Stearns.....4%

**Borers, Bung.**

Enterprise.....25&30%  
Each.....\$1.25, \$1.65, \$2.50  
Nos.....1, 2, 8  
C. E. Jennings & Co.:  
No. 6.....40%  
No. 10.....25%

**Borers, Tap—**

Common Ring.....20&10%  
Enterprise.....25&30%  
Ives.....25&10%

**Boring Machines—****WITHOUT AUGERS—**

**Upright.** Angular.  
Douglass'.....\$2.75 \$3.38  
Jennings'.....8.00 8.75  
Miller's Falls.....7.50 15%  
Snell's, Rice's Pat. 2.75 8.00

**Bow Pins—**

Hotchkiss.....60&10%

**Boxes, Mail.**

Heller's.....40&5%

**Box Strapping—**

Cary's "Universal," in case lots,  
20&10&20&10&10%

**Braces—**

Barbers'.....50&10&60&10%  
Barbers' Ratchet.....60&60&10%  
Common Ball American.....60&60&10%  
Ives':  
Barbers'.....60&5%  
Barbers' Ratchet.....60&60&10%  
New Haven Novelty.....70%  
New Haven Ratchet.....60&10%  
Spofford.....60&5%  
C. E. Jennings & Co.:  
No. 108&114 1/2.....50&10%  
No. 208 1/2&214 1/2.....50&10%  
Lancaster Mach. & Knife Works.....40%  
Peck's (P. S. & W. Co.).....60&60&5%  
Gen. Spofford's.....50&10&60%

**Brackets—**

Door Screen.....60&10%  
Shelf, Bradley's Patent.....75%  
Shelf, Plain, Regular list.....66 1/2%  
Shelf, Fancy, Sargent's list.....40&10%  
Window Screen Corner.....60&5%  
Reading, Plain.....60%  
Reading, Rosette.....60%

**Bracket Saw Frames—**

Miller's Falls Co.....25%

**Bracket Sets—**

Miller's Falls Co.....33 1/4%

**Box Hooks, Openers and Scrapers—**

Humason & Beckley's.....60&60&10%

**Bright Wire Goods—**

Standard. New list.....80%

**Bull Rings—**

Humason, Beckley & Co.'s.....80%  
Peck, Stow & Wilcox Co.'s.....60%  
Sargent's.....60%  
Seymour Smith & Sons.....60%

**Bull Punches—**

Humason & Beckley's.....25%

**Bush Hooks—**

See Hooks.

**Butchers' Cleavers—**

Bradley's.....25&30%  
Beatty's.....40%  
Foister Bros. Flat Hds.....30%  
Foister Bros. Round Hds.....30%  
Lancaster Mach. & Knife Wks. 33 1/4&40%  
I. & J. White.....25%  
New Haven Edge Tool Co.'s.....40%  
P. S. & W.....33 1/4&5%

**Butcher Knives—**

See Knives.

**Butchers' Saw Blades—**

Miller's Falls Co. Star.....15&15&10%  
C. E. Jennings & Co.....25&10%

**Butter and Cheese Triers—**

Ordinary Black Handle.....25%  
Humason & Beckley's.....25&10%

**Butt and Rabbit Gauges—**

Stanley's.....25&10%

**Butts—****BRASS—**

Cast Brass, Fast Joint.....40&10&50%  
Cast Brass, Ice House.....40%  
Cast Brass, Loose Joint.....40&10&50%  
Wrought Brass, list Sept. '96.....25&10%

**CAST IRON—**

Loose Joint.....70%

Loose Joint, Japanned.....70%  
Loose Joint, Jap. with Acorns.....70%  
Loose Pin.....70%  
Mayer's Hinges.....70%  
Parliament Butts.....70%  
Fast Joint, Broad.....60&60&10%  
Fast Joint, Narrow.....60&60&10%

**WROUGHT STEEL—**

List April 1, 1896.  
Bronzed Inside Blind Butts. 45&45&15%  
Bronzed, Narrow.....45&45&15%  
Fast Joint, Narrow.....60%  
Fast Joint, Light Narrow.....60%  
Fast Joint, Broad.....60%  
Loose Joint.....60%  
Loose Pin.....60%  
Table Butts, Back Flaps, etc.....60%

**Calipers—**

Bemis & Call:  
Wing.....65%  
Double.....65&10%  
Inside and Outside.....65&10%  
Straight Leg.....65&10%  
Call's Pattern, Inside.....55%

**Can Openers—**

American.....per gross, \$1.75@2.00  
Goodell's Handle.....per gross, 6.00  
No. 5, Iron Handle.....per gross, \$2.00@2.25  
Sardine Scissors.....75&10%  
Sardine Scissors, Forged Steel.....per doz., \$4.50  
Sprague, No. 1, \$2.00; No. 2, \$2.25;  
No. 3, \$2.50.....75&10%  
Universal, per doz., \$3.00.....50%

**Cards—**

Cotton.....2 1/2%  
Horse and Curry.....25%  
Wool.....25%

**Carpet Stretchers—**

Montross "Excelsior," per doz.,  
\$6.00.....33 1/4%  
Bullard's.....33 1/4%  
Cast Iron Steel Points.....per doz., 80c  
Socket.....per doz., \$1.75@2.00

**Carpet Sweepers—**

Bissell Carpet Sweeper Co.:  
American Queen.....per doz., \$27.00  
Crystal.....36.00  
Gold Medal.....36.00  
Grand.....36.00  
Grand Rapids.....36.00  
Hall.....36.00  
Prize.....36.00  
Premier.....36.00  
Superior.....36.00  
Welcome.....36.00  
Club.....36.00  
Crown Jewel, Japan Finish.....19.00  
Crown Jewel, Nickel.....21.00  
Furniture Protector, Japan.....22.00  
Furniture Protector, Nickel.....24.00  
"Standard A," Japan.....20.00  
"Standard A," Nickel.....22.00  
Lots of 5 dozen, \$1.00 per doz. less.  
Goshen Sweeper Co.:  
New Prices  
Goshen Junior.....\$9.00  
Kureka.....12.50  
Champion.....17.00  
Our Leader.....18.00  
Unrivalled, Broom-Action, Jap. 18.00  
Unrivalled, Broom-Action, Nic. 20.00  
Star, Broom-Action, Japan.....19.00  
Banner, Broom-Action, Japan.....20.00  
Banner, Broom-Action, Nickel.....22.00  
Reliable, Broom-Action, Japan.....20.00  
Reliable, Broom-Action, Nickel.....22.00  
Hapid, Broom-Action, Japan.....20.00  
Rapid, Broom-Action, Nickel.....22.00  
Select, Broom-Action, Japan.....20.00  
Select, Broom-Action, Nickel.....22.00  
Easy, Cam Action, Japan.....20.00  
Easy, Cam Action, Nickel.....22.00

**Carriage Bolts—**  
See Bolts.  
**Carriage Makers' Clamps—**  
See Clamps.  
**Cartridges—**  
See Ammunition.  
**Casters—**  
Bed.....60&10%  
Bracket Bed.....60&10&5%  
French or Phila. Iron Wheel.....60%  
Brass Wheel.....40&10%  
Martin's Patent (Phoenix).....50&50&10%  
Plate.....60&10%  
Payson's Truck Casters.....60&10%  
Payson's Furniture.....70%  
Payson's Truck.....70%  
Tucker's Patent, low list.....50%

**Cattle Leaders—**

Humason, Beckley & Co.'s.....70&10%  
Peck, Stow & W. Co.....66 1/2%  
Sargent's.....70&10%  
Weltons.....70&10%

**Chain—**

Aluminum Coil and Halter.....50&5%  
American Halter Chain.....50&50&5%  
American Proof Coil, 1000-lb. lots,  
Inch. Per lb.  
3-16.....\$7.90  
1/4.....6.00  
5-16.....5.00  
3/8.....4.15  
7-16.....4.00  
1/2.....3.90  
9-16.....3.80  
5/8.....3.70  
3/4.....3.65  
1.....3.55  
Less than cask lots, add 40c. per 100 lbs.

**Bridgeport Chain Co.:—**

Brown, Coil.....60%  
Brown, Halter.....60%  
Competition Sash.....50&10%  
Monarch, Sash.....40&10%  
Triumph, Coil.....55%  
Triumph, Halter.....55%  
Covert Mfg. Co., Breast Chain.....35%  
Covert Mfg. Co., Halter Chain.....35%  
Covert Mfg. Co., Heel Chain.....35%  
Covert Mfg. Co., Rein Chain.....35%  
Covert Mfg. Co., Stallion Chain.....35%  
Galvanized Pump Chain.....5%&6c  
German Coil, list July 24, '97, 60&60&10%  
German Halter Chain, list July 24, '97  
60&60&10%

Jack Chain, Iron.....50&10&60%  
Jack Chain, Brass.....50&50&10%

**Oncida:**  
Niagara.....60%  
Eureka.....60%  
Trace, Wagon and Fancy Chains,  
New List.....50&50&10%

**COW TIES—**  
American.....35&40%  
Niagara.....45&50%  
Covert Mfg. Co.:  
Cotton.....45%  
Hemp.....45%  
Jute.....35%  
Sisal.....20%

**Chain Guards—**

Aluminum S. & N. Co.....50

**Chain Hoists—**

Moore's "Anti-Friction".....30%  
Moore's "Direct".....50%

**Cherry Stoners—**

Enterprise.....25&30%  
Family.....net per doz. \$4.00

**Chisel and File Handles—**

See Handles.

**Chisels—**

**SOCKET FRAMING AND FIRMER—**  
Buck Bros.....30%  
Charles Buck.....30%  
Douglass.....30%  
Mix.....70%  
Ohio Tool Co.....70%  
P. S. & W.....70%  
Swan.....70%  
Witberby.....70%  
C. E. Jennings & Co, No. 70.....20%  
Jennings & Griffin Mfg. Co.....70%

**TANGED AND MISCELLANEOUS—**

Box.....60&10%  
Buck Bros, Hammers.....20&10%  
Butchers', \$4.75@5.00 to E  
C. E. Jennings & Co.....20%  
Jennings & Griffin Mfg. Co. Tanged  
Chisels and Gouges.....40%  
Spear & Jackson's.....\$5.00 to E  
Tanged Firmers'.....40&40&10%

**COLD CHISELS—**

Good quality, per lb.....18c@20c  
Snell's Best C. S.....50%

**Chucks—**

Beach Patent, each, \$8.00.....30%  
Cushman's:  
Combination.....40%  
Independent.....50%  
Morose's Adjustable, each, \$7.00.....25%  
Syracuse, Balz Patent.....30%  
Skinner's Patent Drill Chucks.....30%  
Skinner's Ind't Lathe Chucks.....40%  
Skinner's Pat. Comb. Chuck.....40%  
Standard, Improved.....45%  
Union Mfg. Co.:  
Combination.....40%  
Independent.....40%  
Universal.....40%  
Victor, No. 1, \$8.50; No. 2, \$12.50.....25%

**Clamps—**

Adjustable, Cincinnati.....25&10%  
Adjustable, Hammers.....15%  
Adjustable, Stearns'.....30%  
Malleable, Stearns'.....75%  
Cabinet Makers or Quilt Frame,  
Sargent's.....45%  
Carpenter's, Cincinnati.....25&10%  
Carriage Makers', Sargent's, 50&50&10%  
Carriage Makers', Stearns', 50&50&10%  
Carriage Makers', P. S. & W. Co. 40&10%  
Smith's:  
Eccentric.....25%  
Splicing.....25%  
Splicing Tools.....25%  
Warner's.....40&10%

## Stanley's 80 &amp; 100

Stanley's Chisel .....	60 & 10%
Starrett's Surface, Center and Scratch ..	30 & 10%
Copeland Champion Bit, $\frac{1}{2}$ doz.	25 & 10%
	\$2.00 net
Stubs' Wire and Drill.....	20%
Wire, Morse's.....	25%
Wire, P. S. & W., low list ..	10 & 10%
Wire, Wheeler, Madden & Co ..	10%

• **Gimlets—**

**"Diamond" Gimlets, 7 gr. \$4.00 @ \$4.25**  
**Double Cut.....40 & 10 @ 50%**  
**Metal Head.....50 & 10%**  
**Wood Head.....50%**  
**Swan's, German Pattern....40 & 10%**

### Glimlet B

**Globe and Racking Cocks—**

### Globe and Backing Cocks—

See Fanceta.

**Glue—**

Dodd's Liquid Glue.....	25¢	25¢	10%
Le Pages Liquid .....	25¢	25¢	10%
Mystic.....			40%
Martine.....			40%

**Glue Pots -**  
**Tinned .....40&5@40&10&5%**

**Graters—**

Champion Nutmeg.....	per doz.	\$9.00
Edgar's Nutmeg.....	per gro.	\$10.50 10%
Enterprise .....		25@80%
Rotary Nutmeg.....	per gro.	\$9.00

### Griddles

**Grindstone Fixtures—**  
P., S. & W. Co.....50&10%

**Russell & Erv  
Sargent's Pat**

Stowell .....55&10%

**See Ammunition**

**Hafte—**  
**Britton's** ..... 2 doz. \$6.50

**Jute Rope**  
**Sisal Rope**

Web Halters.....45%

### Halter Ch

**Halter Chain—**  
See Chain.

## Hammers

<b>HANDLED HAMMERS—</b>	
Atha Tool Co.....	50&10%
Henry Cheney Hammer Co.:	
Handled Claw.....	40&10%
Machine.....	50&10%

**MACHINISTS  
Humason & E**

Dunlap's Patent.....	25%
Magnetic Tack, Nos. 1, 2, 8	\$1.25,
\$1.50 & \$1.75.....	40 & 10%
H. & B. Tack.....	50 & 10%
Maydole's.....	83 1/2 & 5 @ 10 & 10%
Peck, Stow & Wilcox.....	40%
Fayette R. Plumb:	
Artisan's Choice, A. E. Nail	83 1/4 & 10%

## Engineers and

A. E. Nail	88 1/2%
Other Brands	40 & 10%
Sargent's New List	40 @ 40 & 10%
Ulrich's Handy	3 doz. \$3.00
Verree	50 & 10%
Warner & Noble's New List	25%

**HEAVY HAMMERS AND SLEDGES—**

Under 3 lb ...  
3 to 5 lb ....

Over 5 lb . . . . .	75¢	10¢	5%
Heavy Weights . . . . .	75¢	10¢	10%

**Wilkinson's S**

**Hammock Ropes—**

**Covert Mfg. Co.**

Jute .....	35%
Sisal .....	20%

**Hand Cut**  
**Ulrich Mfg Co**

**Handles—**  
IRON, WROUGHT OR CAST—  
Chest Handles, Sargent's.....50&10%

## Chest Handles on Thumb

Nos.....	0	1	2	3	4	5
Per doz.....	\$ .90	\$1.00	\$1.08	\$1.35	\$1.50	
						50 & 10%
Drawer Handles.....						80%
Ring Handles.....						70%
Roggin's Latches.....						35 @ 35 & 10%
Shelf Box Handles.....						85%
Trunk Handles.....						60%
Tub Handles.....						60 & 10%



## STORE DOOR HANDLES—

Bronzed, with Cylinder Lock	50c
Bronzed	50c
Japanned, with Nuts	45c
Japanned, with Plate	45c
Japanned, without Plate	45c

## DOOR PULL—

Bar	60c
Barn Door	50c
Chest and Lifting	60c
Drawer Pulls	60c
Plain B. M.	60c
Push Plates, Sargent's List	60c
Sash Pull Plates	70c
Sash Pulls	60c
Window Pulls	65c

## WOOD—

Auger, assorted	pr. gr. \$2.25
Auger, large	pr. gr. 3.00
Auger, Douglas' Pat.	pr. set, No. 1, \$1.00; No. 2, \$1.40
Auger, Ives' Pat.	pr. set, No. 1, \$1.00; No. 2, \$1.40
Auger, Swan's Pat.	pr. set, No. 3, \$1.00; No. 4, \$1.25
Bradawl	pr. gr. \$1.75
Chisel, Worcester, Leather Cap'd	1.50
Disston's Crosscut	50c
File, assorted	pr. gr. \$1.25
Firmer Chisel, Apple, assorted	pr. gr. \$2.25
Firmer Chisel, Apple, large	pr. gr. \$2.50
Firmer Chisel, Hickory, ass'd	pr. gr. \$2.00
Firmer Chisel, Hickory, large	pr. gr. \$2.50
Firmer Chisel, Socket, ass'd	pr. gr. \$2.00
Hammer, Hatchet, Axe, Sledge, etc.	50c
Hoe, Rake and Fork	60c
Saw and Plane	40c
Shovel and Spade, Wood D. Handle	60c

## CROSS-CUT SAW HANDLES—

Atkins	40c
Champion	45c

## Hangers—

American Trackless	38c
Barn Door, old pattern	60c
Barn Door, New England	60c
Barry	\$1.00
Best Anti-Friction	60c
Challenge Barn Door	50c
Cronk's Roller Bearing	No. 0, \$1.50 net per dozen; No. 4, 5.50; No. 5, 6.50
Cronk's Steel, cov'd, Loose Axle	60c
Coburn	40c
Davis Parlor Door	50c
Duplex (Wood Track)	60c
Kidder's	50c
Lane's Barn Door:	Barn Door, Standard, 60c; Covered, 50c; Special, 60c; No. 50, 50c; New Model, Tinned, 30c
Parlor:	Standard, pr. set, net, \$3.50; Ball Bearing, 4.50; New Model, 3.00; New Champion, 2.40
Manhattan	60c
McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$13.00	
dozen pairs	60c
Richards' Single Track, Steel	40c
Richards' Anti-Friction	50c
Stearns:	Single Track, No. 5, 30c; Gem, 60c; Royal, 60c; Challenge, 60c; Warner, 1 and 2, 40c
Stowell Mfg. Co.'s Barn Door:	Badger, 60c; Climax, 55c; Interstate, 60c; Magic, 50c; Matchless, Covered, 50c; Nansen, Roller Bearing, 50c; Parlor Door, 50c; Wild West, 50c; Zenith, for Wood Track, 55c; Baggage Car Door, 38c; Elevator, 40c; Railroad, 55c; Street Car Door, 50c; Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$35.00; No. 4, \$35.00; Warner's Patent, 20c; Wilcox, 40c

## Harness Snaps—

See Snaps.

## Hasps and Staples—

McKinney's "Perfect,"	\$1.10 pr. doz.
Wrought, Stanley	80c

## Hatchets—

See Axes.

## Hay Hooks—

Humason & Beckley	60c
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## Hay Racks—

Baxter Wrought Iron, No. 1	\$1.00, net; No. 2, \$1.50, net.
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## Hay and Straw Knives—

Auburn Hay, Com. and Spear Point	50c
Auburn Straw	40c
Lightning, from Jobbers	60c
Wadsworth's	40c

## Hinges—

## WROUGHT IRON HINGES—

Corrugated Strap and T	66c
Rolled Blind Hinges, Nos. 32 and 34	70c
Rolled Plate	50c
Rolled Raised	70c
Plate Hinges, "Providence," 6 to 12 in., pr. lb., 5c., 14 to 31 in., pr. lb., 4c.	
Screw Hook and Strap, 14 to 20 in., pr. lb., 3c.; 22 to 36 in., pr. lb., 3c.	

## STRAP AND T HINGES—

Light Strap Hinges	66c
Heavy Strap Hinges	70c
Light T Hinges	50c
Heavy T Hinges	60c
Extra Heavy T Hinges	66c
Long Chest Hinges	45c
Hinge Hasps	45c
Crate Hasps	45c
Crate Hinges	66c

## SPRING HINGES—

Bommer's	38c
Bardley's Patent Checking	15c
Chicago	25c
Champion	60c
Keil's American	30c
Matchless, Double Acting Pivot	25c
New Idea, No. 1	pr. gr. \$7.50
New Idea, No. 2	pr. gr. 18.00
Rex	pr. gr. 18.00
Royal, Japanned	66c
Rubber	66c
Sargent's List, 1894:	
Bronze Metal	70c
Japanned Surface, Single	70c
Japanned Surface, Double	60c
Mortise	70c
Model	70c
Tuscan Surface, Single	70c
Tuscan Surface, Double	60c
Vigilant	60c
Stearns	75c
Union Spring Hinge Co.'s List, March, 1894	20c
Union Mfg. Co.	25c
Van Wagoner & Williams Hdw. Co.:	
Acorn	pr. gr. \$12.50
Acme	30c
Acme, Brass	20c
American	30c
Clover Leaf	pr. gr. \$12.50
Columbia, No. 14	pr. gr. 9.00
Columbia, No. 18	pr. gr. 25.00
Crown	30c
Gem	25c
Knoxall	pr. gr. \$9.00
Oxford	25c
Wiles, No. 1, pr. gr., \$16.00; No. 2, \$13.00	

## GATE HINGES—

Automatic	pr. doz. \$12.50
Clark's, Nos. 1, 2, 3	50c
N. E., pr. doz.	\$7.80
N. E. Reversible	pr. doz. \$5.60
N. Y. State, pr. doz.	\$4.90
Shepard's, Nos. 1, 2, 3	60c
Western, pr. doz.	\$4.20

## BLIND HINGES—

Clark's:	Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100
Mortise Gravity	60c
Nos. 1, 3, 5	70c
Nos. 40 and 50	70c
Huffer	55c
Parker	70c
Sargent's, Nos. 1, 3, 5, 11, 13	70c
Shepard's or Wrightsville Hdw. Co.:	
Acme, Lull & Porter	70c
Buffalo Gravity Locking, Nos. 1, 3 and 5	70c
Champion Gravity Locking, No. 75	70c
1868, Old Pattern, Nos. 1, 3 and 5	70c
Tip Pattern, Nos. 1, 3 and 5	70c
Double Locking, Nos. 20 and 25	70c
Empire, Nos. 101 and 103	70c
Niagara Gravity Locking, Nos. 1, 3 and 5	70c
Noiseless, Nos. 50, 60, 65 and 55	80c
O. S., Lull & Porter	80c
Pioneer, Nos. 050, 45 and 55	70c
Steamboat Gravity Locking, No. 10	70c
Stenger's Positive Locking	70c
W. H. Co.'s No. 2 Mortise Gravity	60c
Stanley's Steel Gravity Blind Hinges, No. 1, 647½, no Screws, 75c, with Screws, \$1.20 pr. doz. sets	
Stanley's Rolled	20c
Stanley's Rolled Center	30c

## Hitching Cords—

Covert Mfg. Co.	45c
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## Hoes—

Steel Goods Association List, Aug 1, 1899	
Asphalt Hoes	6c

Cotton Hoes	70c
Cotton Chopper Hoes	75c
Garden Hoes	75c
Harper's No. 7 Mortar Hoes	65c
Jersey Hoes	65c
Kretzinger, Cut-Ezy	75c
Ladies' Cotton Hoes	75c
Laid Steel Edge Hoes	25c
Meadow and Rhode Island Hoes	75c

Mortar and Street Hoes	75c
Planter Hoes, Regular Pattern	70c
Rough Finish Shank Cotton Hoes	75c

Special Hoes	75c
Special Mortar Hoes	40c
Sunham Meadow Hoes	75c
Tobacco Hoes	75c
Toy Ladies' and Boys' Hoes	70c
Truck Hoes	50c
Warren Hoes	60c
Weeding Hoes and Rakes	75c

## Hollow Augers—

See Augers and Bits.

## Hollow Ware—

## IRON—

Lalanc & Grosjean Mfg. Co.:	
Alate Nickel-Ware	40c
Pearl, Agate	40c
Peerless Enamelled Ware	70c
Crystal Steel-Ware	50c
Blue and White-Ware	40c
White-Ware	33c

## STONE HOLLOW-WARE—

Ground	60c
Unground	70c

## WHITE ENAMELED WARE—

Boilers and Saucepans	45c
Maslin Kettles	70c
Tinned Boilers and Saucepans	45c

## SILVER-PLATED—

4 mo. or 5% cash in 30 days.	
Hartford Silver-Plate Co.	40c
Holmes & Edwards Silver Co.	40c
Meriden Britannia Co.	40c
Reed & Barton	40c
Rogers & Brother	40c
Simpson, Hall, Miller & Co.	40c
William Rogers Mfg. Co.	40c

## Hooks—

## AGRICULTURAL—

Potato, all kinds	70c
Manure	70c
Iowa F. T. Co.'s Clam	60c

## BUAH—

Jennings & Griffin's	33c
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## CORN—

Kretzinger Cut-Ezy	pr. doz. \$3 net
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## CAST IRON—

Bird Cage, Sargent's list	60c
Bird Cage, Reading	60c
Bird Cage, Williamson	50c
Ceiling, Sargent's list	50c
Chandelier	70c
Clothes Line, Sargent's list	50c
Coat and Hat, Sargent's list	50c
Coat and Hat, Reading	60c
Coat and Hat, Stowell's	70c
Harness, Sargent's list	50c
Lamp	55c
Picture	75c
Screw Hat	70c
Stowell's:	
Clothes Line	70c
Harness	70c
Hotel & School House	70c
Wardrobe	55c

## WROUGHT IRON AND STEEL—

Cotton	pr. doz. \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works)	2c
Hammock Hooks, E. C. Stearns	50c
Picture, T. & S. Mfg. Co.	75c
Tassel, T. & S. Mfg. Co.	50c
Wrought Staples, Hooks, &c.	See Wrought Goods.

## MEAT—

Enterprise	40c
Humason & Beckley	80c

## WIRE—

Atlas Coat and Hat	45c
Belt	75c
Crecent, Coat and Hat	50c
Wire Coat and Hat, Acme	50c
Wire Coat and Hat, Gem	50c
Wire Ceiling, Gem	50c
Wire Coat and Hat, Standard	45c

## MISCELLANEOUS—

Covert Mfg. Co.:	
Safety Gate and Scuttle Hooks	35c
G. ass	No. 2, \$1.65; 3, \$1.80; 4, \$2.00
Hooks and Eyes—Brass	60c
Hooks and Eyes—Mal. Iron	70c
Cot'on, Box and Hay	60c

## Horse Clippers—

See Clippers.

## Horse Nails—

Nos. 6 7 8 9 10	
A. C.	25c 23c 22c 21c 21c
American, all sizes	10c net
Nos. 6 7 8 9 10	
Ausable	28c 26c 25c 24c 23c
Anchor	23c 21c 20c 19c 18c
C. B. K.	25c 23c 22c 21c 21c
Capewell	19c 18c 17c 16c 16c
Champlain	28c 26c 25c 24c 23c
Clinton Fin	19c 17c 16c 15c 14c
Essex	28c 26c 25c 24c 23c
Lyra, all sizes	9c net
Maud B.	25c 23c 22c 21c 21c
Neponset	25c 23c 22c 21c 21c
Northwestern	28c 26c 25c 24c 23c
Putnam	23c 21c 20c 19c 18c
Snowden	9c 9c 9c 9c 9c
Vulcan	28c 21c 20c 19c 18c

## Horse Shoes—

Horse and Mule, per keg	\$3.75
Burden's, all sizes	3.70
Bryden, Phoenix, Perkins, &c.	3.75
Diamond State, Shoemaker, Crescent, &c.	\$3.75
Factory Shipments	

## Horse Ties—

Covert Mfg. Co.:	
Cotton	45c
Hemp	45c
Jute	35c
Sisal	20c

## Hose, Rubber—

Boston Belting Co.:	
"Boston"	50c
Competition	70c
Extra	60c
N. J. Car Spring & Rubber Co.:	
Extra Para	40c
Reliable	50c
Staple	60c
Standard	70c

## Ice Awa, Chippers, &amp;c.—

Copeland Ice Pick	pr. gr. \$9.00 net
Crown	net
Gem Ice Shave	net
Parker's:	
Ice Box Chisel	pr. doz. \$12.00
Ice Crusher, No. 3	pr. doz. 3.00
Ice Crusher, No. 2	pr. doz. 6.00
Ice Crusher, No. 1	pr. doz. 20.00
Ice Tools	pr. doz. 4.00
Sargent's Ice Awa	35c
Snell's	50c
Star	net

## Ice Cream Freezers—

See Freezers, Ice Cream.

## Ice Shredders—

Enterprise, No. 33	pr. doz. \$6.00
No. 34	pr. doz. 15.00

## Jack Chain—

See Chain.

## Jack Screws—

See Screws.

## Kettles—

Spun Brass, Plain	15c
Spun Brass, plated inside with White Metal	10c

## Knives—

Ames':	
Bread Knives	pr. doz. \$1.50
Butcher Knives	25c
Shoe Knives	25c
Cronk's Chopping	32c
Dunlap Kitchen and Bread Knives	25c
Poster Bros. Butcher, &c.	30c
Goodell's:	
Bread Knives Ass'n list	net
Butcher	net
Shoe Knives	40c
Hay and Straw, see Hay Knives	
Table and Pocket, see Cutlery	
Wilson's Butcher Knives	net

## Knives, Hay and Straw—

See Hay Knives.

## Knobs—

Bardsley's Wood Door, Shutter and Base	10c
Base Rubber Tip, 2½ in. Bead	pr. gr. \$1.50
Carriage, Jap.	pr. gr. 80c

**Latches—**

Cronk's Barn Door	Net, \$2.25
Lane's Barn Door	40¢@40&10%

**Lawn Mowers—**

Champion	75¢@10%		
Clipper Improved	50¢@10&10&5%		
Continental	60¢@10%		
Enterprise	40¢@10%		
Genuine Philadelphia Mowers:			
Styles M., S., C., K., T.	70¢@10%		
Style A. (all steel)	60¢@10%		
Style E., Low Wheel	60¢@10%		
Style E., High Wheel	70¢@10&5%		
Drexel, low list	60%		
Gold Coins, low list	60%		
Great American	70¢@10%		
Imperial	60¢@10&10%		
New Departure, High Wheel	70¢@10%		
New Departure, Low Wheel	75%		
New Easy	60¢@10¢@60&10&10%		
New York	60¢@5%		
Pastime:			
12 in.	14 in.	16 in.	
\$6.00	\$6.25	\$6.50 each net	
Pennsylvania.			
60¢@10%			
Racine:			
14 in.	16 in.	18 in.	20 in.
\$15.00	\$17.00	\$19.00	\$21.00 each
60%			
Rapid Transit	70¢@10%		
Standard	60¢@5%		
Sunbeam	60¢@10%		

**Lawn Sprinklers—**

Enterprise .....	25¢@30%
Gibbs' Arc .....	¢ doz. \$10.00
Gibbs' Hustler .....	¢ doz. 5.00
Philadelphia Lawn Mower Co.:	
Philadelphia Lawn Sprinkler:	
No. 1.	No. 2.
No. 3.	
¢ doz. \$12.00	\$15.00
	\$24.00....80%

**Leaders—**

Covert Mfg. Co. Cattle	45%
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**Lead Pipe, Etc.**

Lead Pipe, full lengths	6c
Lead Pipe, cut lengths	6½c
Lead Pipe, Tin Lined	12½c
Block Tin Pipe	87½c
Sheet Lead, full rolls	7c
Sheet Lead, cut rolls	8c
Quantity discount, 20%	

**Lemon Squeezers—**

Berger Bros. ½ doz. 8-in.	\$1.00; 10-in.
Dean's, Nos. 1, ½ doz.	\$3.50; 2, \$3.25;
3, \$1.65; Queen, \$2.50, net	
Hotchkiss, Straight Flush, ½ doz.	\$9.60
Jennings' Star	½ doz. \$1.90@2.00
Little Giant	50¢@50&5%
Porc. Lined, Iron	\$3.25@3.50
Porc. Lined, Wood	½ doz. \$6.00
Wood, Common, ½ gross, No. 0,	\$5.00;
No. 1, \$6.50; No. 2, \$10.00	

**Letter Box Plates—**

Name Door Plate	50¢@50&10%
Name Plate	70%
Number Door Plate	60¢@60&10%
Sargent's	60¢@10&70%

**Levels—**

C. E. Jennings & Co.'s:	
Hexagon	2' & 10'
Iron Bench, new design	25¢@10%

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's	50%
Cotton Chalk, 20 feet	60¢@10%
Cotton Trot	33½¢
Masons':	
Colored Cotton	40¢@10%
Flax	40¢@10%
No. 0 to 5	25%
Samson Cotton, No. 4, \$2.00; No. 4½	\$2.50
Silver Lake, Braided, No. 0, \$6.00	
No. 1, \$6.50; No. 2, \$7.00; No. 3,	\$7.50 ½ gross
Ventilator Cord, Samson Braided,	25¢@30%
White or Drab Cot. ½ doz.	\$7.50
Wire Clothes, 100 feet, No. 18, \$2.25;	
No. 19, \$2.00; No. 20, \$1.75.	

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &C.	
Branford Lock Co.	net prices
Champion Night Latches	40%
Moore's Elevator Door	40%
Norwalk Lock Co.	40%
Plate	33½¢
R & E. Mfg. Co.	45¢@10%
Reading Hardware Co.	40%
Sargent & Co.	40%
Yale	net prices

**CABINET—**

Eagle Lock Co.	33½¢
Corbin	34½¢
Yale	33½¢

**PADLOCKS—**

Acme Bicycle and Satchel, ½ doz.,	\$9.00.
Acme Sword Co.	40%
Brown's Brass	25%
Brown's Chain	25%
Champion	40%

Eagle	40%
Scandinavian	90¢@25%
McWilliams	25%
Smith & Edge Bicycle	50%
Wrought Iron	75¢@10%
Yale Lock Co.	net prices

**TRUNK—**

Corbin's	25%
Eagle	25%

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:	
Hickory	50¢@50&10%
Lignumvite	50¢@50&10%

**Mattocks—**

Cronk's Garden	25%
Regular Goods	60¢@10%

**Meat Cutters—**

American	30%
Nos. 1 2 3 4 B 5	
Each, \$5 \$7 \$10 \$25 \$50 \$60	
Dixon's	½ doz. 33½¢
Nos. 1 2 3 4	
\$14 \$17 \$19 \$30	
Enterprise	25¢@25&7½¢
Nos. 5 10 12 20 22 32	
Each, \$2 \$3 \$2.50 \$5 \$4 \$6	
Hales Pattern, ½ doz.	70¢@70&5%
Nos. 11 12 13	
\$27 \$33 \$45	
Home No. 1, ½ doz. \$28	60%
Little Giant	50¢@10%
Nos. 305 310 312 320 322	
\$35 \$48 \$44 \$72 \$68	
Miles' Challenge, ½ doz.	45¢@45&10%
Nos. 1 2 3	
\$22 \$30 \$40	
Woodruff's, ½ doz.	33½¢
Nos. 100 150	
\$15 \$18	
Beef Shavers (Enterprise)	25¢@30%
Chadborn's Smoked Beef Cutter	½ doz. \$60.00

**Meat Juice Extractors—**

Enterprise	25¢@30%
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**Metals, Anti-Friction—**

Magnolia Metal Co.:	½ lb
Magnolia, Anti-Friction	25c
No Name	15c
Mystic	10c
f. o. b. New York or Chicago.	

**Melting Ladles—**

Monroe's Patent	½ doz. \$4.00, 40%
P. S. & W.	35¢@10&40%
Reading	50¢@10%
Sargent's	60¢@60&10%
Warner's	30%

**Mop Wringers—**

Matchless (Canton, O.), ½ doz.	\$12.00
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**Motors—**

COFFEE MILL—	
Specialty Novelty Co.	each \$5.00

**Nails—**

WIRE AND CUT NAILS—	
See Review of the Markets for quotations.	
Wire Nails and Brads, Papered, Ass'n list, July, 1899	85¢@5&10%
PICTURE—	
Brass Head, Combination list	70%
Brass Head, Sargent's list	70¢@70&5%
Niles' Patent	40%
Porcelain Head, Comb'n list	40%
Porcelain Head, Sargent's list	50%

**FURNITURE—**

Antique Bronze	10%
China	25%
Fire Gilt	10%
Plain	40%

**Nail Pullers—**

Black Hawk, ½ doz.	\$9.00
Cyclops	35%
Eclipse	½ doz. 18.00, 25¢@10&10%
Giant, No. 1, ½ doz. \$18.00; No. 1½,	\$16.50; No. 2, \$15.00
Lightning	½ doz. \$18.00, 20%
National	½ doz. 24.00, 40%
Pelican	½ doz. \$9.00, 40¢@40&10%
Scranton, No. 2	½ doz. \$10.00
Scranton, No. 3	½ doz. 9.00

**Nail Sets—**

Buck Bros	27½¢
Cannon's Diam'd Point, ½ gro.	\$12.25%
Humason's	50¢@10%
Hunters' Cup Point, Knurled	½ gro.
Hunters' Cup Point, Plain	\$10.00
Octagon	4.00¢@4.75
Round, assorted	3.00¢@4.25
Square	4.00¢@4.25
Snell's:	
Octagon	\$4.75
Corrugated	6.50
Knurled	9.00

**Nippers—**

Acme	50%
Smith's Cutting	50%
Todd's Cutting	50%

**Nut Crackers—**

Acme, Japanned	\$30.00. 40%
Acme, Nickel Plated	30.00. 20%
Turner & Seymour Mfg. Co.	50%

**Nuts—**

Off list.	
Hot pressed, square, blank	\$5.20
Hot pressed, hexagon, blank	5.50
Hot pressed, square, tapped	5.60
Hot pressed, hexagon, tapped	5.30
Cold punched, plain, square, blank	4.30
Cold punched, hexagon, square, blank	4.40
Cold punched, plain, square, tapped	4.10
Cold punched, plain, hexagon, tapped	4.20

**Oilers—**

Brass and Copper	40¢@10&50%
Cushman & Denison's:	½ doz.
Gem	\$ .50
Leader	.60
Perfect Oilers	1.50
Star Pocket Oilers	.75
Draper's:	
Brass	70¢@10%
Steel	70¢@10
Malleable, Hammers, New Style,	10¢@5&20%
Malleable, Hammers, Old Pattern,	same list.
"Paragon," Brass	5.5¢@10&60%
"Paragon," Zinc	70¢@70&10%
Tower & Lyon Bicycle	25%
Wilmot & Hobbs Mfg. Co.'s Steel	
Anti Rust	70¢@10&75%
Zinc and Tin	60¢@10&65%

**Oil Stones, etc.—**

OIL STONES—	
Pike's Washita:	
Lily White, ½ lb	\$ .60
Rosy Red Washita	.60
Extra Washita, Green Paper	
Wrapper, ½ lb	.50
No. 1	.40
No. 2	.30
Pike's Washita Round Edge Slips:	
3 to 5x1½ to 2½ to ¾ at back, ½	to 5-16 edge, ½ lb:
Lily White Slips	.80
Rosy Red Slips	.80
Extra Slips, same sizes as above	.80
No. 1	.70
No. 2	.40
Penknife Pieces, 3 to 5x1 to	1¼x¼ to ½, ½ lb
Discount, 33½¢.	
Pike's Washita Mounted No. 1:	½ doz.
8x2	\$12.00
7x2	11.00
6x2	10.00
5x2	9.00
4x1½	7.00
3½x1	5.50
Discount, 33½¢@10%.	
Pike's Washita Axe Stones:	
About 2x2x¾ to 1½, ½ lb	\$ .24
About 2x2x½, extra selected	.40
Discount, 33½¢.	
India Oil Stones	25¢@33½¢

**Packing, Steam—**

RUBBER—	
Boston Belting Co.:	
"Boston"	60%
"Excelsior" Plumbago, Pure, ½	lb \$1.00.
Extra	60%
Standard, Fair Quality	70%
MISCELLANEOUS—	
American Packing	8¢@10c
Cotton Packing	13¢@14c
Italian Packing	10¢@12c
Jute	5¢@6½c
Russian Packing	10¢@12c

**Padlocks—**

See Locks.

**Parers—**

APPLE—	
Advance	½ doz. \$ 4.50
Baldwin	5.00
Bonanza	each 5.00
Dandy	each 7.50
Eureka, 1893	each 16.00
Family Bay State	12.00
Improved Bay State	\$27@30.00
Little Star	4.00
New Lightning	5.50
Penn	3.75
Perfection	4.00
Reading, 72	4.00
Reading, 78	7.00
Scott's Pat. Rotary	\$15.00, 20%
Turntable, Old Style	4.50
Turntable, 1898	5.00
White Mountain	4.00
POTATO—	
Saratoga	\$5.50
White Mountain	4.50

**Pencils—**

Dixon's:	½ gro.
Carpenter's	\$2.67@8.75
Carpenter's, Blue or Red	
Lead	4.00¢@7.50

Lead	2.18¢@4.88
Lumber	6.87
Mascot, Hexagon	3.75
Mascot, Round	3.10

**Percussion Caps—**

See Ammunition

**Picks—**

Railroad or Adze Eye, 5 to 6	\$13.00;
6 to 7	\$13.00. 60¢@10&60&10&10

**Planes and Plane Irons—****WOOD PLANES—**

Bailey's (Stanley R. &amp; L. Co.)

Bench, First Quality	50¢@10&60%
Bench, Second Quality	50¢@50&10%
C. E. Jennings & Co.	50¢@10%
Molding	40¢@5%

**IRON PLANES—**

Chaplin's Iron Planes	50¢@10&60%
C. E. Jennings & Co., Iron	50¢@10%
Sargent's	60%
Standard Tool Co.	50¢@50&5%
Stanley Rule & Level Co.:	
Bailey's	50¢@100
Miscellaneous	25¢@10%
Steer's Iron Planes	50¢@1%

**PLANE IRONS—**

Anburn "Thistle"	80¢@10&40%
Ohio	
Sandusky	30%
Buck Bros.	\$5.00@5.25 to 2
Butcher's	25¢@10%
C. E. Jennings & Co.	50¢@10%
Stanley Rule & Level Co.	20¢@5&25%
L. & I. J. White	

**Pliers and Nippers—**

Button's	70%
Carew's Pat. Wire Cutters	25%
Cronk's:	
Button Pattern	70%
Fencing Pliers, ½ doz.	\$12.00.
Flat and Round Nose	40%
Gas Pliers, No. 100	40%
Stubbs' Pat. Pliers	50%
Wire Cutter and Bender	60%
Hall's Nippers, ½ doz., No. 2, 5 in.	\$13.50; No. 4, 7 in., \$21.00.
Hall's Pliers	70%
Humason & Beckley Mfg. Co.	50¢@50&10%
Wm. Johnson's Gas Pliers	60%
Morrill's Parallel, ½ doz.	\$12.00.
Smith's Side Cutting	25%
P. S. & W. Cast Steel	50¢@50&5%
P. S. & W. Tinners' Cutting Nip-	pers. about ½ doz. 10%

**Plow Bolts—**

See Bolts.

**Primers—**

See Ammunition.

**Pruning Hooks and Shears—**

Cronk's Pruning Shears.....33½¢  
 Cronk's Heavy Pattern, # doz., \$2.50 net  
 Dieston's Combined Pruning Hook  
 and Saw.....# doz., \$18.00, 25¢&25¢10¢  
 Dieston's Pruning Hook, # doz.,  
 \$12.00, 25¢&25¢10¢  
 Henry's:  
 Pruning Shears.....50¢&5¢  
 Orange.....50¢&30¢  
 Grape.....50¢&10¢  
 Tree Pruners.....75¢  
 Kohler's Pruning Shears: # doz.  
 German, No. 46.....\$3.50  
 American, No. 38.....2.50  
 E. S. Lee & Co.'s Pruning Tools.....40¢  
 P. S. & W. Co.'s Shears.....60¢  
 Waters' Tree Pruners.....75¢&10¢  
 Wheeler, M. & C. Co.'s Combina-  
 tion.....# doz., \$12.00, 25¢&10¢

**Pulleys—**

Awning.....60¢&60¢10¢  
 Axle.....50¢&10¢&60¢  
 Brass Screw.....45¢&10¢  
 Ceiling.....50¢&10¢&60¢  
 Clothes Line, Japanned.....60¢  
 Common Sense.....60¢  
 Dumb Waiter.....60¢&60¢10¢  
 Empire Sash Pulley.....60¢  
 Hay Fork, Swivel Eye, # doz.,  
 4-inch, \$3.75; 6-inch, \$5.00.....55¢  
 Hay Fork, Hartz, 4¼-inch, # doz.,  
 \$8.00.....50¢&10¢  
 Hay Fork, 5-inch, Solid, \$5.70.....50¢  
 Hot House.....50¢&10¢&50¢&10¢  
 Stowell's Anti-Friction, 5-in. Wheel,  
 # doz., \$12.00.....40¢  
 Side, Anti Friction.....50¢  
 Shade Rack.....45¢  
 Upright.....50¢&10¢&50¢&10¢

**Pumps—**

Cistern, Best Grades.....50¢&10¢&60¢  
 Pitcher Spout, Best Grades.....70¢&10¢  
 F. E. Myers & Bro.:  
 No. 1, Fig. 328, 3 in. Shallow  
 Well Pump.....\$13.00  
 No. 8, Fig. 328, 3¼ in. Shallow  
 Well Pump.....15.00  
 No. 5, Fig. 307, 3 in. Deep Well  
 Pump.....15.00  
 No. 6¼, Fig. 307, 3¼ in. Deep  
 Well Pump.....17.00  
 No. 14, Fig. 521, 3 inch Deep or  
 Shallow Well Pump.....15.00  
 No. 32, Fig. 523, 3 in. Deep Well  
 Pump.....17.00  
 No. 56, Fig. 331, 3 in. Shallow  
 Well Pump.....14.00  
 No. 59, Fig. 332, 3¼ in. Shallow  
 Well Pump.....17.00  
 No. 70, Fig. 333, 2¼ in. Deep  
 Well Pump.....15.00  
 No. 72, Fig. 333, 3 in. Deep Well  
 Pump.....15.00  
 No. 73, Fig. 333, 3¼ in. Deep  
 Well Pump.....16.00  
 No. 102, Fig. 448, 3 inch Lift  
 Pump.....9.00  
 No. 108, Fig. 448, 3¼ in. Lift  
 Pump.....11.00  
 No. 128, Fig. 510, 3 in. Lift  
 Pump.....7.00  
 No. 131, Fig. 510, 3¼ in. Lift  
 Pump.....8.50  
 No. 225, Fig. 389, Windmill  
 Pump.....12.50  
 No. 235, Fig. 403, Windmill  
 Pump.....16.00  
 No. 240, Fig. 406, Regulator  
 Pump.....28.00  
 No. 263, Fig. 572, Cyclone Tank  
 Force Pump.....16.00  
 No. 267, Fig. 483, Geyser Tank  
 Force Pump.....16.00  
 No. 288, Fig. 513, Low Down  
 Tank Force Pump.....16.00  
 No. 302, Fig. 477, Spray Pump,  
 complete.....11.50  
 No. 320, Fig. 492, Bucket Spray  
 Pump.....5.00  
 No. 330, Fig. 547, Knapesack  
 Spray Pump.....10.00  
 Discount, 50% f. o. b. Ashland.

**PUMPS AND PUMP SPECIALTIES—**

Torrent Pump Co., Cleveland, O.: Net  
 Purifying Pump, each.....\$3.00  
 Chain for same, # foot......11  
 Torrent C. P. Curb, each.....1.50  
 Same, fitted for 2-inch tubing.....1.60  
 Poplar Tubing, # 100 feet.....4.00  
 2-inch Tubing, # 100 feet.....5.00  
 Galvanized Iron Tub'g, # 100 ft.....6.00  
 Couplings for same, # pair......15  
 Galvanized Chain, # 100 pounds.....5.50  
 Torrent Rubber Buckets.....5.00  
 Victor Buckets, # 100.....7.50  
 Cleveland Buckets, # 100.....4.50  
 Torrent Water Drawer.....50¢  
 Roberts Water Drawer.....50¢  
 Wood Suction Pumps.....50¢&5¢  
 Galvanized Iron Pumps.....50¢  
 Cyclone Force Pump.....50¢  
 Oatman Handy Hoops.....40¢&10¢  
 Rave-Trough Hangers.....40¢  
 Net......40¢  
 Sprayers, # dozen.....\$4.50  
 Acme Riveter, # dozen.....4.50  
 Dreyer Spoke Repairer, # doz......60  
 Delivered f. o. b., Miles Avenue Station.

**Punches—**

Bemis & Call Co.'s:  
 Cast Steel Drive.....50¢&5¢  
 Check.....55¢  
 Spring.....50¢&5¢  
 Springfield Socket.....65¢  
 Morrill's Universal.....35¢  
 Niagara Hollow.....45¢  
 Niagara Solid.....55¢  
 Saddlers' or Drive, good.....60¢&65¢  
 Snell's Tinnners'.....50¢  
 Spring, good quality, # doz., \$1.70@1.80  
 Spring, Leach's Pat.....15¢  
 Tinnners' Solid, P. S. & W. Co.,  
 # doz.....\$1.44, 55¢  
 Tinnners' Hollow, P. S. & W. Co.,  
 # doz.....20¢&2¢

**Rail—**

Barn Door, Light, In. ¼ ½ ¾  
 # 100 feet.....\$1.40 1.85 2.60  
 Barn Door, "None Better" No. 1,  
 # foot.....34¢  
 Barn Door, "None Better" No. 2,  
 # foot.....34¢  
 B. D. for N. E. Hangers:  
 Angular, # foot, 6c.....70¢  
 Double Flange, # foot, 8c.....70¢  
 Carrier Steel Rail, # foot.....44¢  
 Cronk's: # foot......8 c  
 O. N. T. Style, No. 18.....8 c  
 Double Braced.....34¢  
 Lane's: # 100 ft......30  
 O. N. T., 1 in.....3.00  
 O. N. T., 1¼ in.....3.65  
 Standard, 1¼ in.....4.25  
 Stowell's Wrought Steel.....35¢  
 Sliding Door, Bronzed Wrought  
 Iron, # foot.....64¢  
 Sliding Door, Steel, Brass Plated,  
 # foot.....54¢  
 Sliding Door, Wrought Brass, 1¼ in.,  
 # lb, 38c.....10¢&20¢  
 Victor Track Rail, 7c # ft.....60¢&10¢&24¢

**Rakes, Etc.—**

Cronk's:  
 Wrought Steel Garden.....60¢&20¢  
 Queen City Lawn.....40¢  
 Kohler's:  
 Lawn Queen, net # doz.....\$3.25@3.15  
 Lawn Queen, Improved, net # doz.....  
 20-Tooth.....\$3.50@3.80  
 24-Tooth.....3.60@3.75  
 Jumbo, net # doz.....7.00@9.00  
 Paragon, net # doz.....8.25@3.50  
 Steel Garden Rakes.....70¢&5¢&2¢  
 Steel Garden Rakes Stamped Blank.....70¢  
 Steel Road Rakes.....65¢  
 Steel Tar or Asphalt Rakes.....5¢  
 Turf Edger.....60¢&5¢  
 Prize Bow Braced Steel.....70¢&5¢&2¢  
 Peerless Shank.....70¢&5¢&2¢  
 Peerless Socket.....70¢&5¢&2¢  
 Level Head Shank.....70¢&5¢&2¢

**Rasps, Horse—**

Dieston's.....70¢  
 New Nicholson Horse Rasp.....70¢  
 See also Files.

**Razors—**

Electric.....List net  
 J. R. Torrey Razor Co.....20¢  
 Wostenholm and Butcher, \$10.00 to  
 £.....10¢

**Registers—**

HOT AIR—  
 New List, Feb. 1, 1899:  
 Black Japanned.....30¢  
 White Japanned.....25¢  
 Bronze Finishes.....30¢  
 Electro-Plated.....80¢&10¢  
 Nickel Plated.....30¢&10¢  
 White Porcelain.....20¢  
 Solid Brass and Bronze Metal.....20¢

**Rings—**

See Bull and Hog Rings.

**Rivets and Burrs—**

Belt with Burrs.....40¢&5¢&40¢&10¢  
 Hose with Burrs.....40¢&5¢&40¢&10¢

**IRON—**

American Screw Co.:  
 List, Nov. 1, 1894.  
 Ordinary, in bulk.....62½¢  
 Thousand, in bulk.....62½¢  
 Thousand in papers.....62½¢  
 Coopers', in bulk.....62½¢  
 Block and Carriage, in papers.....62½¢  
 Hame.....62½¢  
 Belt with Burrs, Tinned or Cop-  
 pered.....62½¢

**Rivet Sets—**

Regular List.....70¢

**Rollers—**

Lane's, Stay.....33½¢

**Rope—**

Cotton Rope, Best, # lb......15  
 ¼ inch and larger.....@16c  
 Medium, ¼ in. and larger.....@14c  
 Common, ¼ in. and larger.....@12½c

**Jute Rope:**

A grade.....7½¢  
 C grade.....7 c  
 Manila:  
 7-16 in. and larger.....10 c  
 ¾ in.....10½¢  
 ½ and 5-16 in.....11 c  
 Hay Rope, Medium.....10½¢  
 Sisal:  
 7-16 in. and larger.....6½¢  
 ¾ in.....7 c  
 ½ and 5-16 in.....7½¢

**Rules—**

Athol, Steel.....33½¢  
 Boxwood.....75¢&10¢&10¢&10¢  
 Ivory.....35¢&10¢&35¢&10¢&10¢  
 Lufkin's:  
 Steel.....55¢  
 Lumber.....50¢&10¢  
 Miscellaneous, Stanley's.....55¢&10¢  
 Starrett's Rules and Straight Edges.  
 Steel.....25¢&10

**Sad Irons—**

Chinese Laundry.....# lb 44¢  
 Chinese Sad.....34¢  
 Crown, Polished.....# doz. \$6.50  
 Crown, Nickel.....# doz. 7.00  
 Common 4 to 10.....# lb 3¼¢@3½¢

**COLD HANDLED—**

Enterprise Mfg. Co. of Pa.....30¢&5¢  
 Self-heating.....# doz. \$10.00, 20¢  
 Self-heating, Tailors'.....# doz. 22.50, 25¢  
 Sensible Nickel.....# doz. \$7.00  
 Sensible Polished.....# doz. 6.50  
 Sensible, Tailors'.....# lb 44¢

**Safety Fuse—**

See Fuse.

**Safety Lifts—**

Burr Mfg. Co., Steel.....50¢&amp;60¢

**Sand and Emery Paper and Cloth—**

Baeder, Adamson & Co.'s:  
 Emery Cloth.....50¢&10¢  
 Garnet Paper.....30¢&30¢&5¢  
 Sand and Emery Paper.....50¢&10¢

**Sash Chain—**

Competition.....50¢&10¢  
 Giant.....40¢  
 Monarch.....40¢&10¢  
 Red Metal.....40¢&10¢  
 Steel.....40¢&10¢

**Sash Cord—**

Cable Laid Italian Sash.....# lb 16¢@18c  
 Cable Laid Russia.....# lb 13¼¢@14c  
 Common India.....# lb 8¼¢@9c  
 Common Russia Sash.....# lb 12¼¢@13c  
 Patent India.....# lb 11c  
 Samson:  
 "Mass," White, Cotton.....24c  
 "Samson" Braided White, Cotton.....# lb 30c  
 "Samson" Braided Arab, Cotton.....# lb 35c  
 "Samson" Braided Italian Hemp.....# lb 38c  
 "Samson" Braided Linen.....# lb 50c  
 Silver Lake:  
 A Quality, Drab.....# lb 40c, 15¢@15¢7½¢  
 A Quality, White.....# lb 35c, 15¢@15¢7½¢  
 B Quality, Drab.....# lb 35c, 15¢@15¢7½¢  
 B Quality, White.....# lb 30c, 15¢@15¢7½¢  
 United States:  
 B Quality.....# lb 18c  
 C Quality.....# lb 16¼c  
 White Cotton, Hard Braided.....# lb 16c

**Sash Fasteners, Holders, &c.**

Sash Lifts.....60¢&10¢&10¢  
 Sash Lifts Finish.....50¢  
 Sash Lifts With Lock.....60¢&10¢&10¢  
 Sash Rollers.....70¢  
 Shutter Bars.....60¢&10¢&60¢  
 Shutter Sheaves.....60¢  
 Window Screen Sash Lifts.....60¢&10¢

**Sash Locks—**

Champion Meeting Rail.....70¢  
 Champion Slide.....60¢  
 Davis, Bronze, Barnes Mfg. Co.....50¢  
 Elting's Ventilating.....40¢  
 Fitch's:  
 Iron.....70¢  
 Bronze and Brass.....60¢&10¢  
 Gale's Automatic, List Nov., 1897.....65¢  
 Ives' Patent:  
 Wrought Steel.....60¢  
 Bronze M. Knob.....60¢  
 Wrought Bronze and Brass.....55¢&5¢  
 Cast Iron.....65¢  
 Cast Bronze and Brass.....62½¢  
 Payson's Perfect.....70¢  
 Reading.....60¢&10¢

**Sash Weights—**

Small lots.....# ton \$27.00  
 Ton lots at factory.....25.00

**Sausage Stuffers or Fillers—**

Draw Cut, No. 4.....each \$30.00, 20¢  
 Enterprise Mfg. Co.....25¢&25¢7½¢  
 National Specialty Mfg. Co.....25¢

**Saws—**

Atkins:  
 Band 7 to 14 in. Wide.....60¢&10¢  
 Band 2 to 6 in. Wide.....60¢  
 Band ½ to 2 in. Wide.....60¢  
 Butcher, Pruning and Compass.....40¢&5¢  
 Circular.....50¢&10¢  
 Cross Cut.....35¢&5¢  
 Gang.....35¢  
 Hand, Panel and Rip.....40¢  
 Wood.....40¢  
 Dieston's:  
 Circular, Solid and Inserted Tooth.....50¢  
 Band 3 in. to 14 in. Wide.....60¢  
 Band ¼ in. to 2½ in.....70¢  
 Cross Cuts.....45¢  
 Narrow Cross Cuts.....55¢  
 Mulay, Mill and Drag.....50¢  
 Framed Wood Saws.....35¢  
 Wood Saw Blades.....40¢  
 Wood Saw Rods.....30¢  
 Hand Saws, Nos. 12, 99, 9, 16, D100,  
 D8, 120, 76, 7, 8.....25¢  
 Hand Saws, Nos. 7, 107, 107½, 3, 1,  
 0, 00, Combination.....30¢  
 Compass, Keyhole, Pruning, Dove-  
 tail, &c.....25¢  
 Butcher Saws and Blades.....35¢  
 Haines' Needle Point.....40¢  
 C. E. Jennings & Co.'s:  
 Butcher.....25¢&10¢  
 Hand Panel, Rip and other Saws.....25¢&30¢

Peace:  
 Cross Cuts.....45¢&10¢  
 Hand Panel and Rip.....25¢&10¢  
 Richardson:  
 Circular and Mill.....50¢&50¢&10¢  
 X Cuts.....45¢&10¢  
 Hand Saws.....25¢&10¢  
 Star, Butcher.....25¢  
 Woodrough & McParlin Cross Cuts.....45¢&10¢

**HACK SAWS AND FRAMES—**

Chatillon.....30¢  
 Dieston's:  
 Concave Blades.....25¢  
 Keystone, Flexible Back and Ma-  
 chine Blades.....30¢  
 Hack Saw Frames.....30¢  
 Griffin's:  
 Complete.....40¢&45¢  
 Saw Blades.....40¢  
 Star, Saws and Blades.....25¢

**Saw Filer—**Dieston's D8 Clamp and Guide, \$30.00  
 # doz.....25¢**Saw Frames—**C. E. Jennings & Co.....20¢  
 Richardson's Wood.....net**Saw Sets—**

Atkins:  
 Criterion Saw Sets.....# doz. \$6.00  
 Excelsior Saw Tools.....# doz. 6.00  
 Bemis & Call Co.'s:  
 Cross Cut.....80¢&5¢  
 Hammer, New Pat.....45¢  
 Plate.....20¢  
 Spring Hammer.....30¢&5¢  
 Dieston's Monarch, Nos. 1 & 10 and  
 Star.....25¢  
 Hart's Pat. Lever.....20¢  
 Kohler's:  
 "Giant Royal".....# doz. \$9.00  
 "Royal".....# doz. 6.00  
 Leach's.....33½¢  
 Morrill's:  
 No. 1, \$15.00; No. 10, \$15.50; No. 11,  
 \$16.00.....40¢&20¢  
 Cross Cuts Nos. 3 and 4, \$23.00; No.  
 5, \$31.00.....40¢&30¢  
 Richardson's.....25¢  
 Seymour Smith & Son, Hammer  
 # doz.....\$4.75  
 Stillmans.....# doz. 1.00  
 Tailors Positive.....\$18.00 # doz. 60¢

**Scales—**

Chatillon's:  
 Eureka.....25¢  
 Favorite.....40¢  
 Grocers' Trip Scales.....50¢  
 Family, Turnbull's.....30¢&30¢&10¢  
 Hatch:  
 Counter, No. 171, # doz. \$17.00@18.00  
 Tea, No. 161.....# doz. 5.75@ 6.00  
 Union Platform Plain.....2.00@ 2.10  
 Striped.....2.15@ 2.25

**Scale Beams—**

Chatillon's No. 1.....30¢  
 Chatillon's No. 2.....30¢

**Scrapers, &c.—**

Adjustable Box Scraper (S. R. & L.  
 Co.) #60.....40¢&10¢  
 Box, 1 Handle.....# doz. \$2.00  
 Box, 2 Handle.....# doz. \$3.00@4.00  
 Foot.....55¢&5¢&10¢&5¢  
 Ship Combs.....# doz. \$2.40 net  
 Ship, R. I. Tool Co.....10¢

**SIDEWALK—**

Kohler's, Steel No. 7.....# doz. \$3.00

**Screens—**

DOOR—  
 Phillips: # doz......40¢  
 ½ in., Style E, Fancy Screen  
 Doors.....\$10.00  
 ¾ in., Style G, Common Screen  
 Doors.....6.50  
 ¾ in., Style K, Fancy Screen  
 Doors.....8.00  
 ¾ in., Style K4, Fancy Screen  
 Doors.....8.50





Sprout's Shear Fork, each.....\$1.60  
Steel Frame Pulley with Iron  
Sheave, Fig. 565,  $\frac{1}{2}$  doz..... 1.85  
Sore Grip Sling Car, Steel or Wood  
Track..... 6.00  
Walker Fork, each..... 1.25  
Wrought Rafter Brackets,  $\frac{1}{2}$  doz... .40

**Transom Lifters—**

Ajax..... 50&10&50&10&5  
Bronze Metal, with Safety Spring...  
50&50&10  
Crescent..... 70&70&10  
Dickson's..... 60  
Nickel Plated..... 50&10  
Payson's Solid Grip, Nos. 303 and  
304,  $\frac{1}{2}$  100..... \$12.00  
Shaw's:  
Copper Finished..... 80&10  
Lever..... 70&70&10

**Traps—****FLY—**

Balloon.....  $\frac{1}{2}$  doz. \$1.50,  $\frac{1}{2}$  gro. \$15.00  
Globe.....  $\frac{1}{2}$  doz. 1.50,  $\frac{1}{2}$  gro. 15.00  
Harper.....  $\frac{1}{2}$  doz. 1.75,  $\frac{1}{2}$  gro. 18.00

**GAME—**

Star, Blake's Pattern..... 60&10&10  
Enterprise Mole..... 15  
H. & N..... 65  
Newhouse..... 40  
Victor..... 70&5

**MOUSE AND RAT—**

Eric Rat..... 40&40&10  
Hotchkiss:  
Metallic Mouse..... 50  
Improved Rat..... 50  
New Rat..... 50  
Mouse, Bonanza,  $\frac{1}{2}$  doz..... 90&1.00  
Mouse, Catch-'em-alive,  $\frac{1}{2}$  doz. \$2.50, 15  
Mouse, Delusion..... 40  
Mouse, Ideal,  $\frac{1}{2}$  gro..... 9.00  
Mouse, Round Wire,  $\frac{1}{2}$  doz..... \$1.50, 10  
Mouse, Wood, Choker,  $\frac{1}{2}$  doz. holes, 10c  
Marty French Rat and Mouse Traps  
(Genuine):  
No. 1, Rat, each \$1.13,  $\frac{1}{2}$  doz..... \$12.00  
No. 3, Rat,  $\frac{1}{2}$  doz., \$6.00; case  
of 50..... 5.25  
No. 3 $\frac{1}{2}$ , Rat,  $\frac{1}{2}$  doz., \$4.75; case  
of 72..... 4.25  
No. 4, Mouse,  $\frac{1}{2}$  doz., \$3.50; case  
of 72..... 2.75  
No. 5, Mouse,  $\frac{1}{2}$  doz., \$2.75;  
case of 150..... 2.25  
Schuyler Rat Killer, No. 1,  $\frac{1}{2}$  gro.,  
\$15.00; No. 2,  $\frac{1}{2}$  gro..... \$15.00  
Mouse, No. 3..... 9.00  
Smith & Edge Mfg. Co.:  
Superior Rat Trap..... \$15.00  
Yankee Mouse Trap..... 5.50  
Yankee Rat Trap..... 11.00  
J. M. Mast Mfg. Co.:  
Snap Shot, 2-Hole..... \$3.60, 4.00  
Snap Shot, 4-Hole..... 5.40, 6.00  
Blizzard, No. 12..... 4.20  
Reddy, No. 20..... 3.60  
Reddy, No. 40..... 3.60  
Reddy Rat Traps, No. 2..... 9.00  
Blizzard Rat Traps, No. 1..... 10.00

**Trowels—**

Brade's Brick..... 30  
Dixton's:  
Brick and Pointing..... 30  
Plastering..... 25  
"Standard Brand" and Garden..... 40  
C. E. Jennings & Co.:  
Brick..... 30  
Plastering..... 25  
Pointing..... 30  
Wm. Johnson's:  
Brick..... 40  
Plastering..... 40  
Pointing..... 40  
W. & McP. Plastering..... 25&25&10  
Peace's Plastering..... 25&25&10  
Richardson:  
"Rose" Brick, Plastering and Mould-  
ers..... 30&30&10  
Sargent's Garden, No. 1..... 50  
Sargent's Garden, No. 15..... 45

**Vegetable Slicers—**

Enterprise Mfg. Co..... 25

**Vises—**

Solid Box..... 40&40&10&5  
V. W. & W..... 40  
Fisher-Norris..... 15&10

**PARALLEL—**

Armstrong's:  
Combination..... 50  
Plain and Hinge..... 60  
Athol, Oval Slide..... 60  
Adams, Diamond..... 40  
Bonney's Champion..... 40  
Fisher & Norris Double Screw..... 15  
Holland's..... 40  
Howard's..... 40  
Little Giant Bench..... 25&10  
Lowell Hand..... 33

Masey:  
Perfect..... 15&20  
Climber..... 30&40  
Wood-Working..... 15&20  
Planer..... 15&20  
Comb. Pipe..... 40

Millers Falls:  
Mechanics..... net&10  
Oval Slide..... 50&10  
Ball Clamp..... 45  
Gravity..... net  
Hand..... 15  
Moore's..... 30

Parker's:  
Regular..... 20&25  
Combination Pipe..... 55&60  
Oval Slide..... 55&60  
Victor..... 20&25  
Vulcan..... 40&45  
Phenix..... 20&20&10  
Prentiss..... 20&25  
Sargent's..... 70  
Simpson's Adjustable..... 40  
Stephens..... 25&33  
Trenton..... 40&40&5  
V. W. & W. Parallel..... 40  
Coach Makers..... 40  
Oval Slide..... 40  
Wright's Pipe..... 40

**SAW FILER—**

Bonney's No. 2, \$15.00..... 40&10&50  
Cincinnati..... 40  
Stearns Com. No. 0, 1, 2 and 3,  
60&50&10  
Stearns Rubber Jaw, Nos. 10 and 33,  
83&40  
Wentworth's..... 40

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel..... 45  
Lane's Steel..... 30

**Washer Cutters—**

Otis A. Smith's..... 20&10&10

**Well Wheels—**

Japanned, 8 to 14 inches..... 70

**Weed Extractors—**

"Pastime".....  $\frac{1}{2}$  doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co..... 40  
Clayton's..... 25&10

**Window Stop Adjusters—**

Ives' New List..... 40  
Taplin's "Perfection"..... 50

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire..... 20  
Bright Wire Goods, New List..... 85&10

Cast Steel Wire..... 50  
Copper Wire..... 15  
Annealed and Tinned on Spools..... 70  
Brass and Copper on Spools..... 60  
Spooled Wire, ass'd for Retailing..... 70  
Market Wire, Bright and Annealed:

Nos. 6 to 9..... 75  
Nos. 10 to 18..... 75&5  
Nos. 19 to 26..... 75&15  
Nos. 27 to 36..... 75&10&2

**Coppered and Galvanized:**

Nos. 6 to 9..... 70  
Nos. 10 to 18..... 70&5  
Nos. 19 to 26..... 70&10  
Nos. 27 to 36..... 70&10&10

**Tinned:**

Nos. 6 to 14..... 70&10&10  
Nos. 15 to 18..... 70&10&5  
Nos. 19 to 26..... 70&10  
Nos. 27 to 36..... 70&5

Picture Wire, List of Oct. 2, 1900.....  
80&10&80&10&10

Steel Music Wire, Nos. 12 to 30, Im-  
ported.....  $\frac{1}{2}$  lb. 60&70c  
Stub's Steel Wire..... \$6.00 to \$2

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting 40&10&80&20  
ainted Screen Cloth, good quality,  
 $\frac{1}{2}$  100 sq. ft. \$1.10 a 1.15

**Wire Rope—**

New List July 1, 1899.....  
Cast Steel..... 30  
Iron..... 30&30&10  
Iron, Galvanized..... 25&10

**Wire Rope Clips—**

Crosby..... 25

**Wire Stretchers—**

W. C. Heller's Grip.....  $\frac{1}{2}$  doz. \$1.50

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels,  $\frac{1}{2}$  gal. 57c  
Linseed, City, Boiled, in barrels,  
 $\frac{1}{2}$  gal. 59c  
Out of Town on Spot.....  $\frac{1}{2}$  gal. 57c  
Calcutta, Raw, in barrels.....  $\frac{1}{2}$  gal. 85c  
Lard, Prime City.....  $\frac{1}{2}$  gal. 65&68c  
Extra, No. 1..... 47&49c  
No. 1..... 41&43c

**Paints and Colors—**

Barytes, Foreign Floated,  $\frac{1}{2}$  ton,  
\$20.00&\$21.00  
Barytes, American Floated,  $\frac{1}{2}$  ton,  
\$19.00&\$20.00  
Barytes, Crude.....  $\frac{1}{2}$  ton 9.00& 10.00  
White Lead, American, Dry, in bbls.  
 $\frac{1}{2}$  lb. 6&6

White Lead, American, in Oil, in lots  
of less than 500 lbs.....  $\frac{1}{2}$  lb. net 7c  
In lots of 500 lbs. and over...  $\frac{1}{2}$  lb. 6

White Lead, Foreign, in Oil,  $\frac{1}{2}$  lb. 8&9

Litharge, Kegs.....  $\frac{1}{2}$  lb. 6

Zinc, American, Dry.....  $\frac{1}{2}$  lb. 4

Putty—

In bulk..... \$1.90  
In bladders..... 2.40  
In cans, 50 lb..... 2.00  
In cans, 25 lb..... 2.25  
In cans, 12 $\frac{1}{2}$  lb..... 2.50  
In cans, 5 lb..... 3.50  
In cans, 3 lb..... 4.00  
In cans, 2 lb..... 4.50  
In cans, 1 lb..... 5.00

**Wrenches—**

Agricultural..... 70&10  
Alken's Pocket (Bright)..... \$2.00&\$3.20  
Alligator..... 70  
Baxter's..... 60&10  
Bemis & Call's:  
Briggs Pattern..... 30&10  
No. 2 Cylinder..... 55  
No. 3 Pipe, Bright..... 50  
Patent Combination Black..... 40&5  
Patent Combination Bright..... 40

**Bicycle:**

Club..... 40  
Superior..... 40  
Featherweight..... 40  
Protection..... 40  
Boardman's..... 30&33

**Coes':**

Genuine..... 40&10&5&5  
"Mechanics"..... 40&10&10&5&5  
Coes' Pattern, Wrought Bar..... 60&5

Donohue's Engineer..... 40

Eagle Pipe..... 50&10

Gem..... 33

Stillson Pipe..... 50

Taylor Pipe and Nut..... 40

Acme..... 60&60&5

Bull Dog..... 60&10

Hercules..... 70

J. H. Williams & Co..... 25

**Wringers, Clothes—**

In lots of less than one dozen..... Cash  
Am. Wringer Co.'s list, July, 1895.....  
Colby Wringer Co., list May 1, 1894.....  
Lovell Mfg. Co., list July 2, 1894.....  
National Wringer & Mfg. Co., list  
Jan. 1, 1895.....  
Peerless Mfg. Co., list Feb., 1892.....  
Note.—On lots of 1 dozen a discount  
of 10% is often given.

**Spirits Turpentine—**

In regular bbls..... 41

In machine bbls..... 42 c

**Dry Colors—**

Blue, Chinese..... 35 @ 40 c  
Blue, Prussian..... 33 @ 38 c  
Blue, Ultramarine..... 6 @ 30 c  
Sienna, Italian, burnt &  
powdered..... 4

Sienna, Italian, raw &  
powdered..... 3 @ 7 c

Umber, Turkey, burnt..... 2

Umber, Turkey, raw..... 2

Green, Chrome, Ordinary..... 5 @ 7 c

Green, Paris, in bulk..... 15 @ 16 c

Indian Red, American..... 2

Indian Red, English..... 4

**Colors in Oil—**

Black Lampblack, best..... 13 @ 15 c

Black Lampblack, common..... 8 @ 10 c

Blue, Chinese..... 35 @ 38 c

Blue, Prussian..... 32 @ 35 c

Blue, Ultramarine..... 14 @ 18 c

Sienna, burnt..... 11 @ 13 c

Sienna, raw..... 11 @ 13 c

Umber, burnt..... 11 @ 13 c

Umber, raw..... 11 @ 13 c

Brown, Vandyke..... 11 @ 13 c

# "NONE BETTER" STEEL DOOR HANGERS.

## Track & Stay Rollers.

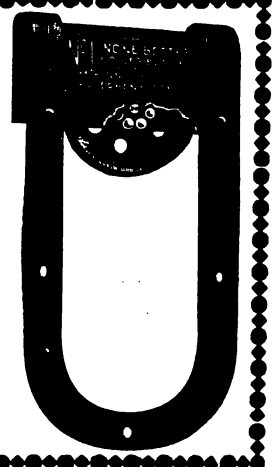
## ... Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

### McKINNEY MFG. CO.,

### Allegheny, Pa.



# HARDWARE BUYERS' DIRECTORY.

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Drake Acetylene Apparatus Co., Cleveland, O.

**Acetylene Gas Lamps.**

Plums & Atwood Mfg. Co., New York, Boston and Chicago.

**Adjustable Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport, Conn.

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John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Air Rifles.**

Wm. G. Smith & Co., Philadelphia.

**Alaska Stove Hardware.**

Troy Nickel Works, Albany, N. Y.

**Ammunition.**

E. I. DuPont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.  
Peters Cartridge Co., Cincinnati, O.  
Tower & Lyon, New York.  
Union Metallic Cartridge Co., Bridgeport, Conn.

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Magnolia Metal Co., New York.

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Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

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Goodell Company, Antrim, N. H.  
Reading Hardware Co., Reading, Pa.

**Arbor Presses.**

Chandler & Farquhar, Boston.

**Art Hardware.**

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Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

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Bridgeport Gun Implement Co., New York.  
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Job T. Pugh, Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.

**Axes and Edge Tools.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Underhill, Clinch & Co., New York.

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Magnolia Metal Co., New York.

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Lane Bros. Co., Poughkeepsie, N. Y.

**Bells and Gongs.**

John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

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See Electric Bells and Supplies.

**Belt Dressing.**

Jos. Dixon Crucible Co., Jersey City, N. J.

**Belt Fasteners.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

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Ames Sword Co., Chicopee, Mass.  
Boston Belting Co., Boston, Mass.

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Chandler & Farquhar, Boston.

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Chandler & Farquhar, Boston.

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Snell Cycle Fittings Co., Toledo, O.

**Bicycle Motors.**

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John H. Graham & Co., New York.  
Tower & Lyon, New York.

**Blocks, Tackle.**

See Tackle Blocks.

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Salem Nail Co., New York.

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Salem Nail Co., New York.

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Sargent & Co., New York.

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John Sommer's Son, Newark, N. J.

**Butcher Knives, Tools and Steels.**

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Smith & Hemenway Co., New York.

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Bommer Bros., Brooklyn, N. Y.  
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Sargent & Co., New York.

**Car Sealers.**

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**Carpenters' Pencils.**

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Sargent & Co., New York.

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Covert Mfg. Co., West Troy, N. Y.

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(See Twist Drills.)

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**Engravers, Wood and Photo.**

A. Mugford, Hartford, Conn., and New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fences, Wire and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.  
Ellie & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland Ohio.

**Files.**

Arcade File Works, Anderson, Ind.  
G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Hartley & Graham, New York.  
Remington Arms Co., New York.

**Fishing Tackle.**

Enterprise Mfg. Co., Akron, O.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flour Sifters.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fly Traps.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Chas. D. Brown, New York.  
Sargent & Co., New York, and New Haven, Conn.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Motors.**

Lowell Model Works, Lowell, Mass.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

Smith & Hemenway Co., New York

**Glue.**

Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

H. S. Earle, Detroit, Mich.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.  
Tower & Lyon, New York.

**Gun Implements.**

Hartley & Graham, New York.  
Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
P. J. Conroy, Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.  
Russell & Erwin Mfg. Co., New York.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joint and Wall.**

Van Dorn Iron Works Co., Cleveland, Ohio.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

Allerton-Clarke Co., New York.  
John H. Graham & Co., New York.  
Robert Murray, New York.  
Russell & Erwin Mfg. Co., New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers & Bro., Ashland, Ohio.



**Hay Forks.**

Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**

Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Hoisting Machinery.**

Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.

**Hones, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Hooks.**

Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**

Anasable Horse Nail Co., New York.  
Capwell Horse Nail Co., Hartford, Conn.

**Horse Rasps.**

Arcade File Works, New York and Chicago.  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose Menders.**

John H. Graham & Co., New York.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

Boston Belting Co., Boston, Mass.  
F. E. Myers & Bro., Ashland, Ohio.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Chisels.**

Iowa Farming Tool Co., Ft. Madison, Iowa.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Iron.**

Bruce & Cook, New York.

**Iron Fences.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Bicycle Step Ladder Co., Chicago.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Mowers.**

Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

Underhill, Clinch & Co., New York.

**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger & Co., Boston, Mass.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Allerton-Clarke Co., New York.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Luminous Baits.**

Enterprise Mfg. Co., Akron, O.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

**Office Railings.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Photo-Engraving.**

A. Muford, Hartford, Conn., and New York.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Pliers, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.

**Polish, Stove.**

Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.

**Post Hole Diggers.**

John H. Graham & Co., New York.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Brass and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Ries.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Strops.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Refrigerators.**

Baldwin Refrigerator Co., Burlington, Vt.

**Refrigerator Door Fasteners.**

P. J. Conroy, Philadelphia.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.  
Novelty Mfg. Co., Jackson, Mich.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. G. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roofing Nails.**

Salem Nail Co., New York.

**Roofing and Roofers' Supplies.**

L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baer, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sap Pails.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sap Pail Covers.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.

**Scales.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screws, Set and Cap.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screw Drivers.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Drivers, Electricians'.**

The Ducharmes & Co., Shelburne Falls, Mass.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.

**Seal Presses.**

Charles Morrill, New York.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

National Sewing Machine Co., Belvidere, Ill.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Alfred Field & Co., New York.  
R. Heinsch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Boxes.**

W. C. Heller & Co., Inc., Montclair, N. J.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts (for Heels).**

Baxter Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shovels.**

Allerton-Clarke Co., New York.  
Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Signs, Enameled Steel.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Silver Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Skate Ankle Supports.**

Brauer Bros., St. Louis, Mo.  
Caskey & Wyant, New York.

**Skates, Double Runner.**

Sam'l Winslow Skate Mfg. Co., Worcester, Mass.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.  
Sam'l Winslow Skate Mfg. Co., Worcester, Mass.

**Skate Sharpeners.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.  
Salem Nail Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Philadelphia.  
Voigt, Starr & Co., New York.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

Enterprise Mfg. Co., Akron, Ohio.  
Wm. G. Smith & Co., Philadelphia.

**Springs, Wire.**

Wallace Barnes Co., Bristol, Conn.  
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**Spring Hinges.**

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Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Squares, Steel.**

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Cronk Hanger Co., Elmira, N. Y.  
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**Steel.**

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Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

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Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Steel Traps.**  
Hawkins Co., Waterbury, Conn.
- Stencil Cabinets.**  
S. W. Reese & Co., New York, N. Y.
- Step Ladders.**  
Bicycle Step Ladder Co., Chicago.  
Morley Bros., Saginaw, Mich.
- Stocks and Dies.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.
- Stones, Scythe, Oil, Etc.**  
Cleveland Stone Co., Cleveland, Ohio.
- Store Fixtures.**  
Bicycle Step Ladder Co., Chicago.  
Morley Bros., Saginaw, Mich.  
J. D. Warren Mfg. Co., Chicago.
- Store Trucks.**  
See Trucks, Store.
- Stove Polish.**  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.
- Stove Trimmings.**  
Troy Nickel Works, Albany, N. Y.  
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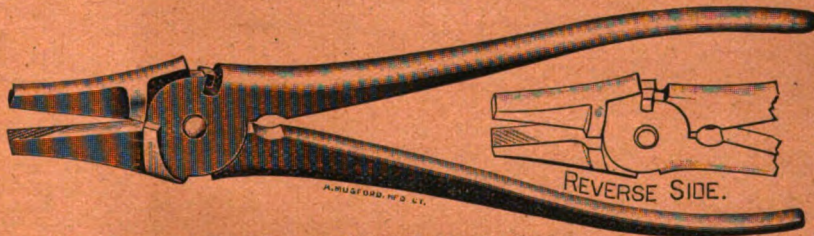
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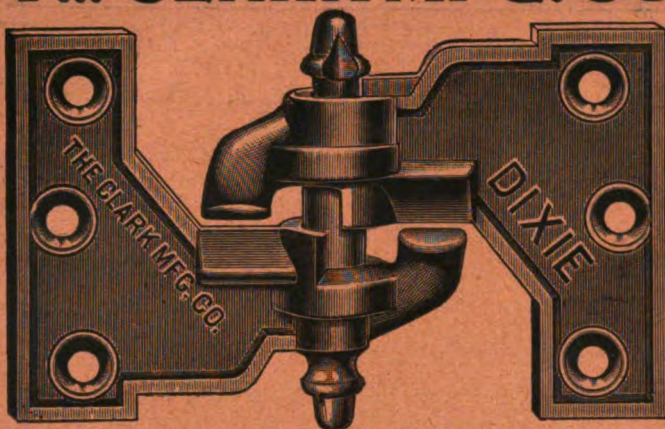
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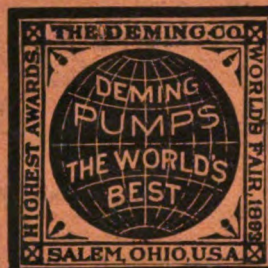
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to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

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"Shoots well  
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Send for new Shooting Records  
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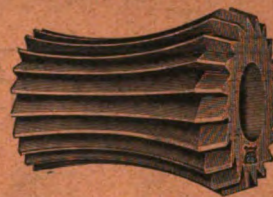
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## MAGNOLIA METAL.

Best Anti-friction Metal for all Machinery Bearings.



Fac-Simile of Bar.  
Beware of  
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Owners and Sole Manufacturers.

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NEW YORK.

London, Chicago, Montreal, Pittsburgh,  
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EVERY SPORTSMAN  
SHOULD USE.

PAGE 41.



## Blake Lamb Traps.

Lightest and  
Strongest Made.

For 40 years the favorite  
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HAWKINS CO., Successors,  
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ESTABLISHED 1845  
DUNBAR BROTHERS  
MANUFACTURERS OF  
STEEL (OIL TEMPERED) SPRINGS  
ALL KINDS OF SMALL SPRINGS  
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Write the Manufacturers,  
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USE THE "BEST." BUY NO OTHER.  
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Without a rival, as testified by the thousands of BEST  
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**CUT NAILS.**  
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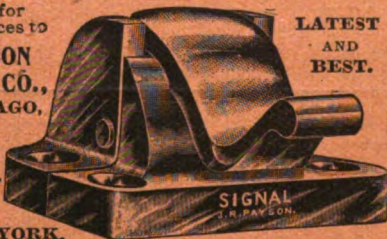
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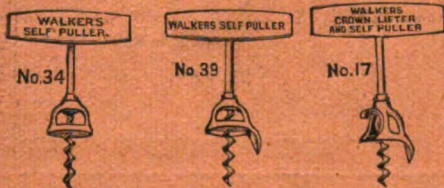
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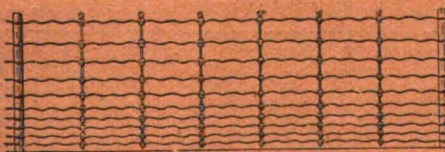


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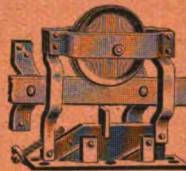


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Neat,  
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**Peters Cartridges and  
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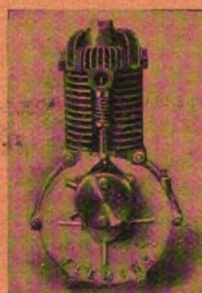
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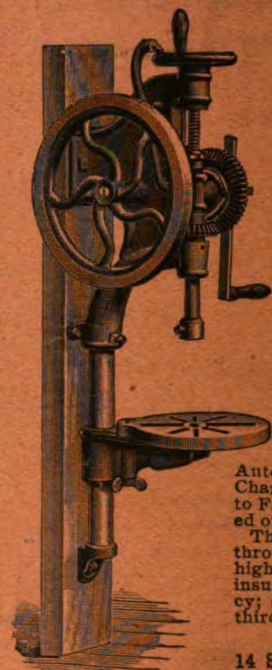
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FOR  
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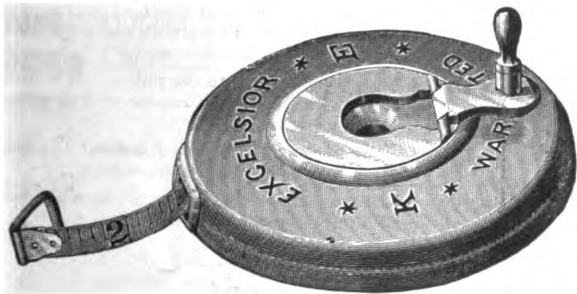
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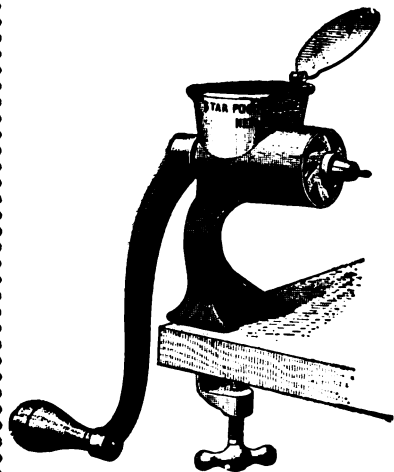
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**Hot Forged & Hammer Pointed**  
**HORSE NAILS.**

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A distinguishing and exclusive feature of the STAR FOOD CHOPPER is a plate hinged at the top of the hopper which, when pressed on the food to be cut, forces it upon the feed screw, thus preventing the possibility of injuring or soiling the fingers, which is liable to occur in using the other choppers.

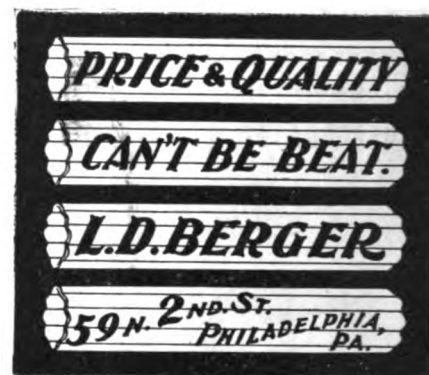
The STAR is unquestionably the best machine of its kind ever offered to the public. It will cut without crushing raw or cooked meat, sea food, fruit, vegetables, etc., into coarse or fine pieces, according to the cutter used, of which three accompany each chopper.

It has eliminated all the objectionable features of other choppers, and has added several improvements that are distinctly its own. It is always in order, and the knives require no sharpening.

No other chopper has the many merits of the STAR. None is more simple in construction or easier to understand or clean. From start to finish in the small points as well as in the large, the STAR FOOD CHOPPER is the best.

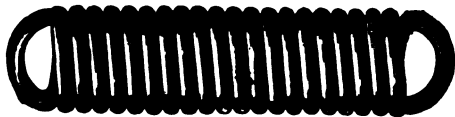
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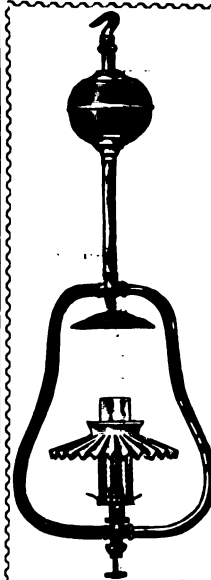
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Our line comprises Ten Styles, which we have arranged to suit all requirements.

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All Kinds of Wood and  
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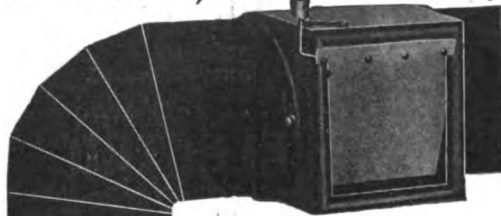
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WHICH IS CONFIDENTIAL  
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Regular Draft at all times.  
No overheating of furnace.  
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Therefore, greatest economy of  
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A great coal and trouble  
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Why? Because "The  
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Regulator insures absolute  
and perfect regulation of  
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in any heating apparatus  
on which it is put.

Can be quickly applied  
even when heater is in use.  
All stove dealers have  
them.

Send your address and  
that of your stove dealer  
on a postal. We are sure  
the reading matter we send  
you will be interesting.

Address:

JOSEPH BATTLES,  
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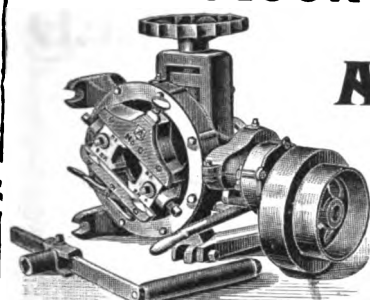
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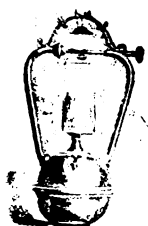
Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



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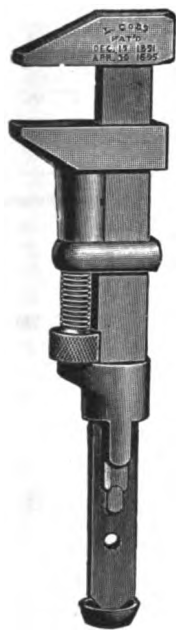
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## THE NEW WHITE LIGHT GAS LAMP CO. ILLUMINATOR.

More brilliant and fifteen times cheaper than electricity. The coming light of the future for homes, stores and churches. Odorless, smokeless, ornamental, portable, durable, inexpensive and absolutely safe. We have twenty different designs, both pressure and gravity, including the best lighting system for stores and churches. Mantles and Welsbach supplies at wholesale prices. Dealers and agents write us for catalogue "J." Big money in selling our lamps.

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Genuine improved  
KNIFE HANDLE  
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## Screw Wrenches.

MANUFACTURED BY

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Established in  
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Patented Dec.  
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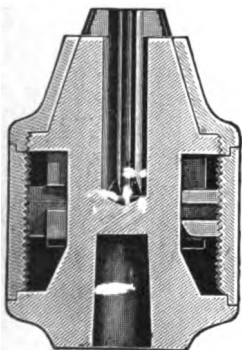
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Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

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Powerful Grip. Perfectly True.

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Self-Acting  
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Are noted for ease  
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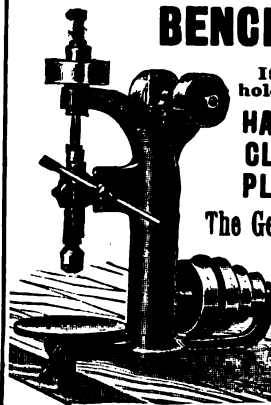


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It will drill a 1/4-inch  
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HAND DRILLS.  
CLAMP DRILLS.  
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Always Sharp! No Slipping of the Horsel  
No Injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

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Patentees and Sole Manufacturers,

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# COMBINATION HANDLE

FOR "ENTERPRISE" (MRS. POTTS')  
**COLD HANDLE IRONS**



SHOWING POSITION OF WIRE REST WHILE IRONING

We have greatly improved "THE BEST" Handle by the addition of a **WIRE REST** which does away with the old style stand and prevents the Iron when not in use from being scratched or defaced



SHOWING POSITION OF IRON WHEN WIRE REST IS USED AS A STAND

**PRICES**  
No. 100, "THE BEST" Handles - - \$2.50 doz.  
No. 200, "THE BEST" Handles with Wire Rest - - - - \$3.00 doz.

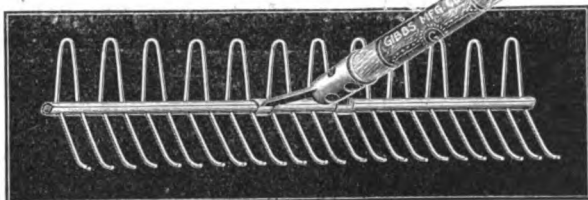
**All sets of "ENTERPRISE" Cold Handle Sad Irons will be furnished (when so ordered) with the Combination Handle at a slight advance**

**ALL THE LEADING JOBBERS SELL THEM**  
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The strongest, lightest and finest looking *All Steel* tinned rake on the market.

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The "GIBBS" DIGGER, with single blade, is easy to operate, does the work thoroughly and rapidly, and works successfully in all kinds of soil where others fail.

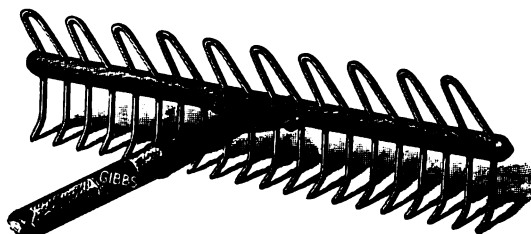
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We offer the very best makes of these goods having an established reputation.

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50 to 100 per cent more useful light.

Send for our pamphlet containing opinions and report of tests made by people you know.

Lamps almost invariably hang downward above the horizontal line of vision.

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Light travels in straight lines.

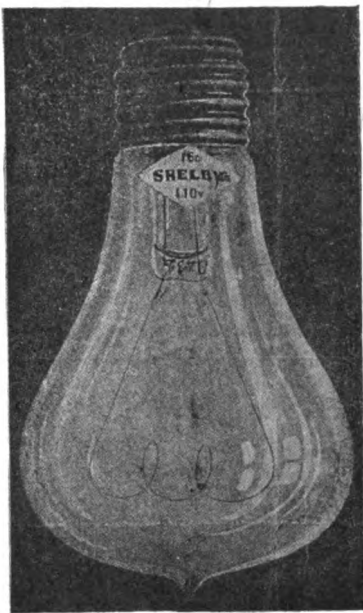
Therefore

THE USEFUL LIGHT is that passing through the end of the lamp.

Think it over.

You want the most light for current consumed.

Patent applied for.



Shelby 10 candle-power lamps consume 40 per cent less current than any make, 16 candle-power

Shelby 10 candle-power lamps give more USEFUL LIGHT than any single, anchored of double filament lamp of 16 candle-power.

Why do you consider efficiency or light wasted?

There is every reason why you should consider efficiency or cost of light utilized

Observe candle-power and efficiency in table below. Which is the most economical lamp or which gives the most light of value, for current consumed?

If reflectors are used, or if you consider reflected light from any source, Shelby lamps give an equal amount to reflect.

	C. P. Horizontal.	C. P. Vertical. (Useful Rays.)	When Efficiency Horizontal is	Efficiency (Useful Rays.)
16 C.P. SHELBY NEW TYPE TIPPED BULB	16 C. P.	14 C. P.	3.5 watts.	4 watts.
16 " Anchored Oval Filament.....	16 "	7 "	3.5 "	8 "
16 " Double Filament.....	16 "	5 "	3.5 "	11.2 "

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Large assorted stock at above branches.



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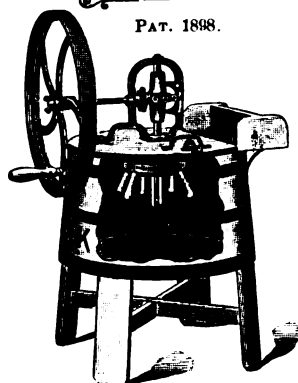
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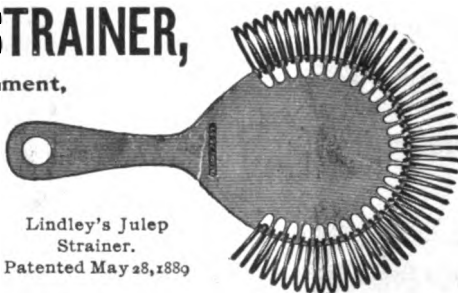
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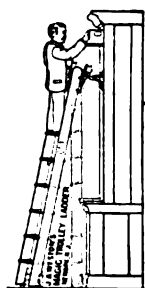
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Patented May 28, 1889



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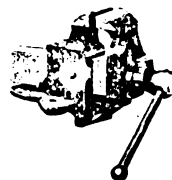
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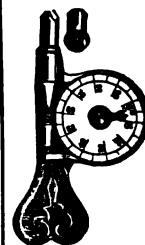
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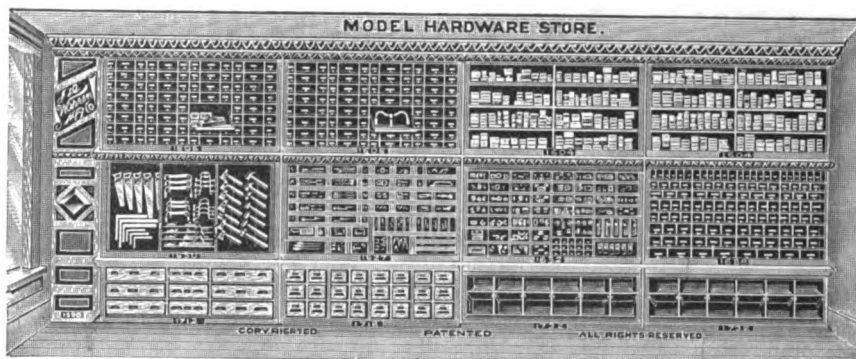


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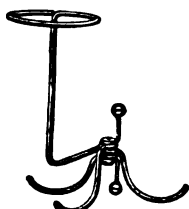
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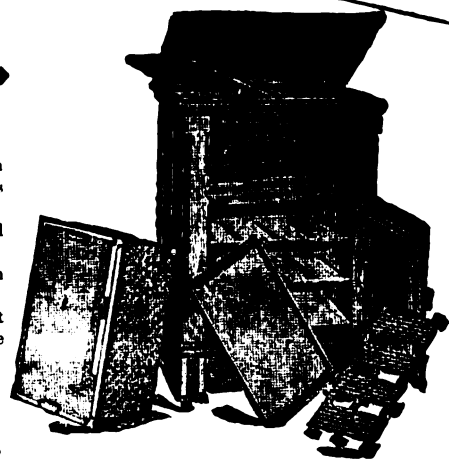
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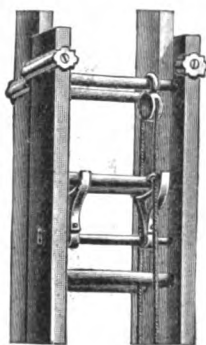
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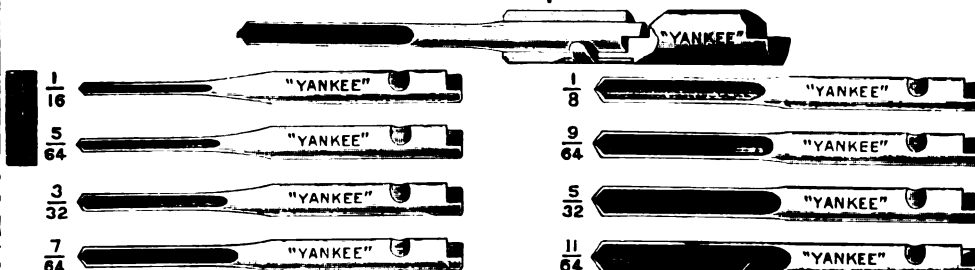
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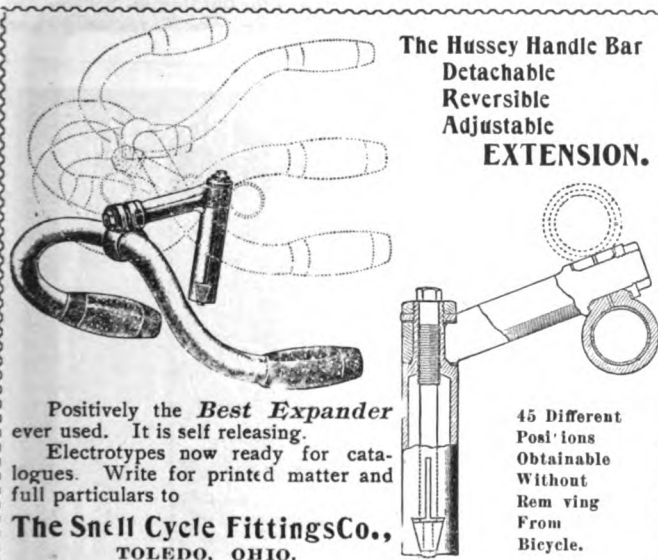
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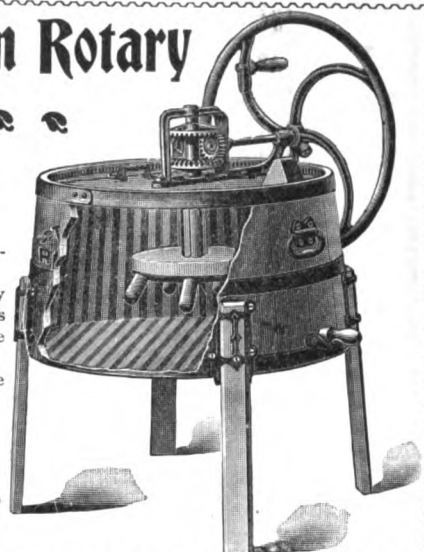
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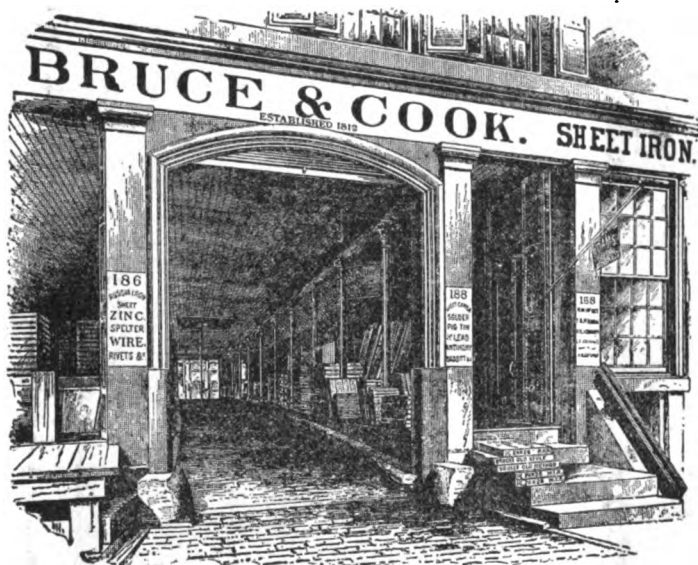
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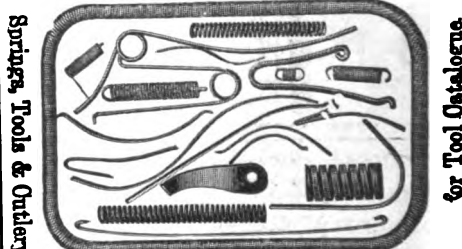
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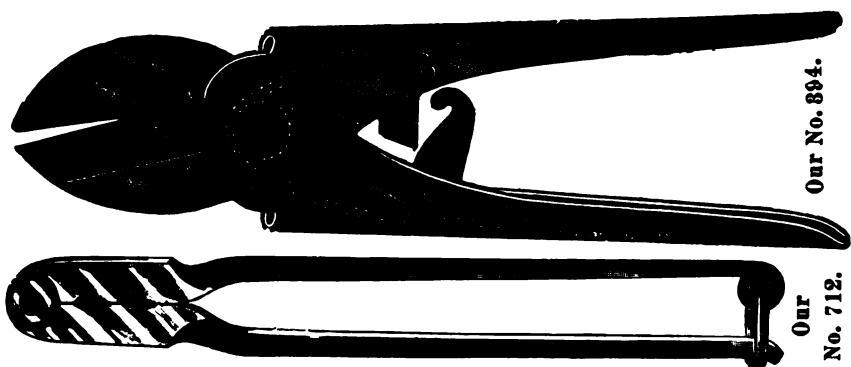
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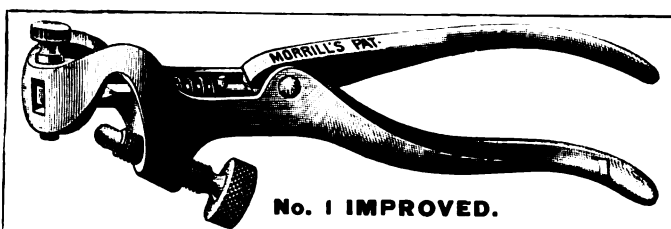
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FRANK MILLER'S  
AXLE OIL.



Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

**THE FRANK MILLER CO.,**  
349 & 351 West 26th Street,  
NEW YORK.

ESTABLISHED 1774.

## HIGH GRADE AUGER BITS.

(BLACK TWIST)

**JOB T. PUGH, PHILADELPHIA.**

The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

## THE CLARK MFG. CO., Buffalo, N. Y.

Manufacturers of

Lull & Porter, O. S.

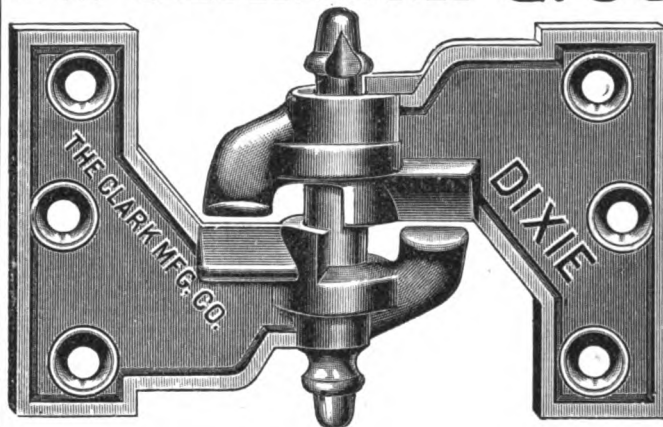
"DIXIE"

—AND—

"BUFFALO REVERSIBLE"  
SHUTTER HINGES.

—AND—

CLARK'S SURFACE BLIND HINGES, GATE HINGES, SASH PULLEYS, SPRING HINGES, CAST DOOR BUTTS, STOVE PIPE DAMPERS, ETC. . . .



## THE DEFIANCE BOX CO., DEFIANCE, OHIO.

Manufacturers of . . .

GARDEN and Entire New Style DUMP



Wheelbarrows,

FACTORY TRUCKS,

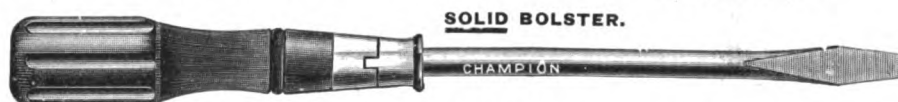
BOXES and CRATES,

ALSO

WOVEN WIRE POULTRY COOPS.

Catalogue and Price List Furnished on Application.

## TOWER'S CHAMPION SCREW DRIVERS.



Look for Trade-mark "CHAMPION" on the Blade.

**TOWER & LYON,** - 95 Chambers St., New York.

## The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

### SASH CHAINS.

"Giant," "Red Metal"  
• • Cable and Jack  
Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

New York Agent : J. J. Halpin, 62 Reade Street.  
Philadelphia Agent : W. E. Trull, 13 N. Sixth Street.  
Chicago Agent : H. H. Mungor, 143 Lake Street.  
St. Louis Agent : Chas. M. Groves, Chemical Bldg.

## The . . . PAINTS

for 1901

That will help in making business prosperous for you, are those bearing the brand of

### HARRISON.

They are made to wear well and look well. Nothing but the best material is used in their composition. Put up attractively in packages of sizes convenient for small jobs.

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals,  
PHILADELPHIA  
Thirty-fifth and Grays Ferry Road.  
NEW YORK, CHICAGO,  
117 Fulton St. 27 Lake St.

## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

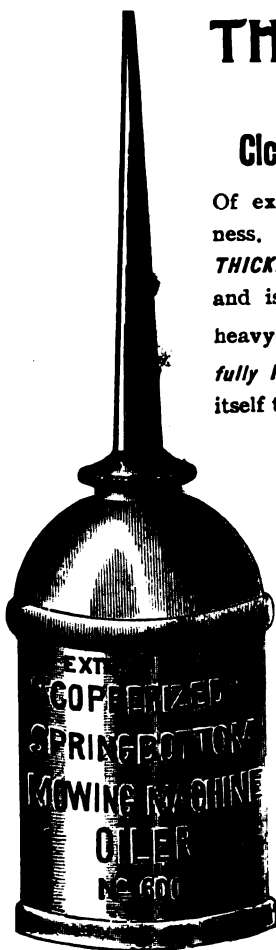
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

The Wilmot & Hobbs  
Mfg. Co., . . .

BRIDGEPORT,  
CONN. . .



## A BUILDING'S CROWNING GLORY IS ITS ROOF

### P & B RUBEROID ROOFING

Is a "crowning glory" to any building. And it isn't a fleeting glory either! It is always *there!* Unlike its tar-and-paper or asphaltum imitators, it won't rot out or dry out. Its backbone is the best, strongest felt, specially prepared to resist weather, water, heat, steam, acids, gases, alkalies, etc., and *we can prove* that it will outlast any roofing made. Extremes of temperature will not affect it. It is clean and easily applied, tasteless and odorless. We'd like to send you samples.

EVERY  
ROLL  
BEARS



THIS  
TRADE  
MARK.

THE STANDARD PAINT COMPANY,  
85-87 John St., NEW YORK.

# HARDWARE

F. C. Atkins & Co., Indianapolis, Ind., have just issued their 1901 catalogue, having reference to Saws and Saw Tools, under the name of the Sawyer's Hand Book. It is a very interesting publication covering this class of information, to which we hope to pay more attention in a subsequent issue.

The Spanish-American Directories Co., Charles E. Locke, President, Singer Building, Broadway and Liberty Street, New York, have now in press and anticipate publishing by February 1st, a commercial directory of Cuba, Porto Rico and the entire West Indies. A circular giving details of this important publication will be mailed upon request. Those interested in the matter will write for same.

The James C. Lindsay Hardware Co., Pittsburgh, Pa., announce the fact that their contention with the Simmons Hardware Co. over the trade-mark, "True Blue," has been decided in their favor by the Commissioner of Patents, who sustains their right to the exclusive use of the trade-mark. This was decided on the merits and "judgment of priority of adoption and use" of said trade-mark. They announce to the trade that the trade-mark is now their exclusive property and has been duly registered.

George B. Main, the indefatigable representative of the Allerton-Clarke Co., 97 Chambers Street, New York, departed on his usual trip covering Canada and the Northwest a few days ago. His anticipations are of the very highest for the future business of 1901, and he starts out fully prepared to capture his share of it. Representing as he does so many important concerns among the list of agencies controlled by this company, which includes the Arcade File Works, the Lockwood Mfg. Co., the F. & N. Lawn Mower Co., the H. B. Ives Co., etc., etc., there is not the slightest doubt but what his anticipations will be fully realized. Few travelers leaving New York are more cordially welcomed.

The McCaffrey File Co., Philadelphia, Pa., have added largely to their productive facilities by the completion of the extensive addition to their two-story buildings. This includes a new engine house, which has recently been finished, in which they are installing a 500 H. P. engine, so as to largely add to the motive power of the works, enabling them to fill their increasing orders with a greater degree of promptness. This inability on their part has affected their domestic trade to some extent, which will now be well taken care of, as well as their numerous export orders which have been greatly increased during the past few months.

Frederick Pfeifer, 88 Chambers Street, New York, who has long been identified with the sale of the popular specialties manufactured by the Payson Mfg. Co., Chicago, has made a change in his arrangements which will enable him to carry a much larger assortment of their leading goods in his stock, at the above address, than he has been able to do heretofore. He hopes by the aid of this arrangement to be able to make deliveries much more promptly than he has been able to of late, and he desires to hear from the trade handling this line, with the confidence in his ability to do justice to them. He will still be the exclusive representative of Payson Mfg. Co. in the East, and anticipates making his usual Spring trip in due season. A new catalogue is in contemplation by the Payson Mfg. Co., and will shortly be issued, which can be obtained upon request.

At the annual meeting of the stockholders of the Miller Bros. Cutlery Co., Meriden, Conn., held on the 15th inst., the following directors were elected: Henry J. Lewis, Charles L. Rockwell, Geo. W. Lyon, George Rockwell and Charles F. Rockwell. The directors subsequently elected the following officers for the coming year: Charles L. Rockwell, President; Charles F. Rockwell, Secretary and Treasurer.

At the annual meeting of the stockholders of the Cattaraugus Cutlery Company, Little Valley, N. Y., held on the 7th inst., the following persons were elected directors for the ensuing year: J. B. F. Champlin, Tint Champlin, A. E. Darrow, E. E. Kelley and C. L. Wilson. The Messrs. Champlin and Mr. Darrow were respectively elected President, Secretary and Treasurer.

Joseph Allen, 7-9 Warren Street, New York, has been made the export representative of the Torrent Pump & Fence Co., Cleveland, Ohio. He will also represent them in the East, and especially in New York, Boston and Philadelphia. This company manufacture a line of Pumps for various purposes, the distinguishing feature of which is the use of the Torrent Rubber Bucket, which in operation is attached to the chain, and carries air down into the water, thus aerating and purifying the supply thoroughly.

The St. Louis Retail Hardware and Stove Dealers' Association held a meeting on the 9th inst., at which its membership was well represented, and elected the following officers: F. A. Kansteiner, president; John May, first vice-president; August Steinmeyer, second vice-president; Adolph Geschwinder, secretary; Louis Behl, treasurer. Arrangements were entered into by which a large delegation will be present at the annual meeting of the Missouri Retail Hardware and Stove Dealers' Association, which will be held at Kansas City, February 19, 20 and 21. Reduced railroad rates have been secured having this purpose in contemplation.

## Missouri Retail Stove and Hardware Dealers' Association.

At the third annual meeting of the Missouri Retail Stove and Hardware Dealers' Association, to take place on February 19, 20 and 21, at Kansas City, the following programme has been arranged:

First day, Tuesday, February 19, morning session, 10 o'clock. President's address, report of secretary and treasurer, report of Executive Committee, report of Grievance Committee.

Afternoon session, 2 o'clock. Address, "How to Make the Association So Popular That It Will Be an Inducement for All Retail Hardware Dealers to Become Members," Fred H. Cozzens, Detroit, Mich. Discussion. Question box.

Second day, Wednesday, February 20, morning session, 10 o'clock, Executive session; report of special committee.

Afternoon session, 2 o'clock. Address, "The Benefits to Be Derived from the State and Inter-State Associations," H. A. Cole, Council Bluffs, Ia.; discussion; address, "Benefits of Local Organization," H. G. Koenig, St. Louis.

Third day, Thursday, February 21, morning session, 10 o'clock, Executive session; election of officers.

Afternoon session, 2 o'clock. Address, "The Relation of the Retail Merchant to the Jobber," Jas. A. Massie, Kansas City; discussion, question box, resolutions in writing.



# HARDWARE

VOL. XXII

JANUARY 25, 1901.

NO. 8.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

**Change of Date.**—It takes two weeks to change the date, after your subscription is renewed.

**Expiration of subscriptions.** The date on the wrapper indicates when your subscription expires.

**Change of Address.**—Always give both your old and your new address when you ask us to change your address.

**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL, . . . President.

A. P. MITCHELL, . . . Secretary and Treasurer.

HENRY HOPKINS, . . . Editor.

A. E. BOLLES, . . . Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The Springlike weather, with only a few days of real Winter, during the past fortnight, has created an early demand for goods, which will be needed for the opening of Spring trade, so near at hand. Winter goods must take care of themselves, and the salesmen are doing the best they can to push sales of any excess of stock, which the inventories now under way are apt to make evident.

The inventories as far as they are progressing, show extremely favorable results for the year's business, and great encouragement is felt from the present condition of affairs in general that a period of prosperity in which but few setbacks of importance need be anticipated will be the crowning feature of the year, upon which the trade is now entering. Prices on staple lines are low on the average, and the output sufficiently large for present facilities to check any ambitious project for arbitrary and unjustified advances in quotations.

Every indication points to a large increase in the net business during this month, when comparisons are made with the volume of traffic for January a year ago; and as prices are over 20 per cent. cheaper on the average than prevailed at that time, a better showing could scarcely be given for the demands which may reasonably be anticipated for Spring requirements from the retail trade.

The pleasant weather conditions recently prevailing have stimulated the progress of improvements, which are contemplated by owners of real estate. It is possible from the sanguine views expressed by those familiar with the plans of many builders, that the coming season will be the most promising for the sale of Builders' Hardware

we have had in a long period. There is an abundance of money seeking investment, and the most lucrative field appears to be that associated with permanent improvement of real estate advantageously located.

The travelers for the jobbers already on the road report an excellent business, based on the prospects of an early Spring opening, and the fact that the dealers' stocks throughout the country are by no means of excessive volume. Greater efforts will be made this year than ever before by the larger jobbers, covering every coign of vantage with their indefatigable traveling representatives, opening up other routes for new recruits among their drummers, and designing to work to the fullest advantage for trade purposes all the opportunities that present themselves in the present prosperous outlook. They intend to be up and doing, believing this year will be the one when, if the business doesn't forge ahead, it will become dormant and unprogressive.

Orders from the manufacturers covering special wants needed in construction of certain lines of goods are no longer held in abeyance, but are being forwarded in good volume for future delivery. Factory orders are increasing rapidly, and while quotations are of such a satisfactory grade, but little hesitation is shown by the judicious buyer who realizes that to do business at all, one must have the goods in stock, and a slight difference in quotation is but of small moment when dates of delivery may be considered unexceptionally safe.

The one section of the country which will show a high scale of improvement in general health and prosperity will be the expanding South. There is abundant reason for the expectations of the jobbers being realized. The retail dealers were never in years in as prosperous a state as they are at present. Stocks are by no means large, and now that prices have reached a good common-sense level, from which any change would be upward, if at all, it is sound business judgment to expect a progressive movement to the industrial demands made on the jobbers for the customary Spring supplies. The former conditions no longer prevail in money matters. Collections are favorable in every way, and many are discounting their bills who formerly felt the necessity of indulging in all the time which they could possibly obtain by begging or grabbing it.

## Commercial Changes of a Decade.

A remarkable change has come over the commerce of the United States in the decade ending with the calendar year 1900. The figures of the Treasury Bureau of Statistics show that imports, which in 1890 were \$823,397,726, were in 1900 \$829,052,116, an increase of less than 1 per cent. in the decade; while the exports, which in 1890 were \$857,502,548, were in 1900 \$1,478,050,854, an increase of 72.4 per cent. In 1890 the excess of exports over imports was \$5,654,390; in 1900, it was \$648,998,738.

In our trade relations with the various parts of the world the change is equally striking. From Europe we have reduced our imports in the decade from 474 million dollars to 439 millions, while in the same time we have increased our exports from 682 million dollars to 1,111 millions. From North America imports fell from 151 million dollars in 1890 to 131 millions in 1900, while our exports to North America increased during that time from 95 millions to 202 millions. From South America the imports increased from 101 millions in 1890 to 102 millions in 1900, while to South America our exports increased from 35 millions to 41 millions. From Asia the imports into the United States increased from 69

millions in 1890 to 123 millions in 1900, while to Asia our exports in the same time increased from 23 millions to 61 millions. From Oceanica the importations in 1890 were 23 millions and in 1900 were 23 millions, while to Oceanica our exports in 1890 were 17 millions and in 1900 40 millions. From Africa importations increased from 3 millions in 1890 to 9 millions in 1900, and exportations to Africa increased from 4 1-2 millions in 1890 to 22 millions in 1900.

The changes in the movements to and from the continents are due to two great causes: 1st, the increase in home manufactures which were formerly drawn chiefly from abroad, and second, the diversification of products, by which markets are made for many articles which formerly were produced or exported in but small quantities. From Europe, to which we were accustomed to look for manufactures, our imports have fallen over 35 million dollars, while Europe has largely increased her consumption of our cotton seed oil, oleomargarine, paraffin, manufactures of iron and steel, copper and agricultural machinery, as well as foodstuffs and cotton, our exports to that grand division having increased 428 million dollars since 1890. From North America the imports have fallen 20 million dollars, due chiefly to the falling off of sugar production in the West Indies, the imports from Cuba alone having decreased from 54 millions in 1890 to 27 millions in 1900. To North America the exports have increased meantime over 100 million dollars, the growth being largely manufactures and foodstuffs, a considerable portion of the latter being presumably re-exported thence to Europe. From South America the imports have increased in quantity, especially in coffee and rubber, but decreased proportionately in price, so that the total increase in value in the decade is but a million dollars, while in exports the increase is 6 1-2 millions, chiefly in manufactures. From Asia the importations have increased more than 50 million dollars, the increase being chiefly in sugar and raw materials required by our manufacturers, such as silk, hemp, jute and tin; while to Asia the increase in our exports has been nearly 40 million dollars, principally in manufactures and raw cotton. From Oceanica the imports show little increase, though this is due in part to the absence of statistics of importation from Hawaii in the last half of the year 1900; while to Oceanica there is an increase in our exports of more than 20 millions, chiefly in manufactured articles. From Africa the increase in imports is 6 millions, principally in manufacturers' materials, of which raw cotton forms the most important item, while our exports to Africa increased meantime 17 million dollars, chiefly in manufactures.

The following tables show the imports and exports of the United States by grand divisions in the calendar years 1890 and 1900. In the figures showing the distribution by continents in 1900, the December distribution is estimated, though the grand total of imports and exports for 1900 is based upon the complete figures of the Bureau of Statistics:

Grand divisions.	Exports from U. S. to—		Imports into U. S. from—	
	1890.	1900.	1890.	1900.
Europe .....	\$82,585,856	\$1,111,456,000	\$474,656,257	\$439,500,000
North America.....	96,517,863	202,436,000	151,400,330	131,200,000
South America .....	34,722,122	41,384,000	100,959,799	102,000,000
Asia .....	22,854,028	60,598,000	68,340,300	122,800,000
Oceania .....	17,375,745	39,956,000	23,781,018	23,400,000
Africa .....	4,446,934	22,170,000	3,169,086	9,900,000

Why the Commercial Agencies Should be Given Trade Reports.

Having been a credit man for ten years and at present an agency man, possibly a remark on this topic will not be out of place.

If the leading agencies are not made distributors of these trade reports, whom would you choose to act in that capacity?

Can any plan of reciprocal reporting be effected whereby absolute justice will prevail? I submit that the theory of the credit clearing house is good, but I find credit men complaining that they live up to its requirements, but some one else

does not, and they feel that they are not getting justice. It will always be so.

I do not believe subscribers make a practice of calling for reports when they have no order. What if they do? You cannot prevent it by any feasible plan.

As to taking the risk of your salesman's time and expense in soliciting a customer and incurring the odium of refusing the order, it seems to me that such a proposition is presented by one who is looking for a return of the bread he casts upon the waters in too short a time.

What applies to your competitor also applies to you. When you read the trade opinion given by another house you get the same relative benefit which they get when they read your trade opinion. To attempt to narrow the subject down and detect the ratio of benefits and advantages others may gain will kill any attempt to effect progress in the matter of commercial reporting, because there is always a minority who think they may get the worst of it.

The interests of creditors are mutual, considered in a broad sense. Co-operation among credit men is necessary.

You use the agencies and your co-operation with them will greatly enrich their records, which are your guides. You give your money to the agencies, and their business should be to use it to the best advantage. I believe that they can put the money to no better use than to expend it in getting trade reports. I also believe that no credit man can afford to put any obstacles in the way of this advanced idea in commercial reporting. Don't wait until all conditions are perfect before you fall in with a progressive idea. Try it a while and trust to the future for further development.

F. PALMER CHURCH.

The Commerce of Great Britain with her Colonies.

British colonies furnished last year a market for over \$500,000,000 worth of British goods. The "Statistical Abstract for the several colonies and other possessions of the United Kingdom," which presents the details of the commerce and conditions of the British colonies in the year 1899, compared with preceding years, has just reached the Treasury Bureau of Statistics. It shows that the British colonies throughout the world imported in 1899 goods valued at over a billion dollars, and of this amount over \$500,000,000 was from the United Kingdom.

England's largest colony, of course, is British India. Its total imports in 1899 are given in round terms at £60,000,000 (or about \$300,000,000), of which £40,000,000 (or about \$200,000,000) were imported from the United Kingdom.

Next in importance is Canada, whose total imports amount to £28,000,000, but which takes only £6,678,000 in value from the United Kingdom; the chief reason of this small proportion being her immediate proximity to the United States, which can supply more promptly and conveniently her varied wants.

Next in importance is the group of Australasian colonies, whose reports show on the face an importation in round numbers of over £70,000,000 in 1899, though the fact that each colony counts as "an importation" anything coming from any other Australian colony, even though merely brought across the line from adjoining territory, makes this statement of Australian "imports" a misleading one. A careful analysis of the real import trade of the Australian colonies shows that their importations from countries outside of the Australian continent amount to about 55 per cent. of the sum which they name as "imports." Basing an estimate upon this analysis of the 1898 figures, it may be assumed that the imports of the Australian continent in 1899 were not far from £40,000,000, of which the United Kingdom, although located on the opposite side of the globe, furnished over £26,000,000 in value.

The value of the importations of the British West Indies in 1899 is £6,711,000 (or about \$33,555,000), of which £2,722,000 (or about \$13,610,000) were from the United Kingdom.

The African colonies show total imports of \$130,000,000 in value, of which \$85,000,000 are from the United Kingdom. At the Cape of Good Hope alone the imports of the year are in round terms \$100,000,000, of which \$65,000,000 are from the United Kingdom.

### Lockwood-Taylor Hardware Co.'s New Catalogue.

The Lockwood-Taylor Hardware Co., Cleveland, Ohio, have just published, in the interest of their customers and themselves, a very handsome catalogue, being fully illustrative and thoroughly descriptive of the Hardware contained in their large stock. The catalogue contains 784 pages 8 3/4 x 11 inches in size, exclusive of an index covering 17 pages, which is laid out in a manner to enable the user of its useful contents to find what he wants with very little exertion. A great deal of care is evident from the manner in which the goods are detailed throughout, the descriptions being readily understood and the facilities provided for intelligent ordering on the part of the dealer. They state in their prefatory remarks that the catalogue is issued for the convenience of their customers in making up orders, it being intended to include only such goods as they desire to carry in stock, and are in condition to furnish promptly; while at the same time it is conceded that their sales, as usual, will not be confined entirely to the goods shown in the catalogue, as their ability to provide fully for all the wants of the dealers on their list of customers is thoroughly recognized. It is the desire and intention of the company to sell nothing but first-class, high-grade goods. As they state, they have learned by experience it pays to sell good goods, as customers may be relied upon to remember quality when the cost is entirely forgotten. This is intended to refer more especially to the desirable lines which are handled by them exclusively under their own private brands. They put themselves on record as intending to do an exclusively wholesale business, no goods being sold at retail, and this enables them to give their undivided attention to the manifold wants of their customers. So much of the Hardware business is done to-day by the assistance of mail orders, and the saving of expense in repeated trips to the city, that catalogues of this description are the most advantageous portions of a Hardwareman's library, for when thoroughly understood, it is only necessary to have confidence in the house, and the dealer can sit at his desk at home and have almost every possible requirement filled intelligently. While catalogues of this description are always found an item of great expense to the jobber, still the advantages they provide for the perfect filling of mail orders amply repays for them in the absence of friction which is usually created without some such guide as is furnished in the construction of an intelligent catalogue. The catalogue opens with a title page, on which is depicted the fine store occupied by the company at 108, 110 and 112 Water Street, in the city of Cleveland. The volume is extremely well arranged, commencing with Builders' Hardware, and passing through a number of other similar goods required about a house. This is followed by other special departments of the Hardware business proper, embracing everything that could possibly be wanted by Hardware, housefurnishing goods and stoves and tinware dealers, who form the body of their patrons.

### Hardware Merchants and Manufacturers' Association.

The fifteenth annual meeting of the Hardware Merchants and Manufacturers' Association of Philadelphia was held at The Bourse on the 15th inst. President Hugh McCaffrey delivered his annual address, which teemed with evidences of the unprecedented prosperity of the manufacturing interests of that city. T. James Fernley, secretary-treasurer, in his report, stated that the membership had increased to 80, and that the Association now represented \$80,000,000. The following officers were elected: President, Hugh McCaffrey; vice-president, William C. Peters; secretary-treasurer, T. James Fernley. Board of Directors: William W. Supplee, Samuel Disston, John R. Griffith, James H. Ritter, Charles M. Ghriskey, William C. Peters, Thomas Devlin, Hugh McCaffrey, T. James Fernley.

### Annual Banquet of the Hardware Merchants and Manufacturers' Association of Philadelphia

Upward of one hundred members and guests of the Hardware Merchants and Manufacturers' Association of Philadelphia participated in the annual banquet of this Association, which was given at the Manufacturers' Club on the evening of January 17th. It was the fifteenth annual dinner of the Association, and was, as usual, a remarkably successful social function. The decorations of the tables were extremely distinctive in character, embracing as they did a great variety of Hardware specialties presented by a number of the members of the Association, who are annually among the benefactors in the department of souvenirs. The Banquet Committee, under whose direction the affair was conducted, consisted of William D. Supplee, chairman; James H. Ritter, Harry C. Disston, C. W. Asbury and J. H. Van Newkirk. The following invited guests were present: Hon. Samuel H. Ashbridge, John Bindley, Rev. John R. Davies, D. D., R. R. Williams, Archibald Paull Mitchell, James H. Kennedy, Henry Knight, George V. Cresson, Nathan T. Taylor, Thomas Hobson. The following menu was a distinctively interesting part of the proceedings, and was thoroughly enjoyed by all present:

MENU.  
Lynn Havens. Ginger Ale Cocktails.  
Consomme Duchess.  
Hors d'oeuvre.  
Terrapin, Maryland. Apollinaris, Sec.  
Saddle of Southdown Mutton.  
Fresh Mushrooms. Londonderry Extra Dry.  
Claret Frappé.  
Roasted Quail. White Rock, Brut.  
Salad Andalouse.  
Roquefort.  
Pudding, Diplomat.  
Coffee. Cigars.

In the absence of Hugh McCaffrey, who was to occupy the position of toastmaster, T. James Fernley presided, and no man is more thoroughly equipped for the position than the genial secretary-treasurer, every evidence of which was given before the proceedings terminated. Under his administration of the feast of reason, Hon. Samuel H. Ashbridge, Mayor of the City of Philadelphia, delivered an extremely interesting address on "The Twentieth Century Business Man and the Public Servant." He was followed by John Bindley, President of the National Hardware Association of the United States, who discoursed eloquently on "The Twentieth Century; The Man." The Rev. John R. Davies, D. D., pastor of the Bethlehem Presbyterian Church of Philadelphia, held the close attention of the auditors while he delivered an address on "The Obligations of Two Millenniums." He was followed by Charles B. Adamson, of Baeder, Adamson & Co., Philadelphia, who treated of the subject of "The Twentieth Century Manufacturer; What Are His Obligations to the Trade?" the speech-making proper being brought to a close by Charles W. Asbury, of the Enterprise Mfg. Co. of Pennsylvania, who proved to be thoroughly at home on the subject of "The Twentieth Century Woman." The addresses were all of an interesting and enjoyable character, and listened to attentively by the assemblage. Altogether, it was as interesting and enjoyable an occasion as the Hardware Merchants and Manufacturers have had since the formation of the Association.

✱

*The Boston Medical and Surgical Journal* says that a Boston physician was recently called to a family which he found in such destitute circumstances that he gave, in addition to his prescription, a \$5 bill. Happening in the next day, he discovered that his gift had been thus spent: Three dollars to the priest, which, of course, was all right, and \$2 to get another doctor.

✱

Attend carefully to the details of your business.



## TRUSTS, THEIR POSSIBILITIES <sup>FOR</sup> GOOD OR EVIL.

Trusts, according to the understanding of the present day, seem to be confined to large aggregations of capital, and in accordance with this understanding, are considered in the nature of things, to be the enemies of all those who possess no other capital than that of their hands or their brains. This is an erroneous impression, and has been well defined by Andrew Carnegie in a recent contribution to the *Twentieth Century Supplement* of the *New York Journal*.

In that article he very aptly compares the entire industry of the country to a three-legged stool, and calls one of these legs capital, another business ability, which means brains, and the third labor. It must be apparent to any one that this comparison is not only apt, but expresses in concise terms, the relative values of these two great factors in a nation's industries. The comparison is faulty only in that it assumes the possibility of a failure on the part of capital in its ability to stand alone for the records of the past and the experience of the present, together with the reasoning faculties of man, all go to prove that when there is strife between these essential elements to a peaceful whole, that the strength to maintain itself, at least in a passive way, is with capital. It can not endure forever, it is true, but can endure until both business ability and labor shall have grown weary of the struggle and in a condition where capital can dictate, if it so desires, its own terms of peace.

It is, I think, safe to assert that in almost any branch of manufacturing, that capital is disposed to maintain peace and avoid strife with either of the other elements, and further, that the strife is really between business ability, represented by the management of a business, and labor, represented by the operatives who are, and should be, under the direct control of the management. If it is contended—as I think it will be—that the strife is between two classes of labor, which is entitled to the mastery in the struggle, and what is the best way to attain that mastery.

If I am advised correctly, the spirit that emanates the formation of trusts, so called, is a desire on the part of capital that the moneys which they have invested in manufacturing shall produce a return commensurate with the risks and the amount. If there is a failure to do this, the fault lies with the management, or that class of labor who call themselves brains, and not with those who act under their direction. If the latter, in the efforts of brains, to show a satisfactory return to capital are ground down to a point where the wages received is not sufficient to give them a respectable and decent living, there is certainly something wrong that should in some way be righted. It is the plea of brains that competition compels them to produce their particular article of manufacture at such a low price that no other course is open to them.

Every fair-minded man must concede that there is force to this argument, and I am glad to say that in the great majority of cases, the necessity for such action is deplored, and a remedy, if it could be found, would be eagerly seized upon and put into use, at least experimentally. If I am right, then the problem of the day is to find a remedy for competition, so that all classes, capital, brains and labor, may receive their just proportion of the profit which all will concede is necessary to the life of any manufacturing business.

I do not for a moment pretend that I have found a sovereign remedy that will cure in all cases. Like many medicines administered for disease that is difficult to treat, the general system must first be toned up until it is able to assimilate the powerful drugs necessary to attack and destroy the disease.

Therefore, my suggestion will be more in the nature of a tonic to the thought of all the classes interested. It will be harmless in the sense that if not appetizing to the palate, it need not be, but as tonics are rarely administered to those who are well and are usually taken by those who are ill in the hope that a time will come when they can discard them, I shall prepare the prescription and leave to the patient the choice of taking or not taking, that is, of thinking or not thinking, exactly as he chooses. This is a free country, and we have that, at least, to be thankful for.

I wish, then, to say a few words to brains as an introduction of the subject: If they are really in earnest in their desire to produce a better state of affairs for all concerned, why do they not cut down their own compensation at the same time that they do that of labor? Why do they continue to draw princely salaries and live lives of comparative ease, while so many have barely the necessities of life, and in some instances not even that? Are they doing to others as they would be done by in similar circumstances? Are the rights of those who perform common labor worthy of any consideration? Are they aware of the number of hours that are spent by this class in physical toil? Would they be able or willing to do the same work for the same compensation? If they had it to do over again, would they do as they have done in the matter of their own career? Would they prefer to occupy the position that they now hold or to perform common labor always?

So much for brains. Now we will address a few questions to labor. If you were in the position of brains as the manager of the business, would you do as he does, or if not, what would be your course? If you had your choice of occupations, would you be a man at the head of a business or would you prefer a subordinate capacity? If at the head, have you made any efforts to rise to such a position from your present one? If as a subordinate, what do you understand to be your first duty to those in authority over you?

If they are engaged in common labor, do they ever make any effort to improve themselves by reading? If they do, what is the character of that reading? Did they, in their early days, have any opportunity to attend school? Have they any desire to learn so that they may rise to something better than physical labor? Have they any desire to give to their children greater advantages than they had? Have the times when they were out of work through depression of business, strikes, or from their inability to obtain employment been spent at home or elsewhere? If elsewhere, what was the character of their surroundings? Calculated to improve, or simply to pass the time away?

If they had a large income, what use would they make of the increase over their present income or wages? If they have no use for greater comfort for themselves or their families, what is their ground of complaint against present conditions?

Now with this we will bring this article to a close, for we have, as it were, diagnosed the disease and are puzzled to prescribe a remedy until we get the answer from both patients, brains and labor.

If this medium does not reach those interested, perhaps this article may be copied and given a circulation to the classes that are interested. I hope this may be the case, and if so, have no doubt that other pens than mine may be enlisted in a discussion which may prove profitable in determining whether there is any necessity for a trust, and if there is, whether such a thing as a "good trust" can be organized.

ANDREW H. MACPHERSON.

### "Ore in Sight."

With the news that John Hays Hammond's proposal to take charge of the Independence gold mine had been accepted by the London owners came the report that the mine had been "worked out." This statement had been made many times before, and much doubt existed in the minds of interested parties when Mr. Hammond's latest report was received. This document showed that the property, which for a long time yielded a 40 per cent. dividend on a large investment, was still rich in ore, and capable of producing large profits. Mr. Hammond said that the "ore in sight" warranted him in guaranteeing a dividend of 10 per cent., or \$488,000, and that would leave about \$500,000 out of the year's profits to be used toward the further development of the property and locating new ore beds.

The phrase "ore in sight" is one that is well understood by people who are interested in the mining business, but it is misunderstood by the average layman. The ore is not "in sight" on the surface, but its existence is established by a series of operations which are in many instances exceedingly difficult, expensive and laborious.

Speaking on this subject, Dr. A. R. Ledoux said: "There is no way to determine the existence of gold ore, its quantity, quality or anything about it unless one gets on three sides of the deposit, and even then there is an element of uncertainty about it. Ore in sight is what has been found after 'blocking' out a certain section of ground. The 'blocking' is accomplished in various ways in keeping with the nature of the ground. Thus, by sinking a shaft of 20 feet in width 100 feet into the earth, and then running a level from this, say, 200 feet, to another shaft the same depth and width as the first, and then taking samples of the ore or rock from all parts of this block, one would have a good idea of the yielding qualities of that particular block. This block would be 400,000 cubic feet or about 20,000 tons, and the assays from the four sides, the two shafts, the tunnel and the surface would be the 'gold in sight.' The centre of the block, which cannot be reached until actual operations are begun, might yield much more than the assays indicated, and on the other hand it might be found worthless or barren rock. In cases where the block of 100 x 200 x 20 feet would be deemed insufficient for determining the value of the mine, another block of similar size may be laid out below or beyond the first, and by this series of blocking the value of the mine as a gold producer is estimated. It is a well known fact that gold is often deposited in 'shoots' that run in oblique and tortuous directions from the surface, and one must be posted on the geology of the country to arrive at a correct estimate of the value of the land that has been blocked out. A shaft, for instance, may run for 100 feet through rich ore, and another parallel shaft 200 feet away may not strike pay ore until a depth of 100 feet or more has been reached. The next shaft 200 feet further away may have to be sunk still deeper before the valuable rock is reached, and this would indicate that the 'shoot' runs diagonally from the surface. This is only one of the many phenomena in the matter of gold veins that present themselves to the miner, and no set rule can be followed in order to locate the valuable ore or to determine its extent. But the term 'gold in sight' or 'ore in sight' is usually applied to the block or to the series of blocks which have been examined and assayed on three sides."—*N. Y. Tribune.*

### The Sturges, Cornish & Burn Company.

The above is the name of a Corporate Company that has recently applied for a charter to the Secretary of State, Springfield, Illinois, with a paid-up capital of \$200,000. Its stockholders are: Frank Sturges, Lee Sturges, J. H. Cornish and W. H. Burn. The new Company takes over the Frank Sturges plant, located at Harrison, Green and Peoria Streets, Chicago, where the manufacture of Milk Cans, Milk Can Stock, Dairy and Sheet Metal Specialties will be continued.

They will absorb the well-known Dairy Supply House of Cornish & Co., of St. Paul, Minn., who have built up a reputation on their specialties, among them the Boyd Cream Ripener, Water Tube Boilers and Milk Heaters, which they control; also building complete Butter and Cheese Factories. Frank Sturges has been identified with manufacturing in Chicago for the past thirty-five years, and the large line of Milk Cans and Dairy Goods made in his factory have earned for him a reputation of which he may justly be proud. Mr. Sturges feels that after having been in the business for so many years, he is entitled to a rest, and while he has consented to take the Presidency of the new Company, he will shift much of the responsibility to his associates, who are younger and better able to carry the burden of a large business. His son, Mr. Lee Sturges, who has been with him in the business, and to whom the many improvements along the line of Deep Drawing are credited, will also be associated with the new Company. Mr. Cornish comes to the new organization with a thorough knowledge of the Dairy Supply business, gained during long experience, having been for many years Secretary and Manager of the Cornish, Curtis & Greene Co., and later President of Cornish & Co. Mr. Burn, who has been connected with Mr. Sturges for a number of years, is probably one of the best-posted men in the Milk Can business in the United States, and is well and favorably known to the Hardware trade, having called on them personally for many years. It is the intention of the new organization to continue at its present location until its new plant, for which plans have been drawn, and which will be erected on tracks at Western Avenue, between 15th and 16th Streets, is completed. In addition to the already large volume of business done by Frank Sturges and Cornish & Co., we bespeak for the new organization, The Sturges, Cornish & Burn Co., an increase which we feel sure cannot but be gratifying.

### Important Decision.

The Gem Cutlery Co., 34 Reade Street, New York, whose advertisement will be found on page 14 of this issue, have recently made the following announcement to the trade, which explains itself:

#### TO THE TRADE.

We take pleasure in informing you that the litigation against us, started two years ago, in January, 1899, by Kampfe Bros., has been decided in our favor on two of said patents; the third patent on which the decision was in favor of Kampfe Bros., WITHOUT COSTS, is for a feature which we have ceased manufacturing some time ago, and the Razor now made by us is protected by United States patent No. 664,177, granted December 16th, 1900. The patent opening feature of our Frame, which has made our Razor so popular, is retained by us and has been so decided not to be any infringement, and you have a perfect right to deal in our razors as at present supplied to the trade, and we will protect our customers against any lawsuits brought on in handling them.

Thanking you for past favors and soliciting a continuance of the same, we remain,  
Very truly yours,

THE GEM CUTLERY CO.

The Trans-Siberian Railroad will be completed at the present rate of working in about two years, the cost probably considerably exceeding the original estimate of \$175,000,000.—*Ex.*

"It's dreadfully queer," said the housewife, "that the potatoes you bring should be so much bigger at the top of the sack than they are at the bottom."

"Miss," said the honest farmer, "it comes about this way. P'tatoes is growin' so fast just now that by the time I get a sack full the last ones is ever so much bigger than the fust ones."—*Exchange.*

## CONSULAR COMMERCIAL COMMENTS.

### RUBBER IN GUATEMALA.

Frequent inquiries are received at this consulate concerning rubber, its cultivation, and the manner of its treatment. Many attempts have been made to manufacture a substitute for this valuable substance, but up to the present time nothing has been found to even partially serve in its stead.

To one contemplating the cultivation of rubber, the primary consideration is to locate suitable land. Some lands, while having all the elements required for fruitful production, lack the fertility necessary for quick growth. The time required for development depends entirely upon the soil and the advantages of location. Some lands will develop the growth of the tree so rapidly that in seven years it will produce milk, while others need from nine to ten years. Land located near the sea and at its level, having the full benefit of the sea breezes, will produce in much shorter time than land of a higher elevation and farther inland. In the cultivation of rubber one must also cultivate patience, for at least seven years are required before any return is made on the investment; however, cocoa, sugar cane, tobacco, and other marketable products can be raised at the same time, which will pay expenses for rubber cultivation.

The rubber tree is what is commonly called croton germ, and when any part of it is planted in soil favorable to rubber, it grows more rapidly than when seed is planted. In this case, it must be transplanted to the place set apart for its final development.

In Guatemala and all Central America, the *Castilloa elastica* is cultivated, and its product is of fine quality. The *Castilloa elastica* is a tall and well-shaped tree, having a smooth bark of a whitish-green color; it attains a height of 45 to 60 feet. The branches—few in number—grow very long and almost horizontal, and out of them spring two rows of long oval leaves.

The product or milk of this tree exists in the fibres located between the bark and the tree. These fibres are the vital part of the tree, which fact necessitates the greatest care in making incisions to extract the milk. Should one accidentally cut into these fibres, the life of the tree would be endangered. It is estimated by good authority that the milk of the rubber tree contains about 60 per cent. of water and other substances and about 40 per cent. of rubber; and, allowing for further losses in its treatment, one can count on 33 1-3 per cent. of the whole being rubber of good quality.

Only of recent years has rubber cultivation been seriously thought of. Before this time milk was taken from trees growing wild, and one spoke of "hunting" rubber.

The rubber tree must not be exposed to the extreme rays of the sun, and should therefore be shaded by other trees; but not so much as to prevent the free passage of air, for ventilation is essential to the growing plant.

Some planters insist that rubber and coffee will grow on the same land, and therefore plant the rubber tree to serve as a shade for coffee and cocoa. While the coffee and cocoa would undoubtedly be benefited by the shade of the rubber tree, the product of the latter would be of little value, as the sun would sap the vitality of the tree. Rubber trees at high elevations, though beautiful in growth, give but little milk. Not all trees produce milk even at a favorable altitude. The tree called the female yields the product; the male tree gives nothing. It is necessary, however, to plant the male species, for experience has demonstrated that a plantation of female trees alone would be fruitless and unproductive. Successful rubber planters from whom I get my information say that among every thirty-five female trees there should be one

or two male trees. The male tree, when the incision is made, gives out a puff of wind, but produces no liquid.

The soil where the rubber is planted should be loose and deep, with no clay or stones. The land should be clean for at least 3 feet around the tree. The ground must be well worked before the rubber seed is planted; the soil must be damp, and the seed must be placed about 2 feet apart. The seed should be picked in March, as it falls from the tree with a gum on it. If washed, it may destroy the seed. In about a year, the little plant will be 1 1-2 feet high. It must be stripped with the greatest care and the roots covered with dirt; it should then be transplanted. For the first year, the plant should be kept free from weeds or it will become choked. The transplanting method has always proven more efficacious than planting the seed; this also enables one to select the healthier plants and guarantee production. The rubber trees should be about 6 yards apart and, if the shade trees will permit, should be placed in rows. Weeding about the tree must be done at least four times a year during its early growth; this care lessens as the tree matures. Weeding is done with a machete. The weeds and some branches of neighboring trees are cut into small particles and strewn around the tree to act as a fertilizer.

Opinions differ about the time required for the mature development of the rubber tree, but, as before stated, much depends on the location and soil, as well as on the care given the growing plant. Some planters say that the rubber tree when fully developed will yield from 3 to 4 pounds of milk yearly, while others think this estimate too liberal. The life of a rubber tree is impossible to estimate; trees growing wild in the forests here seem to be hundreds of years old and still give milk as frequently as those of later cultivation, though not in such quantities. The tree can be bled twice a year with safety; more frequent tapping will injure it.

After the tree has developed, very little care is required other than to keep down the weeds, etc. The wild trees above mentioned each yield about 2 pounds of rubber yearly, without the least care other than what nature has given, showing that attention is alone necessary to increase the production and improve the quality. The tree should be bled at certain prescribed seasons; the best is when the leaves have fallen off and the tree is nearly stripped. The yield at this time is greater than at any other. The incision in the tree is made in the form of an S. One incision at the bottom of the tree is not enough, because the fibres are not good conductors, and the milk thickens by exposure and prevents free flowing. In making the incision, care must be taken not to cut the fibre, as above mentioned; the incision must extend through the bark only.

As to the treatment of the milk when extracted, opinions differ. The natives make a canal in the tree and let the milk run into a hole in the ground made particularly for that purpose, which answers as a receptacle. In the process of hardening or solidifying, dirt is taken in, and, of course, the rubber is not pure and is of less value. Some permit the milk to flow into a barrel, and the juice of a vine, "*quisbra-cajite*," is used to solidify. Alum, which has an almost immediate effect on the rubber, is much used. An indirect fire is also used to cause the evaporation of the water in the milk. Care should be taken to prevent the receptacle or vessel used from staining the rubber. Another process is to pour the milk into water; the milk hardens immediately and when taken out is in appearance much like a sponge. It should then be passed through a press and all the water squeezed out; an American wringer can be used for the purpose.



When this is done, the rubber is of a whitish color and is the pure product.

Every inquiry received desires data as to the probable cost of rubber production. This is difficult to give, as much depends on the person engaged in the work. However, these points must be considered: The cost of the land, its location, and the quality of the soil; the facility for securing workmen; the means for getting the rubber to the coast or railway, etc. It is estimated that 100,000 trees can be planted in one caballeria (about 115 acres), which land can be purchased for about \$100 an acre. The labor is cheap, the native workman getting about 6 reales, or 12 cents in United States currency, a day. Small, inexpensive huts must be erected on the plantation for the workmen. Plantains are the food used, and these can be grown in sufficient quantities without any expense whatever. After the trees are planted, very little cost is incurred, unless the planter is raising other marketable products. I know of no enterprise or business requiring as little money as the cultivation of rubber. After the seventh year, each tree can be counted upon to give a product worth at least \$1 gold per year, and sometimes \$2. When the tree begins to yield, it must be protected from rubber thieves, who not only steal the rubber, but slash and cut the tree so badly that it dies. Sugar cane, coffee, etc., can be grown at the same time, which will not only pay the expenses of the finca, but will yield good returns. Thus the cost of the cultivation of rubber is minimized. Part of the plantation can be reserved for the raising of cattle, which is very remunerative in Guatemala. The pasture land is of the best, and if water is near by the ranch can be established without further outlay.

The rubber lands in Guatemala are equal to any in the world, and with proper care and intelligent cultivation the product will command a price equal to any. There are two seasons here, commonly called Winter and Summer. The Summer season extends from October 15 until about May 1, and is the dry period. The Winter, or rainy, season lasts from May to October. The climate, soil, and atmosphere of Guatemala are entirely favorable to the cultivation, not only of rubber, cocoa, tobacco, coffee, and sugar, but of all vegetables and articles of domestic use. It is, in my judgment, the ideal land for the farmer, who, with the application of modern farm implements, could win a recompense for his labor much beyond that to be obtained in our own country. Two crops a year can be raised, and there is absolutely no limit to the articles of farm production which could be cultivated here.

JAMES C. McNALLY,

GUATEMALA, December 7, 1900.

Consul-General.

### "New Gem" Safety Razor.

The Gem Cutlery Co., 34 Reade Street, New York, are the manufacturers of the "New Gem" Safety Razor, whose attractive advertisement will be found in another part of this paper. That safety razors have come to stay there remains not the slightest doubt, and the popularity of the "New Gem" Safety Razor is unmistakable. We give an illustration herewith in Fig. 1, showing the frame, blade and handle in position ready for shaving, and in Fig. 2 the cut illustrates the frame entirely open for cleaning, which can also be done while shaving without removing blade. These razors are sent out by the manufacturers ready for immediate use. After taking from the box, operations are begun by holding the blade against the face at the angle usual with ordinary razors. Instead of moving directly downward, the movement is made in a slanting manner, slightly toward the mouth corner or the ear, which enables the hair to be more easily cut. When the operation of shaving is finished, a button is pressed which enables the razor to be opened readily, and then by holding the entire razor under running water, or shaking gently in a bowl, it is thoroughly cleaned. A slight pressure on the spring in the rear takes the blade from the frame, which enables both to be thoroughly dried.

This gives an idea with how much ease the operation may be accomplished. The blades of the "New Gem" Safety Razor are made of the finest English steel, every effort being made to impart an edge to so important an instrument

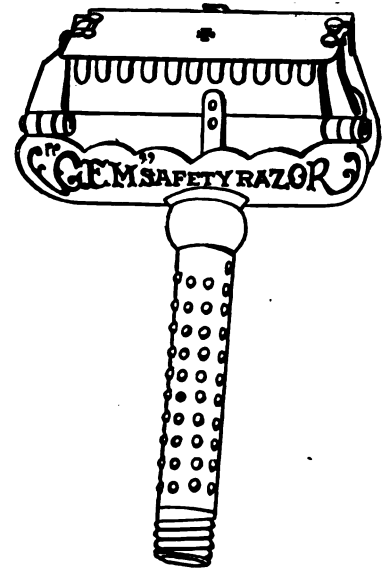


FIG. 1 "NEW GEM" SAFETY RAZOR.

that will make honing only occasionally necessary. This fact is guaranteed by the manufacturers by inclosing with every razor a ticket entitling the user to have the blades resharpened when necessary. They are not only put up singly in boxes for distribution to the trade, but are also furnished in sets and outfits, which make it an indispensable toilet essential, which once used will never be found missing thereafter. One method of distribution, through the Hard-

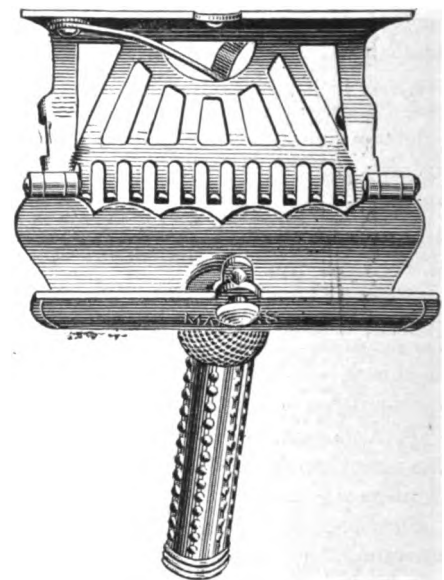


FIG. 2 "NEW GEM" SAFETY RAZOR.

ware trade, has been found extremely successful by the manufacturers. The company furnish a display case for which they make no charge, provided the necessary goods to fill it are purchased. This purchase would make necessary a half dozen "New Gem" Razors, two cases No. 1, one case No. 2, and one case No. 3; also one wood-handle stropping machine and strop. This would enable the dealer to have a small assortment displayed in a display case that cannot do otherwise than attract attention, and assist materially in sales. The display case is made of polished wood, lined with muslin, and has a sliding glass, so that easy access to the goods can be had.

"What are the names of that newly married couple in the next flat?"

"Oh, we can't find out for a few weeks; each calls the other 'Birdie.'"—*Ex.*

**Kansas Retail Hardware Dealers' Association.****MONDAY AFTERNOON SESSION.**

The third annual convention of the Kansas Retail Hardware Dealers' Association was held in the parlors of the Allmon House, Kansas City, Kansas, on Monday and Tuesday, January 14th and 15th.

The convention was called to order at 2.45 P. M., President Frank Rudy, of Paola, being in the chair, and forty delegates being in attendance. The reading of the minutes of the last annual meeting was the first business attended to. The minutes were approved as read, and President Rudy appointed as an auditing committee Oscar Roehr, of Topeka; W. H. Foucht, Topeka, and James H. Hamilton, of Arkansas City. The appointment of a Committee on Resolutions was deferred until Tuesday morning.

Remarks for the good of the Association having been called for by the president, W. H. Foucht, of Topeka, and James H. Hamilton, of Arkansas City, made a few brief remarks.

President Rudy then read his annual address, showing that the year had been a very prosperous one for the State, the Hardware trade having been benefited in accordance with its several opportunities, and thanking the members of the Association for the assistance they had given him during the past two years, and promising that he would give all the assistance he possibly could to the successor who would carry on the good work for the ensuing year. He urged the dealers generally to become members of the Association, assuring them in that way the best work could be accomplished by co-operation, and that no better time than the present could be found in which to continue the good work. The address, which was listened to attentively, was followed by applause.

Secretary J. A. Cole, of Topeka, then followed with his report, detailing to some extent the labors of his position, and giving every evidence of the fact that his duties had been followed up to the fullest extent, every effort being made to persuade the Kansas Hardware dealers to join the Association, which, while securing a number of new members, did not meet with the success desired, although he anticipated from the efforts already in contemplation that a much larger number of members will be the result. He referred to the formation of a National association called the Inter-State Retail Hardware Dealers' Association, of which the Kansas Retail Hardware Dealers' Association had become one of the charter members, which he was confident would result in a gratifying condition of affairs in the future.

George F. Anderson, of St. Mary's, then read a paper on "Some Wrongs That Need Righting in the Hardware Business." This is an article that we hope to give in a later issue of *Hardware*, it being a very plain-spoken one, and covering a number of points to which sufficient attention is not usually given. Mr. Anderson's paper met with the warm applause of all those present, as his ideas were sympathized with to the fullest extent. A number of brief remarks were made by several delegates, and the meeting adjourned to meet Tuesday morning, at 9 A. M.

**TUESDAY MORNING SESSION.**

The Tuesday morning session was called to order by President Rudy about 10.30 A. M., the first work of the day being the appointment of a Committee on Resolutions, which consisted of James H. Hamilton, Arkansas City; S. I. Gilbert, of Arkansas City, and T. H. Kiniry, Beloit.

During the morning, an interesting paper was read by James H. Hamilton, of Arkansas City, on "Competition in the Hardware Trade," in which he, in a very intelligent manner, detailed some of the trials and tribulations of the legitimate dealer with unfair competition in his special line of business. The address was listened to with much interest, and received the commendation of all those present.

J. M. Walters, of Robinson, had prepared an interesting

paper on "The Trials of the Country Merchant," which was read for the benefit of the convention by Oscar Roehr. We regret that our space is so limited in the present issue that we are unable to quote this characteristic address, which interested the members exceedingly.

The reading of Mr. Walters' address was followed by the reading by W. H. Foucht, of Topeka, of a paper prepared by E. I. King, of Logan, on "Jobbers and Retail Dealers; Their Relations to Each Other." This, while brief, was listened to with commendable interest, and considerable applause followed its delivery. The Auditing Committee then made their report, stating they had examined the secretary-treasurer's report, and found it correct.

The election of officers was then proceeded with, and resulted as follows: President, George F. Anderson, St. Mary's; vice-president, Oscar Roehr, Topeka; secretary, J. A. Cole, Topeka. Upon motion, President Rudy was requested to appoint five members of the Executive Committee for the ensuing year. This he did by appointing the following: James H. Hamilton, Arkansas City; E. I. King, Logan; T. H. Kiniry, Beloit; J. M. Walters, Robinson; F. W. Bartlett, Kansas City. It was unanimously voted that these men be elected as the Executive Committee for the coming year.

The Committee on Resolutions reported as follows through Chairman George F. Anderson, of St. Mary's:

*Resolved*, That this Association extend cordial thanks to the City Mercantile Club for its kind and courteous treatment of the members of this Association; also to the representatives of trade papers and press for their full reports of this meeting.

*Resolved*, That our thanks are also extended to the retiring officers for their earnest work in the past.

*Resolved*, That we express our sympathy with our absent members, E. I. King and J. F. Berger, on account of sickness, and trust they may not be again detained from meeting with us from same cause.

*Resolved*, That we condemn the action of manufacturers of standard makes selling their stock to catalogue houses, to be listed at prices that does not afford a small retail profit; that we all pledge our best efforts to the success of this Association, to the end that some of the wrongs that daily surround us may be righted.

The report was adopted and the committee discharged.

The choice of the next meeting place was left to the Executive Committee.

The meeting adjourned at 12.40.

**North Dakota Retail Hardware Association.**

The annual meeting of the North Dakota Retail Hardware Association will take place Wednesday and Thursday, February 20th and 21st, at Grand Forks, at the hall in Security Trust Block, opposite the Hotel Dacotah. As at present projected, the following will be the programme of proceedings:

**PROGRAMME.****WEDNESDAY, FEBRUARY 20TH.****Morning Session, 10 A. M.**

Payment of dues.  
Address of Welcome, by Mayor Dinnie.  
Response, by President H. T. Helgesen.  
Roll Call of Members.  
Enrolling of New Members.  
Appointment of Committees.  
Question Box Discussion.  
Adjournment.

**Afternoon Session, 2 P. M.**

As much of this session as desired will be devoted to the Jobbers, Manufacturers and their Travelling Salesmen, for discussions on matters of mutual interest.  
Enrollment of new members and payment of dues.  
*Paper*—"Are We Boxers" by Senator G. W. Wolbert, Casselton.  
Jobbers, Manufacturers and Travelling Salesmen, discussions or papers.  
*Paper*—"The Relationship and Effect of Department Stores Upon the Trade," by H. S. Delsem-La Moure.  
Question Box. Discussions.  
Adjournment.

**Evening Session.**

Programme for evening will be announced during Afternoon Session.

**PROGRAMME.**

THURSDAY, FEBRUARY 21ST, 1901.

Both sessions this day for members only.

**Morning Session, 10 A. M.**

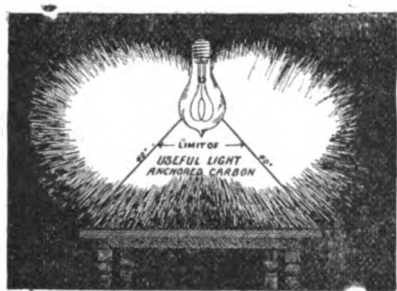
Payment of dues.  
President's Report.  
Secretary's Report.  
Treasurer's Report.  
General Discussions.

**Afternoon Session, 2 P. M.**

Report of Nominating Committee.  
Election of Officers.  
Paper—"Credits," by M. G. Evenson, Sheldon.  
Paper—"Co-operation," by W. A. Fox, Ardoch.  
Paper—"Percentages," by H. L. Eastman, Wahpeton.  
Paper—"Store Character," by J. F. Jaberg, Sanborn.  
Paper—"Advertising," by Chas. C. Vick, Hoople.  
Reports from other committees.  
Question Box Discussions.  
Adjournment.

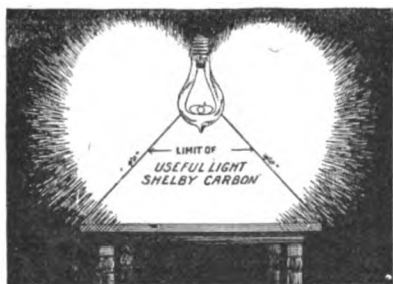
**The Shelby Incandescent Electric Lamp.**

The Shelby Electric Co., Shelby, Ohio, whose striking full-page advertisement will be found in this issue, are engaged in manufacturing the Shelby Incandescent Lamp, an illustration of which we give in the course of this article, which they claim to be far in advance of everything of a like character that has so far been placed before the users of an electric light. Incandescent lamps are used to give light. The light, of course, is designed to enable the user to see, and the greatest possible improvement that could be made would be to increase the power of the lamp used, by which the most positive and perfect results may be obtained. It is claimed by the Shelby Electric Co. that a useful light



NO. 1.

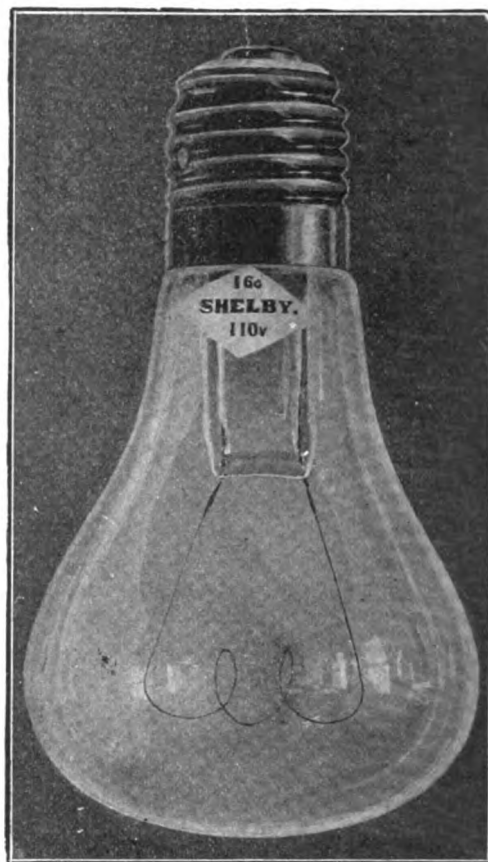
is a light that strikes the object beneath the lamp, and as the intensity of the light decreases at the ratio of inverse squares of the distances, the useful light must be distributed within thirty degrees of the vertical beneath the lamp. After a number of tests to ascertain the positive advantages of a lamp based upon this idea, they find that conditions differ in regard to the question, and each reader is, perhaps, better fitted to determine for himself the fact that a lamp gener-



No. 2.

ally found to give the best satisfaction should be located directly above the object it is desired to illuminate, if that object is a horizontal plane. The object of the incandescent lamp is to create artificial light with which to make visible natural objects when the natural light ceases to make them visible, and for this purpose the Shelby system shows by

actual tests that a 10 c. p. Shelby lamp emits from the tip end of the bulb 8 c. p., which is more than any anchored filament or single coil or double filament lamp of 16 c. p. emits through the tipped end; and when the light emitted horizontally from a Shelby 10 c. p. lamp is reflected, and the quantity of light so reflected added to the direct rays, it will be found that the total light distributed upon a table located four feet beneath the lamp will be greater when the lamp is a 10 c. p. Shelby lamp than it is when the lamp is a 16 c. p. lamp, made with other forms of carbon. From the results of tests thus obtained, it is claimed that by aid of the Shelby system the following points will be conceded: First, That a useful light is the light that enables you to see the objects with which you wish to work. Second, That the objects are beneath the horizontal line of vision. Third, That the lamp is above the horizontal line of vision. Fourth, That the light rays travel in direct lines. Fifth, That as the intensity of light diminishes in proportion to the inverse square of the distance traveled, reflection doesn't



NO. 3.

justify much consideration. Sixth, That as the horizontal intensity of the Shelby lamp is equal to the horizontal intensity of any other lamp of like candle power, any gain caused by reflection when one lamp is used would be an equal gain should another lamp be used. These six propositions being accepted, all that remains necessary in order to prove the Shelby lamps do produce more useful light than other lamps is to state that the light emitted from the tipped end of the bulb is of greater intensity than that emitted through the tipped end of the bulb of lamps made with other forms of carbon. The company distribute a series of pamphlets in connection with this system, which it would be well for our readers who are interested in the perfect conditions of an electric light to request.

"There, now, Clara, how would you like to be these people who can't get home from Paris because their funds gave out?"

"Well, dear me, Clarence, they are better off than we are, whose funds gave out before we started."—*Indianapolis Journal*.



## SAN FRANCISCO H'DW'E REMINISCENCES.\*

Mr. President and Fellow Hardwaremen: This is the first banquet of the San Francisco and Oakland Retail Dealers' Association—a Red Letter day in our guild, and marks a new era. I hope it is the commencement of something good for all of us, and it certainly is if we will appreciate the opportunity given to help ourselves and each other. Each one must feel himself an important link in the chain, and by so doing the chain will be strong.

This is the first time in all my experience of nearly thirty-five years in San Francisco as a Hardwareman that I have seen the retail Hardware dealers gathered together to eat, drink and be merry—to act as a unit. It is certainly an inspiring sight to see these long rows of good-looking men, to see in each face the sign of good fellowship, and to know that you are all retail Hardwaremen of San Francisco and Oakland. Who says the world does not move? Who says the millennium is not dawning?

Before entering into the contemplation of the subject assigned me this evening, permit me to indulge in a few reminiscences, dwelling not too long on the past, but briefly presenting to your mental vision that which will serve as a fitting background to the pleasant picture of the present moment.

About the year 1865, I first stepped into a Hardware store as a clerk; it was my brother's store, R. F. Osborn & Co., 751 Market Street. This location was then considered out of town. The centre of the business district was then about at the corner of Kearney and Washington Streets, and the nearer you got to Market Street the farther you would be from the centre. We all take an interest in pioneers of every line, and this is the proper place to recall those of our line. Some of you remember them, but I think the majority here will find them strangers. They were as follows:

Hiram Rosekranz, Montgomery and Bush Streets; Klein, Bush, near Pine Street; Helmken, Kearney, near Sacramento Street; Dillon, corner Kearney and Post Streets; Simmons & Rowe, Charles Hawley & Co., Justinian Caire, Mr. Webb, R. F. Osborn & Co., Marwedel & Otto and G. W. Guion. The latter was an old Englishman who had the only complete stock of mechanics' tools on the Pacific Coast. He was very peculiar, and if a customer asked to see a tool that was not convenient to get at—either in the window or on a high shelf—he would ask: "Do you want to buy or only look at it?" and he would not get it if the customer expressed a doubt. How do you think that plan would work now?

This covered a period up to 1872. From that time on other firms came in existence, many of which are members of this Association.

Instead of three jobbing houses, the present number, there were in those days about ten—Russell & Erwin Mfg. Co., Richard Patrick & Co., Jacob Underhill, Fleischmann & Sichel, Rockwell & Coye, Treadwell & Co., Conroy & O'Connor, L. B. Benchley, Hooker & Co., and Marsh, Pillsbury & Co.

I believe nearly every one of these pioneer Hardwaremen, both retail and wholesale, have gone to that "undiscovered country from whose bourne no traveler returns," and which ultimately will be our fate. But this fact will not mar the good pleasure of this hour.

The conventional signs in the days of which I am speaking were large Fore Planes, Padlocks and Anvils. In those days a great many of our tools, and much of our stock in

trade, came from England. The saw was a Spear & Jackson. I well remember when Henry Disston first brought his saw to California. He came into the store, and said he had a fine saw to show us. He took off his coat, laid it on the counter, and proceeded to show off his saw as one who had every confidence in his production.

The principal screws sold were of the blunt point pattern; our padlocks were of wrought iron principally, and of but few patterns; our mortise locks were 3½ inch, with iron or brass faces; knobs were of three kinds—buts, loose joint. How simple was the building trade then, as compared with it now!

We had few boxes for shelf goods; all were in paper wrappers. The samples were tied on, and one of the first things an apprentice was taught was to tie up a package in a true Hardwareman style. A peculiar loop was made to go around the sample, so it would hang straight, and when the tie was made, the ends were twisted and tucked under the twine.

The first Stanley iron planes were sold for \$25 for a set of three; No. 12 26-inch saw sold for \$4.50 and \$5; No. 62 rule, \$1.25. Oh, for such prices now, at present cost! In pioneer days all goods cost considerably more than at present.

I have given you a slight idea of the personnel and customs of the Hardware trade prior to and about the year 1872. From that time on there were general changes, firm after firm changing hands or going out of business.

About 1866 a Retail Hardware Association was formed, but it did not last long, and I remember but little about it. From 1870 to 1890 was an era of general prosperity to the retail trade. Up to the latter date manufacturing had been extensively carried on in lines very profitable to our trade. Large furniture and carriage factories were employing hundreds of mechanics who used tools and consumed large quantities of material. Low freight closed them out, largely destroying our trade.

We all know the conditions that have existed since 1890, and the causes that impelled us to form this Association. And what are our objects as an Association? I say objects, because there should be more than one object; there must be more than one object to insure permanency and continued success. The primary object is, of course, to make money; but that object, if not associated with and strongly influenced by broader and nobler objects, will fail to bring life, health and usefulness to our Association. Our declaration of principles in a general way states our views, but I will mention other objects which I think you will agree with me are necessary to keep in mind. We should have good fellowship, maintain prices, work together, learn from one another, be a strong link in the great national chain of Retail Hardware Dealers.

To get at results quickly, avoid bad debts, and last but not least, keep up these banquets. Let these be the objects of our Association, and for them let us all work. We must not expect perfection. He who aims and shoots at the sun will never reach it, but such an one will shoot higher than he who does not aim his arrow above the level. We may not accomplish all that some of our members would like to see accomplished, but as an Association we will do more than we could by individual effort.

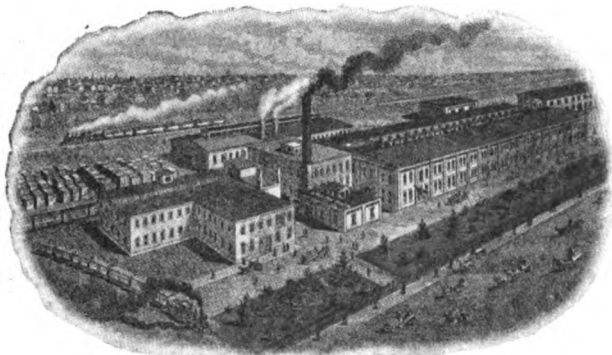
There was a time when every locksmith, grocery, dry goods and drug store was not selling our goods, but that time is past, and now we see our staples used by other lines as leaders to sell their own at a profit.

These are, I think, the principal objects, and for their fulfillment as far as possible we are organized, and to speed them along, we have met to-night—to eat, drink and be merry.

\*An address delivered by Frank F. Osborn, President of the Osborn Hardware & Tool Co., at the banquet of the San Francisco and Oakland Retail Hardware Dealers' Association at San Francisco, Cal., December 7, 1900.

### The Torrent Pump and Fence Co.'s New Plant

The Torrent Pump and Fence Co., who are now at their new location, 1911-1925 Harvard Street, Cleveland, Ohio, announce under date of January 1st, that, having purchased the property and business of the Torrent Pump Co., successors to R. H. Roberts, whose business was established in 1861, and also the plant and business of the Williams Pump

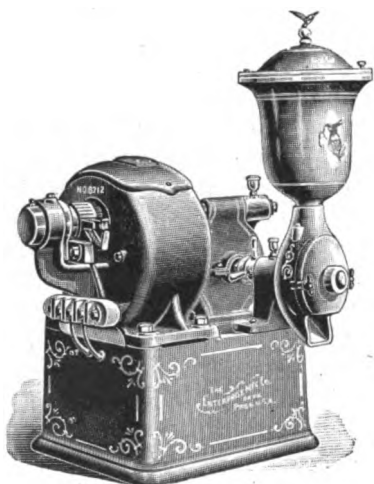


THE TORRENT PUMP AND CO.'S NEW PLANT.

Co., successors to the Van Nette Water Purifier Co., have moved into their new factory, an illustration of which we give herewith. They take pleasure in stating that they now have every facility for turning out their important lines of goods with expedition and dispatch. They request the patrons of the old companies to which they succeed to continue the esteemed patronage with which they favored their predecessors, and assure them that everything in their power to please them will be done. The officers of the new company are as follows: J. M. Wright, president; G. P. Nash, vice-president; E. W. Branch, secretary; I. K. Hurt, general manager, and R. C. Bookwalter, auditor. The capital stock of the new concern is \$30,000. The New York office is at 7-9 Warren Street.

### The Enterprise Electrically Connected Rapid Grinding and Pulverizing Mill.

The progressive and up-to-date dealer is constantly on the alert for fixtures that will lessen the labor of himself and his clerks, and, at the same time, add to the appearance of his store, which, in the new century, is essential. The Enterprise Electrically Connected Rapid Grinding and Pulverizing Mill was designed to meet the demand for a mill that would either granulate or pulverize, and do so at a minimum cost. Twenty-five pounds of coffee can be ground ordinarily fine for one cent. They are made in a variety of



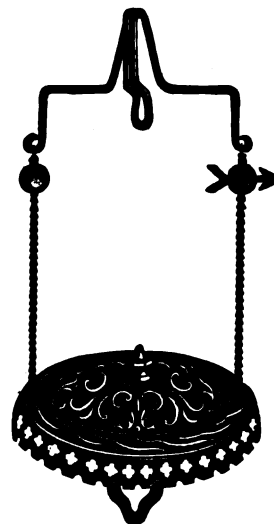
THE ENTERPRISE GRINDING AND PULVERIZING MILL.

sizes and styles, and the grinding capacity is from 3 to 10 pounds per minute, according to size. The machines are fitted with motors for either direct or alternating current, and to suit the conditions existing in any locality. Those for direct current are so constructed as to enable the operator to instantly change the speed from fast to slow, or vice versa.

The fast speed is intended to be used only when coffee is to be granulated, and the slow speed for pulverizing. The motor and mill have a direct connection, thus reducing loss of power to a minimum, which is a considerable saving as compared with mills run by motor having a belt connection.

### "Search-Light" Spring Extension.

Search-Light Mfg. Co., 358 Dearborn Street, Chicago, manufacture the "Search-Light" Spring Extension, illustrated in their ad. in another part of this paper. This Spring Extension runs smoothly and noiselessly, and automatically locks at any desired position, without the jar found in other extensions. This makes it peculiarly well adapted to Vapor Lamps, which carry mantles. The Extension, it is claimed, saves its cost in saving breakage of mantles in a short time. It is also well adapted for kerosene lamps, and it is predicted that discriminating buyers will insist upon having the "Search-Light" Spring Extension. When the Extension is locked, the Lamp may be removed and carried away to be filled, the Extension remaining in position to receive the Lamp, instead of flying up to the ceiling. The tension can be adjusted for any weight of Lamp. The design is an artistic one, and the finish is high-grade. The device is furnished in lacquered brass, bronze, nickel-plate or oxidized. As such a vast number of Vapor Lamps have been recently marketed, it is predicted that this Extension will have a phenomenal sale. The same company are placing on the market the



"SEARCH-LIGHT" SPRING EXTENSION.

Search-Light Vapor Lamp. Their Student style is shown with this article. The Lamps are especially designed to keep hot in a cold draught. They will burn steadily in any climate, and will not lose their heat and waver. The generator is cast solid, in which are all the working parts of the Lamp. The gas vent is a brass tip, easily replaced if necessary. The point of the tapered needle valve projects through the vent, automatically cleaning it each time it is turned low or out. It is claimed to never clog at the vent. The flow of gas is controlled at the vent, and the light can therefore be turned down to a blue flame, which will keep the generator hot enough to be turned up instantly. By turning out the light and filling quickly, and immediately relighting, no wood alcohol is required after the first lighting. The chimney frames are of stamped brass, each being an exact counterpart of the other. Their construction enables the mantle and glassware to be removed even while the light is burning. The draught and mixing device eliminate the annoying roar. This lamp burns 10 per cent. of hydro-carbon gas and 90 per cent. of oxygen, producing 100 candle-power light for fourteen hours on one quart of gasoline. The company fully guarantee this light and agree to keep it in repair for one year free. They make a variety of Lamps, including a 500-candle-power construction for lighting stores, etc. Many Hardware dealers find this a very remunerative line to handle. It seems to fit in well with their gasoline stoves and other goods. The reader will do well to write for a complete catalogue; in doing so, please mention *Hardware*.

## RECENT TRADE PUBLICATIONS.

JONES NATIONAL FENCE CO., Columbus, Ohio. Thirty-two page catalogue, covering a line of Plain, Coiled, Barbed and Ornamented Fences and Gates manufactured by this company. Well illustrated throughout, the goods fully described, list prices of each style being given. They also manufacture a line of specialties, including Bicycle Racks, Stock Fountains, National Wall Ties, Wire Girders, Wire Screens, etc.

F. E. MYERS & BRO., Ashland, Ohio. A series of pamphlet catalogues on thin paper for general distribution, under the following four titles: Myers' Power Pumps, Myers' Spray Pumps, Ashland Pump and Hay Tool Works and Myers' Force, Lift, Spray and Tank Pumps and Hay Tools. These are 16 pages each, and fully illustrated with all their many appliances quoted in accordance with the above titles. The descriptions throughout are full and complete and list prices are given upon every article illustrated.

SUN VAPOR STOVE MFG. CO., Detroit, Mich. The 1901 catalogue of their line of Sun Improved Odorless Quick-Lighting Gasoline Stoves. In this catalogue several additions to the assortment manufactured the previous season by this company, will be found illustrated and described, together with all the points that indicate the superiority of this line of stoves. The catalogue is well printed on good paper with very attractive illustrations, full descriptions throughout of each style represented, together with list price of each.

McINTOSH-HUNTINGTON Co., Cleveland, Ohio. The 1901 catalogue of Bicycles and Bicycle Sundries. Pamphlet catalogue of 64 pages covering a line of such goods as would naturally be found in the Bicycle department of a large jobbing house like theirs, covering everything desired on or about a wheel, and all the possible repairs that may be needed. Included in its contents are Brazing Forges and Enameling Ovens, Vulcanizers, etc. Incidental references are made to Fishing Tackle and Golf Goods, Guns and Revolvers, Sewing Machines and Baby Carriages, on all of which lines special catalogues are issued by this company, fully illustrated and priced throughout.

MONARCH REFRIGERATOR WORKS, Burlington, Vt. The 1901 illustrated catalogue and price list of the Monarch Cleanable Dry-Air Refrigerators, comprising Domestic and Sideboard Refrigerators, Water Cooler Refrigerators, Grocers', Ice Chests, etc. This catalogue embraces a complete assortment of popular sizes and styles. Is printed on excellent paper. The contents embrace the usual line of refrigerators marketed through the Hardware and housefurnishing goods trade, and the ordinary styles up to those containing the latest improvements, and constructed in an artistic and desirable manner, the Sideboard Refrigerators being extremely handsome and very attractive, and many of the other styles would command attention from their novelty of design and apparent utility.

PITTSBURGH STOVE & RANGE CO., successors to De Haven & Co., Ltd., Pittsburgh, Pa. Pamphlet catalogue of 128 pages, embracing the extensive line of Stoves and Ranges that are marketed by them under the name of the "Cinderella," including in the assortment Steel Ranges, in all the modern improved styles of construction, Cast Iron Ranges in large variety and modern degrees of excellence, and a line of cheaper Heaters for coal or wood is also shown among its contents, including Double Heaters and Franklins and Cylinder Stoves. Included in its contents is a line of Gas Ranges

in a complete variety, modern in style, and in addition thereto Hot Plates are also illustrated and priced throughout. The catalogue is an extremely handsome one, and many of the illustrations are superb half-tones, in which artistic excellence is a predominant feature.

McINTOSH-HUNTINGTON Co., Cleveland, Ohio. Publish a pamphlet catalogue of 84 pages of full catalogue size, evidently intended for general distribution; being printed on thin paper for mailing purposes, and is their catalogue of Fishing Tackle. It is replete in every respect with articles in the line of Sporting Goods of that character, including Bamboo, Jointed and Steel Rods of all the various styles and sizes in which they are marketed; Hendryx Reels in large variety, "Troba" Reels, Fishing Lines and Seine Twine of every possible style, together with a full assortment of Furnished Lines, Wood and Cork Floats, Sinkers of every description, Fishing Tackle Assortments put up in boxes, Trout Baskets, Slings, Straps, etc.; Tackle Boxes in large variety, Fish Hooks, Trout Flies, Spinners, Soft Rubber Baits, etc., etc. Included in the assortment is a large variety of Spoon Baits of every description including "Luminous" Fly Books, Fish and Frog Spears, Stringers, etc. The final pages of the book are devoted to Hammocks, Golf Goods, etc.

HIBBARD, SPENCER, BARTLETT & Co., Chicago, Ill., have issued this year, as has been the case for ten years past, their Buyer's Want Book, which is distributed to the customers of this well-known house. The edition this year is much larger in size, having more pages, and embraces a larger variety of goods on the pages devoted to their illustration than has been the case formerly, making it really a portable and handy catalogue of seasonable goods. This is not designed to be a daily calendar, but a general want book, in which the retail houses who form the body of their customers can place the customary and developing wants so certain to be noted in a general Hardware stock. Each right-hand page is ruled for this particular purpose, and the opposite pages are filled with illustrations and descriptions of goods, with list prices and such other data as would be desirable in a general publication of this kind. It is arranged in accordance with their larger catalogue of which this forms a desirable compendium. There is an exceedingly good index at the end, which is a valuable addition to its usefulness.

KEYSER MFG. CO., Chattanooga, Tenn. The 1901 catalogue of the "Odorless" Refrigerator manufactured by this company. Pamphlet catalogue of 40 pages, printed on excellent paper, and finely illustrated throughout, describing in full the manifold merits of the "Odorless" Refrigerator as compared with any other on the market, and representing a new line entirely, indicating an advance in the scientific preservation of food worthy of perusal. They are made in the latest and most improved style to which these goods have been subjected, including provision chambers that are zinc-lined, in 33 varieties, white enamel-lined in 28 of the various styles, and nickeloid-lined in an equal number, nickeloid being a nickelized sheet zinc, composed of zinc with pure nickel on one side. It is claimed to be as clean and bright as a new chafing dish, will not peel off nor lose its brightness. The company claim this to be the best non-conductor of cold ever invented, and not being subject to corrosion or rust makes it far in advance of the older styles of construction. Illustrations are given showing the improved plan of circulation embodied in the construction of these refrigerators.



## NEW GOODS AND SPECIALTIES.

### Barnes Patent Lawn and Vine Trimmer.

The E. H. Erk Hardware Specialty Co., Richmond, Ind., are placing upon the market through the Hardware and Implement trade, a very useful specialty for garden purposes, which is marketed under the name of the Barnes

(BARNES' PATENTS.)

Unexcelled for trimming the edges of a lawn next to the fence or curbing, around trees, shrubbery, or any place inaccessible with a lawn mower. Can also be used to trim bushes, grape vines, etc., without the use of a ladder.



This man uses a Canton Trimmer and does not suffer from backache.

SIMPLE,  
PRACTICAL,  
DURABLE  
AND  
INEXPENSIVE.

MADE FROM  
FIRST-  
CLASS  
MATERIALS  
AND  
IN FIRST CLASS MANNER.

A FINELY TRIMMED  
LAWN,  
EVERYONE'S  
PRIDE.



This man uses a Sheep Shears and has all kinds of aches.

### BARNES PATENT LAWN AND VINE TRIMMER.

Patent Lawn and Vine Trimmer, an illustration of which we present herewith. It is designed by the inventor to be used in trimming with ease and comfort the edges of a lawn adjoining the fence or curbing, around trees or shrubbery and in fact any place about the garden, in which it is difficult to use the lawn mower. It is also sufficiently convenient for utility to enable its use as a trimmer of grape vines, bushes, etc., without any necessity for using the ladder usually employed. For many of these operations a pair of hedge shears or sheep shears have been the only convenient tools obtainable, which compels an uncomfortable posture in their use, while this improved trimmer enables the gardener to keep an erect position, and operate with greater facility and positive ease of position. It will prove a taking specialty wherever introduced.

### Improved Ran-tan-ka-rus Razor.

The Smith & Hemenway Co., 296 Broadway, New York, have placed upon the market an improved form of razor, which is sold under the name of the Ran-Tan-Ka-Rus Red Devil Razor No. 427. It is manufactured in Sweden. The



FIG. 1—SHOWING CONSTRUCTION.

blade of this razor, as indicated in Fig. 1, is formed from a combination of about sixty small wires, which are cold drawn and hot forged into bar steel. This process, it is said, produces a Damascus effect, and is a new departure in the razor world. This method of manufacturing will be indicated by the formation shown in the above cut. The razor, when finished, presents the appearance of the usual razor that is sold in the trade, see Fig. 2, the appearance in every sense of the word being a superior one. The extra grinding to which it is submitted is referred to as an extra long Hamburg roll, which method of grinding, it is claimed, makes it impossible

to "dub" the edge in stropping, as the long roll acts as a guard toward keeping the cutting edge from striking the strop unnecessarily. It is guaranteed by the manufacturers that it is never necessary to hone this razor, and should it



FIG. 2.

become worn sufficiently to require honing, it will be exchanged for a new one. This razor has a large sale among barbers, being peculiarly suitable for their use, and is made in all the usual trade sizes for the many dealers handling such goods.

### Improved Manicure Instruments.

The Emil Forquignon Mfg. Co., 835 Broadway, New York, are large importers and manufacturers of manicure instruments of every description, among which the pocket manicure outfit, illustrated herewith, is one of the most popular. This is a nail file, designed for the purpose of cleaning, scraping, filing and shaping quickly in the operation of manicuring. It is provided with a bevel-edge cleaner, which removes the gatherings from underneath the nail without scratching or roughening. It also has a square edge back for scraping the top of nail and removing the burr after filing. The point is rounded for the purpose of lifting the cuticle adhering to



PATENTED JULY 4TH, 1899.



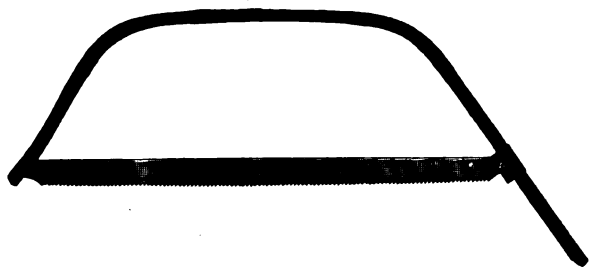
FILE IN LEATHER CASE, EXACT SIZE.

the root of nail, and scraping underneath without cutting. The rounded end is beveled for the purpose of pushing back the cuticle during the operation. These goods are highly finished, and are placed upon the market enclosed in a leather case. They are intended to be sold at a moderate price, and still pay the Hardware dealer a satisfactory profit. The manufacturers will mail their catalogue upon request, showing entire line of goods of this description and including in addition to manicure instruments, nail nippers, corn knives, and a variety of other goods of this class that may be added to a Hardware stock with the expectation of a profitable sale.

### Woodless Truss Frame Buck Saw.

The L. Weissenbach Co., 152-154 Lake Street, Chicago, Ill., are distributing through the Hardware trade the Woodless Truss Frame Buck Saw, upon which a patent was allowed January 20, 1900, and an illustration of which is presented here. The frame is a continuous piece of tubing bent in a manner that enables it to combine the greatest strength with the most perfect ease in operation, permitting by its peculiar construction the sawing of wood of fully two inches greater thickness than is possible by the ordinary wood saw, and in addition to which there are no joints to twist or stretching

rod necessary to prevent the frame from coming apart and avoiding the frequent tendency of even the stretching rod to break, or strip its threads. The blade is of the best blue-tempered round breast clock spring steel, and so fastened in the frame that it is prevented from becoming loosened, or the tension from becoming impaired. It is possible for the

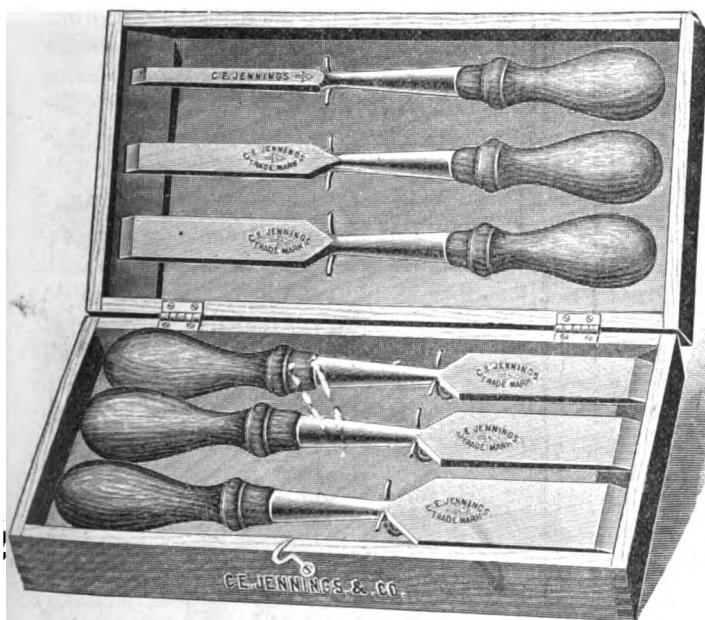


TRUSS FRAME BUCK SAW.

saw to be filed without the necessity of removing the blade from the frame, and it is so constructed as to permit the use of any of the ordinary saw-filing devices. The saw in its appearance, utility and efficiency, presents novel features that are certainly unique, and in many respects is in advance of anything of a similar kind on the market.

#### Short-Blade Socket Firmer Chisels.

C. E. Jennings & Co., 101 Reade Street, New York, are meeting a demand in the trade for a set of short-blade socket firmer chisels, which is a special assortment of these goods that has long been desired. We give an illustration of the same herewith. The blades are 4 1-2 inches in length, and enable a mechanic from their handier size to get in closer connection with his work. The chisels are also considered to be the most desirable size for amateur use, also trade schools, which are more inclined to use tools more portable in their character than the general run of those used by skilled workmen. These chisels are put up in two forms: the No. 101 set having hickory handles, and the No. 401 set being



SHORT BLADE SOCKET FIRMER CHISELS,

provided with lignum vitae handles, the chisels proper in either set being the same. They come six chisels in a set, one each of the following sizes: 1-4, 1-2, 3-4, 1, 1 1-4 and 1 1-2 inches. Manufactured as they are from the finest quality of material, they are put forward by the manufacturers as being goods that are deserving of every recommendation. Quite a demand is anticipated for these special size tools from foreign buyers, who have created the necessity for the manufacture of goods of this description by repeatedly demanding them.

#### Sensitive Bench Drills.

The D'Amour & Littledale Machine Co., 129 Worth Street, New York, are manufacturers of the Sensitive Bench

Drills, which we illustrate herewith. Fig. 1 shows a 10-inch Sensitive Bench Drill mounted on column, which is designed for light rapid drilling and similar work within its capacity and is the result of several years' experience in manufacturing this class of drills, it being especially adapted for the use of manufacturing Jewelers, Electricians, Mathematical Instrument makers and light drilling generally. Fig. 2 shows their 10-inch Sensitive Bench Drill, intended to be fastened to the bench and designed for light, rapid drilling up to 5-16 inch hole. The spindle is driven by a 1-inch flat belt. It has two speeds, a cut steel rack and combination feed, and an adjustable stock to gauge the depth of holes. It is entirely relieved of belt strain, and is counterbalanced by a weight inside of frame, making it extremely sensitive and uniform to the touch. It is also provided with means for taking tip

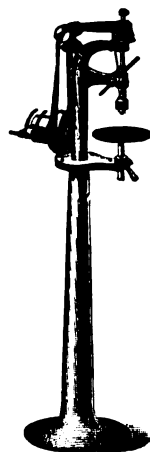


FIG. 1, ON COLUMN.

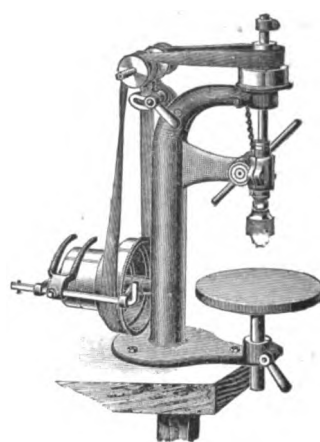
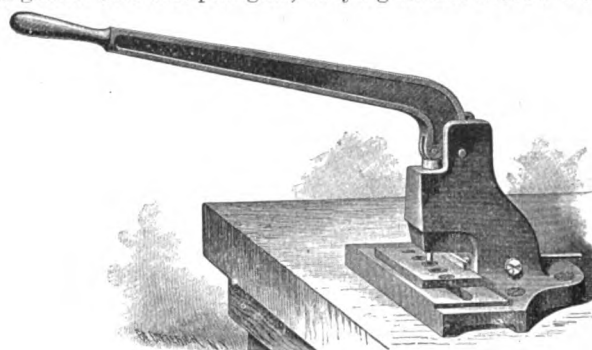


FIG. 2, ON BENCH.

wear of lost motion, and has a nut below the taper for removing the chuck. These bench drills unless otherwise ordered are sent with the spindles fitted to 5-16 inch "Almond" and 11-32 inch "Skinner" drill chucks. The taper holes in both the "Almond" and "Skinner" chucks are the same. The counter-shaft is attached to the frame, and can be placed directly under the line-shaft, thus avoiding the trouble and expense of putting up a counter-shaft. They are designed to be run at a very high rate of speed, as the pulleys are turned inside and out, and all the rotary parts are perfectly balanced. Further information furnished on request.

#### Improved Bench Punch.

Charles Morrill, Broadway Chambers, 275 Broadway, New York, is manufacturing the improved Bench Punch, an illustration of which we give below. It is provided with interchangeable dies and plungers, varying in size from 1-8 to 3-8



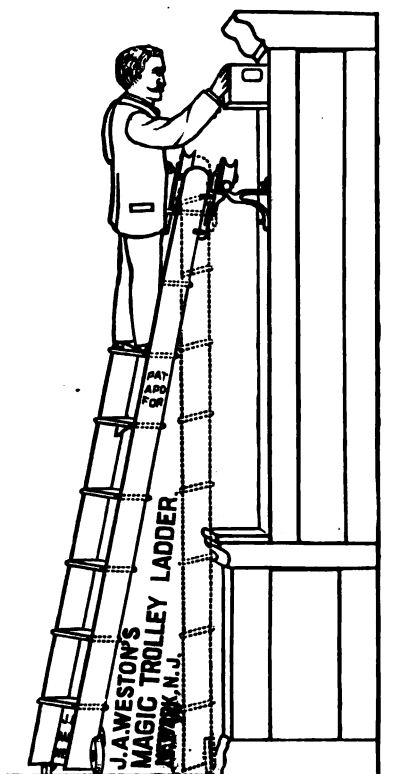
IMPROVED BENCH PUNCH.

inch in diameter, although any size to 3-8 of an inch inclusive can be made to form part of the equipment. This improved tool is made from the best quality of iron and steel, and is designed for the punching of sheet metals. There is a gauge secured by a set screw on the right, which permits of a space of 1-2 inch between the edge and the punched hole. It has a very powerful leverage, being provided with a lever 21 inches long, and the device can be screwed or bolted to bench or table to accomplish the desired results. In addition to punching sheet metals, it is recom-

mended by the manufacturers for punching cardboard, veneering, paper, celluloid or in fact any fibrous material not over 1-2 inch thick. It would be found a popular specialty if brought to the attention of those who would be benefited by its use.

#### Magic Trolley Ladder.

Portland Ladder Co., 28 Plane Street, Newark, N. J., are introducing to the Hardware trade an entirely new Safety Fast-Rolling Store Service Ladder, which presents original features in its construction that make it especially adapted to all kinds of stores, bank vaults, public libraries, manufacturing, offices, etc., in which an application of this unique description would be found useful and beneficial. By the aid of this new appliance, it is possible for any one to reach the highest shelving, or travel the entire length of the store in the most expeditious manner. It enables one person to hand or deliver to several customers more goods in a given space



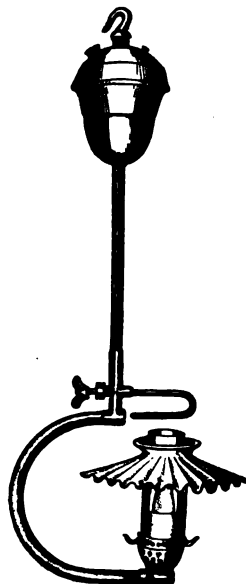
MAGIC TROLLEY LADDER.

of time than can be done without a labor-saving device of this character. Among the special features that may be noted in this store ladder service under review, its form of construction enables it to be used in a smaller space than many other similar devices now being marketed. At the same time the ladder can be used at any desired angle, or in any particular position, as may be desired. The ladders are so arranged as to run on noiseless, ball-bearing, rubber-covered rollers that do not require any corresponding track upon the floor. They are made of extra well-seasoned white ash, with a light wood finish, and are designed to be an extremely ornamental addition to the modern store equipment.

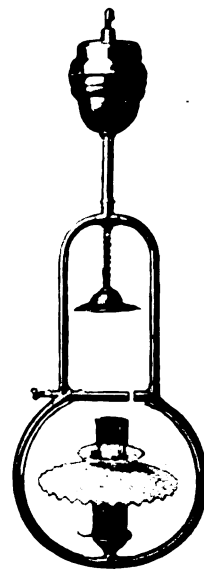
#### Peoria Vapor Lamp.

Peoria Vapor Lamp Co., Peoria, Ill., are the manufacturers of the Peoria Vapor Lamp which has been upon the market for some little time, and has been largely introduced throughout the United States and Canada. It is made entirely of brass, highly finished and lacquered, and sufficiently ornamental in appearance to adorn any church, store or parlor. In fact, it is so constructed that it may be hung up anywhere, and not be out of keeping with its surroundings. It is claimed to produce a pure white light of 100 candle-power at an extremely moderate cost. The manufacturers of this lamp had long experience in the business, and feel that they have succeeded in making a product which, while

simple in methods of construction, is still perfect in all the results that one could expect from an artificial light equal in many respects to electrical effects. It is claimed to be a soft and desirable light for the eyes, and being without the usual odor connected with the use of an ordinary oil lamp, makes it a very desirable acquisition for the purpose in any place where a perfect light can be made a source of enjoyment. The use of gasoline has created the necessity for a



THE PEORIA.



THE GEM.

lamp of this description to be popularized among consumers, as one gallon of gasoline, costing about 12 cents, with one of these lamps under review, is claimed to burn 72 hours, which, compared with city gas, makes a cost of about 5 1-2 cents per thousand feet for a corresponding light. The manufacturers are desirous of obtaining good, live agents throughout the United States, Canada and Mexico, and would be pleased to correspond with those in the trade who desire to add this specialty to the popular lines already handled by them.

#### The "Fama" Tripod.

B. P. Hogan, Erie, Pa., is manufacturing the "Fama" Tripod, which forms the subject of this article. Now that the Hardware trade is adding to their assortment of high-grade goods many articles of the photographic camera department, with its multiplicity of new devices, it is absolutely necessary that they should have their attention called to what is claimed to be the most convenient tripod for all sizes of Hand Cameras and Kodaks. It differs from all others in several important features that will appeal to every amateur photographer who uses a tripod. It is manu-



FIG. 1.

factured and finished in the best approved style, great care being taken in the selection of the spruce lumber of which the sticks are made, and they are neatly finished in orange shellac. The brass work in connection with its construction is highly polished and lacquered, and finely finished. The tripod is extremely compact, as when folded it occupies a

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BOSTON.



space of only 2x17-8x20 inches, including the head, so that the only thing necessary for the operator to carry beside the bundle is the camera screw, which is sufficiently portable to be carried in the camera, if required. It will be noticed by Fig. 1, showing the head and top of the legs, that the head

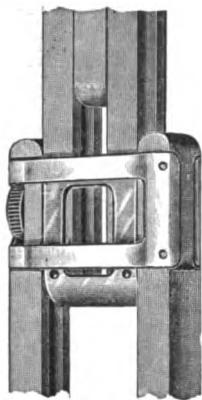


FIG. 2.

is made in three sections, adapted to engage in each other in such a manner that when the camera screw is put in place a complete head is formed, and the tripod can be handled the same as any tripod having a solid head, permitting the respective legs to fold down perfectly flat when disengaged. Among the other devices which claim consideration over the ordinary tripod, is the clamping device shown



FIG. 4.

in Fig. 2 used for the joints of the legs. There are no set screws that might possibly jar out and get lost, or even catch on obstructions and break, neither are there cams to loosen, and this is a feature that will be appreciated by the user. This cut represents the clamping mechanism of the upper joint. The knurled nut works on the screw securely riveted into a brass fitting, and when screwed up works against a brass washer and compresses the sticks, forming the upper section against the middle section. Thus, by reason of the slanting sides of the tongues and grooves, a greater degree of frictional surface is obtained than is

possible with straight, flat sides. In Fig. 3 another feature is noticeable, that this threefold tripod, notwithstanding it is near standard height, can be carried under the top tube of an ordinary Diamond-frame bicycle, which convenience in carrying, it is argued, will be appreciated by the large class

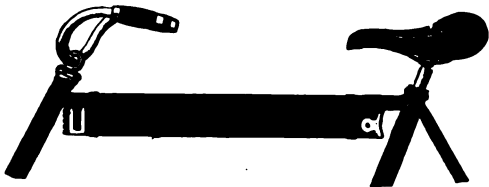


FIG. 3.

of amateurs who use the bicycle, but have avoided using a tripod in connection with it on account of the clumsiness of many previously on the market. The "Fama" tripod is 55 1-4 inches high, when opened, of a standard height of 56 inches, and its general appearance is shown in Fig. 4.

**Horseshoes, Nails and Hatchets.**

In one of those remote and well nigh impenetrable fastnesses with which the Law Courts building abounds was holden yesterday, at half-past two of the afternoon, a ceremony of exceeding solemnity and very grave import. This was no less than the payment by the Corporation of the City of London of the quit-rent service due to the Crown in respect of two tenements, the Forge and the Moors.

It is many years ago now—seven or eight hundred, to be precise—that Henry III. granted to Walter Le Brun, the blacksmith, a piece of land in the Strand with permission to build a forge thereon. Walter, in return, being a poor man and quite unable to provide a troop of horse or anything of that sort, must render annual service of six horseshoes and sixty-one nails for the same.

The Moors were a little place in Shropshire granted by the Crown to another mediaeval gentleman in return for two hatchets annually, of which one was to be good and the other not so good.

In course of time both the Forge and the Moors passed into the hands of the Corporation of the City of London. Both are now hopelessly lost. But the Corporation, in very zeal of honesty, insists that the Crown shall not be the loser for that. Besides, iron is a good deal cheaper than it used to be.

The hatchets, brand new and very fair to see, lay upon the table. Obviously, one was good. The other seemed to be not quite so good; it was, in fact, a mere billhook. In the immediate vicinity lay two of the thinnest faggots that the world produces—these to try the temper of the hatchets. Six pre-historic horseshoes of enormous proportions and a bristling pile of sixty-one nails of the latest patented pattern completed the collection.

The Queen's Remembrancer, Master George Pollock, explained the importance of the ceremony, for the benefit (as he said) of the ladies present. The clerk read from an ancient book.

Then "Perform your service!" thundered the Remembrancer.

Up rose the City Solicitor, and raising aloft his good hatchet smote upon a faggot, and severed it at one blow, and the piece flew about all over the room. The billhook (being not so good) naturally required two or three blows.

"Properly done," said the Remembrancer.

The Solicitor clanked the elephantine shoes and counted the nails in tens, and one over; the while every eye was riveted there, and every face was set and stern.

"A good number," said the Remembrancer.

Then he got down and explained what big horses they had in those days, and how valuable these nails had now become. —*The London Mail.*

## REVIEW OF THE MARKETS.

**Wire Nails:** There is nothing apprehensive about the conditions of the wire nail market. The trade is moderate, and the demand steady. The supply is held well in hand with every encouragement for a satisfactory volume of trade in the immediate future. Prices remain the same as previously quoted, and are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots	\$2.20
" less than carload lots	2.25
To retailers in carload lots	2.30
" less than carload lots	2.40

New York prices continue without change:

To retailers, carload lots on dock	\$2.48
" less than carload lots on dock	2.55
Small lots from store	\$2.60 to 2.65

**Cut Nails:** As good a demand exists for this staple line as is usual at this early part of the season, few orders being entered for more than a month's supply, no immediate change being anticipated, quotations remain as follows, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	\$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York quotations remain as previously reported:

To jobbers in carload lots on dock	\$2.13
" less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	\$2.30 to 2.35

**Barb Wire:** While ordinary orders for future delivery are going forward in fair supply, large stock orders are anticipated for a later date when the Spring roads are more favorable for transportation purposes. The market is held firmly at the prevailing quotations, which are as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	\$2.50
" Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
" Galvanized	2.85
To retailers in carload lots, Painted	2.60
" Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** There is a limited demand for plain wire with prospects for an increase of orders at an early date, no change in quotations, which remain as follows, f. o. b. Pittsburgh, terms 60 days, or 1 per cent. discount for cash in 10 days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots	\$2.15	\$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS).			
Nos.	Base	Galvanized.	
6 to 9	Base	\$0.40 extra	
10	\$0.05 advance over base	.40	"
11	.10	.40	"
12 and 12½	.15	.40	"
13	.25	.40	"
14	.35	.40	"
15	.45	.75	"
16	.65	.75	"
17	.75	1.00	"
18	.85	1.00	"

**Hobart B. Ives Co.,** New Haven, Conn. The following are the present quotations on the goods manufactured by this company, as shown in Catalogue No. 10:

	Discount Per cent.
Window ventilating and mortise door bolts	60
Sash locks, wrought steel, also with bronze metal knob	60
Sash locks, wrought bronze and brass metal 55 and 5	60
Sash locks, cast iron, also with bronze metal knob	65
Sash locks, cast bronze and brass metal	62½
Window stop adjusters	25 and 40
Sash lifts, wrought metal	5
Sash lifts cast and shutter bars	45

Terms, 60 days net, less 2 per cent. for cash in 10 days.

**Lanc Bros. Co.,** Poughkeepsie, N. Y. The following are the present quotations on goods named, manufactured by the above company:

Lane's Barn Door Hangers:	
Standard	60 and 10%
Covered	50 and 10 and 10 and 5%
Special	60 and 10%
Lane's Parlor Door Hangers:	
Ball Bearing	per set, net \$4.00
Standard	3.25
New Model	2.75
New Champion	2.40
Lane's Rail:	
O. N. T., 1 in.	Per 100 ft. \$2.65
O. N. T., 1½ in.	3.50
Standard, 1½ in.	3.75
Lane's Wagon Jacks:	
Steel	33 1-3 and 5%

**Cordage:** The market is well sustained, Sisal being exceedingly firm and liable to advance at any moment. The following quotations represent the market:

	Pounds.	Cents.
Manila, 7-16 inch and larger	9%	
¾ inch	10½	
½ inch and 5-16	10½	
Sisal, 7-16 inch and larger	6%	
¾ inch	7½	
½ inch and 5-16 inch	7%	
Lath Yarn, Medium and Coarse	6%	
Jute Rope No. 1	6½	
No. 2	5½	

**Linseed Oil:** The Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels	57 cents per gallon.
In lots of 5 barrels or more	56 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil, 85 cents per gallon.

### THE BOSTON TRADE.

The first month of the new century opened with encouraging conditions, and the rush so noticeable in December seems to have received an extension of time, and, on the first trips of the travelling salesmen orders came easily, showing that stocks in the retailers' hands were in a broken condition.

At the present writing, however, there seems to be a lull and the usual midwinter dullness is evidently with us.

The jobbers having finished their annual inventory are guessing at the outcome and wondering what the many depressions in values will have upon the profit and loss sheet.

Owing to the weakness in values of certain lines the trade have lost interest in any advances which were anticipated early in the month, and there seems to be an unwillingness to place orders for certain Spring goods for fear of further declines.

The prices on Hexagonal Netting and Wire Cloth are in a very much demoralized condition, and it is to be regretted that after having sold 80 per cent. of the output on these goods the prices could not have been better maintained.

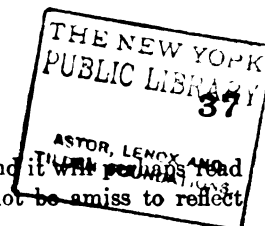
FRYE, PHIPPS & Co.

### THE PHILADELPHIA TRADE.

It is pleasant to report the year's business is starting off in very satisfactory volume—stocks are evidently low throughout the country, and the demand upon the dealers seems more than fair.

Owing to the comparatively mild weather prevailing so far, we hear some little complaint that Winter goods are moving slowly, but this does not seem to have any effect in retarding the sale of Spring goods, such as wire cloth, poultry netting, screen doors and windows, etc., all of which are in active demand.

The changes in prices have been comparatively few, and there is an open tendency on the part of some manufacturers to stiffen prices, claiming material is costing them more



money, and it is impossible for them to maintain the low prices now existing on some special lines.

On the whole, the outlook is encouraging, and a fair and possibly a large trade may be expected in the coming Spring.

BIDDLE HARDWARE CO.

#### THE PITTSBURGH TRADE.

January trade opens well, orders both by mail and through travelers are frequent and for good quantities showing a good consuming demand. We find a very hopeful and confident spirit for this year's business among all classes and can see no reason why there should be any backset for at least the first half of the year.

The coming competition among the giant manufacturers will, of course, bring low prices when it gets here, but for the present steel manufacturers are getting their prices easily and do not worry over the future. This applies to the heavier class of manufacture, such as structural steel, steel bars, etc.

In general Hardware we find very low prices prevailing in some items; some are down to the lowest prices reached in 1898, while others are nearing that point. With the higher rate of wages and material used, some of these items must be very close to cost of production and are a good buy for the merchant. In the whole line, however, prices are steady and a general expectation of good business for this year.

LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

Now that Carnegie is to build at Conneaut, Ohio, we have a concrete illustrated cure for combinations and trusts that will cure the childish, frantic fear of yellow journalism. If we can now give some attention to the question of municipal corruption and find a cure for that, it will be well. This will be found in common sense, broad enough to banish politics from municipal elections.

Corporations that serve the public manage our municipal governments by dividing the people on partisan lines, and will do so until the people use common sense in choosing the local officers. Until they do this we shall have corruption and bear the disgrace and scoff of other nations. It is the crying evil of republican government that unless a cure is found its failure is predicted. Apart from this, the skies are everywhere bright.

January trade excels all past years, and the promise is in keeping with the wish. The increase in wealth is more widely distributed than ever before among any people, and is creating many wants that the people are in condition to satisfy, increasing the demand for goods out of all proportions to the increase in population.

All indications point to a fair Spring trade, but not to a boom. Conservatism seems to be gathering force, and it is likely to increase before the summer months pass. The intense strain will react and high prices will yield. There is always danger in reaction of overdoing things, and it is wise by anticipation to avoid them. Caution among the captains of industry is suggested by the prevailing condition of trade in England and Germany. The era of high prices will be only temporary, and prudence demands that we expect this.

Trade will be large, but to be permanent it must be at lower prices, and it will be better to accept this gracefully than to attempt to forestall it, as that will only increase the injury when it comes.

The tendency to flock together in times of high prices and to believe present conditions will be permanent is chronic, but it does not work in practice. It is scarcely probable that any nation can continue to increase in wealth at so rapid a rate as we have in the last decade. If we do, we shall be a gold-plated people.

We are told that the increase in wealth in the last century in this country exceeds all the accumulation from Columbus' discovery of America to 1800. When we are all talking of

big things, this may seem pessimistic and it will perhaps read better six months hence, but it may not be amiss to reflect upon as a possibility.

THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE SAGINAW TRADE.

As 1900 draws to a close, and we pause to retrospect a moment, we are impressed by several interesting things. Notwithstanding a decided shrinkage in values, an increase in volume of business has been enjoyed, which means a much larger increase in tonnage. Although on many lines manufacturers have been slow in making deliveries, they have not taken advantage of the situation and pushed up prices, as in the previous year. Trade for the first half of January has exceeded that for the same period any previous year. It would look as though an exceptionally heavy Spring business could be expected, and a steady market at least.

MORLEY BROTHERS.

#### THE CHICAGO TRADE.

The general situation with respect to the Hardware trade of Chicago has not changed to any extent in the past two weeks, excepting that our salesmen's orders for Spring goods are attaining a larger size, and customers as a whole seem to be better satisfied to make preparation for future business on a larger scale. As a rule goods seem to be finely held by manufacturers and customers feel that if any changes are to be made, that such changes will be for the betterment of prices, as we get nearer the Spring trade.

One quite encouraging feature of business just at the present time, is the fact that during the past ten days we have secured quite a number of new stock orders, with several others in sight.

WELLS & NELLEGAR CO.

#### THE DAVENPORT TRADE.

The high prices that have prevailed in some lines of Hardware are gradually losing their grip, and are slowly but surely drooping and dropping. Were stocks in the hand of dealers as large as they were a year ago, oh! what a toboggan slide there would be about these days, but stocks are exceedingly light, and therefore there is no decided slump looked for.

Trade for the first month of the new year compares favorably with that of a year ago, and collections are satisfactory.

SICKELS, PRESTON & NUTTING CO.

#### THE SAN FRANCISCO TRADE.

The fine opening business of the New Year, as noted in January 10th issue of *Hardware*, remains unchanged, and dealers without exception are finding a good lot of Spring trade, and as to the jobbers, scarcity of freight room on outgoing ocean steamers tells the story of the heavy export trade being done by the port. Crops are looking well all over the State, the remarkably even distribution of the rains thus far this season having compensated for the deficiency in the rainfall.

As indicated in this correspondence two weeks ago the San Francisco and Oakland Hardware Dealers' Association has held a meeting and decided without dissent that the suggestion from the Pacific Retail Hardware Association for the two societies to link together in oneness of interest for the common good of all, met with a hearty ratifying demonstration, so much so indeed that the following five members of the local association were appointed a committee with power to act, to attend the third annual convention of the Pacific Retail Hardware Association now in session at Woodlawn, eighty-six miles northeast from San Francisco, and aid in formulating any desired affiliation or State association ties: O. F. Sites, President of the local society; S. V. Armstrong, Chas. A. Bennett, Max M. Brown and John P. Maxwell.

The third annual convention of the Pacific Retail Hardware Dealers' Association was called to order in Masonic Hall, Woodland, by President J. C. White, of Marysville, at 9:30 o'clock, January 16, to continue two days. There were



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*Supplied to 24 Foreign Governments.*

**FAMOUS FOR TEMPER  
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about eighty members of the Association in attendance; also a number of wholesale Hardware dealers, and a delegation from the San Francisco and Oakland Association.

At the executive session the first day, the important business was the election of officers for this year, as follows: J. C. White, Marysville, President; Oscar C. Schulze, Dixon, Vice-President; William Earll, Chico, Treasurer; R. W. Boyd, Marysville, Secretary. The President, Vice-President, and George A. Legg, Nevada City, constitute the Executive Committee.

The second day's session was in reality a conference with several representatives of the wholesale Hardware dealers of the State for the purpose of adjusting several matters of controversy between them, says an Associated Press dispatch, the meeting being conducted in executive session.

It is understood, however, continues the Press dispatch, that the retail association demanded certain concessions in the matter of extended time for payments and costs of car-load consignments of goods. By reason of having been organized in their several branches, the wholesalers have been in a position to arbitrarily fix prices, and because of that fact principally the retailers effected an organization. And it was furthermore understood that all of the retailers' demands were conceded and as a result of the conference an agreement was reached that hereafter all matters of controversy shall be adjusted by the Executive Committees of the wholesale and retail associations.

A joyous banquet, tendered by the local members of the Association, closed the session of the convention, the fourth annual to be held at Nevada City, commencing the third Wednesday in January, 1902.

TRADES PRESS ASSOCIATION.

## THE ST. PAUL TRADE.

We enter the twentieth century with the greatest hopes for the future. All unpleasant happenings have been laid away with the old year and old century, and new ideas must prevail. It seems as though such divisions as new centuries make, have the effect of putting new life into everybody; and, with a condition of stability such as exists, we fully believe that a good foundation for all kinds of business is laid, and we expect to see prosperous times for some years.

The market values are not higher than a good lot of business calls for, and we hope that the experiences of 1899 and 1900 have taught the lesson of moderation so that we will not have any extreme ups or downs in prices.

Our own section had a short crop last year and the result is that we expect rather limited sales for the Spring, but we have faith and believe that next Summer will see us on our feet in splendid condition. C. W. HACKETT HARDWARE CO.

## THE GRAPHITE INDUSTRY.

It is too early in the year to give any definite idea of the actual results of the year's business, as inventory taking is a

slow and laborious matter for a large manufacturing concern, but in a general way the results are eminently satisfactory. Everything that has been produced in graphite has been more in demand with a number of new ideas started experimentally. In electrical work there seems to be a special field for graphite, and we are ready to encourage inventors by manufacturing exclusive shapes and designs to order. Indications go to prove our repeated assertions—that graphite occupies one of the important places in the industries of the world and necessities of mankind. The year opens with liberal orders throughout the entire line of the standard products, and we see no reason why general business should not put 1901 on the record-breaking list. We are more perfectly equipped for filling orders, by the addition of a large new plant, which has taken nearly a year to complete. Our chief cause for any delays now arises from inability to procure supplies with any degree of promptness. The head of our purchasing department is one of our busiest men. The high price of linseed oil has made it necessary for us to issue a new price list on Graphite Paint to cover the increased cost of manufacture. Otherwise the prices of graphite products remain as before.

JOSEPH DIXON CRUCIBLE CO.

## A Boston View of the Local Check Problem.

This subject of collection charges is not only a hackneyed one at the present time, but is a very disagreeable one as between the banks and their customers, and they are both to blame for it; the customer first and the bank next, and I think I can make it clear to you that this statement is true.

Those of you who were in business long ago remember the old methods, one of which was that the merchants paid in full, and to that end when they paid their bills for merchandise bought in Boston or New York they went to their bank in their own place, bought a check for the full amount and so settled the debt. Now it is different. Every man in the country draws his check on his own little bank where he is located, and sends it to the city merchant to pay his bill. This state of affairs grew out of the competition for business between the merchants themselves, and they paid the city banks in the old times for the cost of collecting the checks, charging it as an expense of doing their business. So they were the first offenders.

Next came the competition between the banks which finally resulted in transferring the charge for collection upon themselves, so that up to a short time ago the city banks were paying the expenses of the country merchants all over the United States. This was iniquitous, and the Boston banks have moved forward in their attempt to effect a remedy, and have brought the country customer and the country bank face to face to settle their differences, without annoying the city merchant. It is a clear case of evolution.

In old times the country customer went to his own bank

and bought a check on Boston or New York, and, if he ought to pay for it, did so. If his account was valuable enough for his bank to do it for nothing, it was done. Next he sent his own check and the city merchant paid the cost. Next the city bank took it off the merchant's shoulders, and now the city bank has thrown it where it belongs, upon the shoulders of the country bank, which should make every customer's check good who is worth having, and get rid of, or charge, the others who are not.

It is another application of the old Suffolk Bank system of redemption when every New England bank bill stood on an equality, being absolutely good everywhere. This New England system of redemption of checks is an application of the Suffolk Bank system of redemption of bills, and can be as easily applied all over the country as it is here, by means of different groupings, and only needs to be tried to succeed, and here is where the merchant becomes a factor in the case. If every merchant in the country were to demand of his bank that his checks be paid in full, with the condition of transferring his account to another bank if they were not, the problem would be solved in a day. We have a bank currency which is good for its face in every part of the country, even though it is issued by an institution in Maine or Texas, or Washington or Florida, because it has a place of redemption at par. If all the merchants see fit to demand of their banks the redemption of their checks in full, whether presented at their counter, by mail, or by hand, the demand will be acceded to, and we shall have a currency of mercantile checks which will also be good at any point in the country. For a long time past the great cities in the country have been paying the whole country expenses, and it is not right. The merchants of the country have the power in their own hands to rectify the evil.

What will you do about it, gentlemen? CHAS. R. BATT.

### American Commerce of the 20th Century.

From an address delivered by Col. J. R. Nutting, of Sickels, Preston & Nutting Co., at the first annual banquet of the "Local Knights of the Grip," at Davenport, Iowa, January 5th, 1901:

"Post D, Travelers' Protective Association of America—Ladies and Gentlemen:

"When Mr. Zeuch of your committee honored me with an invitation to say a few words to you on the occasion of your first annual banquet, he said I would not be expected to talk on a subject relating to the past or present of which I might possibly know something, but rather of the future, of which no one could speak with positive accuracy. Hence, if there should be any doubt about the truthfulness of any statement I may make as to 'American Commerce of the Twentieth Century,' you will please hold Mr. Zeuch responsible for the same.

"A few days ago, in a church in Richmond, Va., I stood in the pew occupied by Patrick Henry, where, on March 23, 1775, he delivered his famous speech on the Declaration of American Independence. In that address he said: 'I have but one lamp by which my feet are guided, and that is the lamp of experience. I know of no way of judging of the future but by the past.'

"Adopting the sentiment of this most eloquent and patriotic orator, I find to-night no other means of judging of the future than by the past.

#### LESSONS OF THE PAST.

"The present century is but five days old, and hence affords very little experience to contribute to our prophetic knowledge of the future, and therefore we must draw on the old 19th century, so rich in history and in sacred memories, for guidance in speculating on the development of the source of all the material comforts of this earth—its commerce.

"As a basis for our faith in the future rapid growth of commerce in this, our much beloved country, we take the



figures of the Secretary of the Treasury, Mr. Gage, in his report of the fiscal year ending June 30, 1900, in which he shows that, from the very small amount of business transacted at the commencement of the 19th century, our total exports have increased until in the year 1900 they were one billion three hundred and ninety-four million dollars, of which amount there was four hundred and thirty-three million eight hundred and fifty-one thousand dollars' worth of merchandise manufactured by us. Our imports for the same period were eight hundred and forty-nine million one hundred and forty-one thousand dollars, or a balance of trade in our favor in one year of five hundred and forty-four million five hundred and forty-one thousand. From these figures it is not difficult to imagine what the magnitude of American commerce may be before the close of the 20th century.

#### WATERPOWER AND WATERWAYS.

"During the first quarter of this century a canal will be constructed from LeClaire to East Davenport for the accommodation of boats, and will furnish waterpower for manufacturing purposes that will make Davenport the Lowell of the Middle West.

"The Illinois and Mississippi, familiarly known as the Hennepin canal, will be completed, giving Davenport water communication via the great lakes, Erie canal and St. Lawrence river, with the sea at New York and Quebec.

"A canal will be constructed from Lake Michigan to Lake Erie, and also from Lake Erie to the Ohio river at Pittsburgh, which will give us a short water route to the great iron manufacturing centres of the United States.

"There will be a water route established between Duluth, on Lake Superior, and St. Paul, on the Mississippi river.

"The Chicago Drainage canal will be merged into and become a part of a ship canal via the Illinois and Mississippi rivers from Lake Michigan to the Gulf of Mexico.

"The Nicaragua canal will connect the waters of the Pacific and Atlantic oceans.

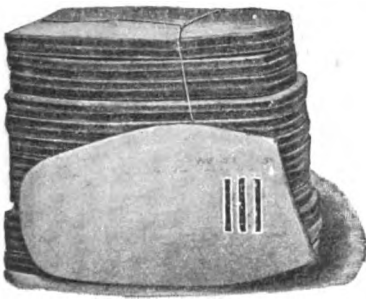
"A ferry will be established between San Francisco and our new possessions in the Pacific—the Sandwich Islands and the Philippines. San Francisco and either Galveston or Port Arthur will become as important cities to the West and South as New York is now to the East.

"The railway cars and coaches will be built of aluminum, their form will be cigar-shaped.

#### RAILWAYS REVOLUTIONIZED.

"The lumbering old heavy weight coaches and cars running up and down steep grades on heavy rails and solid road beds, around sharp curves, frequently reversed, will be replaced with light, airy carriages, hanging from overhead tracks, with very light grades, and no short curves. These trains will be moved by electricity instead of steam, and with greater frequency, furnishing much better service than at present.

"Short haul local freight will be carried on trolley cars,



**THREE-BAR LEATHER**  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

**Baxter Schenkelberger & Co,**

350 Congress street, Boston

making connections with every town, hamlet and city, will receive and deposit freight at warehouses and store doors. These changes will also infuse new life into small enterprises, encourage the large mass or middle class of people to greater individual efforts, restore the small operator in whatever line he may have chosen, to a place among commercial men, and enable him to again successfully cope with his wealthy competitors.

"To the traveling men of this country, so well represented in your association, too much credit cannot be given for the development and rapid increase of the immense commerce we now enjoy. Many of the gigantic corporations which have temporarily undertaken to dispense with your services, will realize their mistake, for the very life of commerce is and must forever be entrusted to the diligent personal efforts of your fraternity.

**IMPROVED CONSULAR SERVICE.**

"The consular service of the United States will be much improved when our consuls to foreign lands are selected, as they must be sooner or later, from your ranks. When this is accomplished American commerce will extend to every country on this globe. The products of our farms, mines and manufactories will be carried over every sea in ships built in our ship yards, owned and officered by American seamen. From every port where our vessels touch, there will be

railroads, constructed by our capital, enterprise and energy, and our locomotives, manned by American engineers, will transport these enormous commercial railway trains over steel rails and steel bridges, manufactured by us, into every nook and corner of our own and every foreign land.

"Gentlemen of the Travelers' Protective Association. It matters little whether my imagery becomes true or not, there will be great changes and important improvements in the methods used in commerce in the present century which is now begun. See to it that the superior intelligence you have gained by long experience and much travel is well directed. See to it that as representatives of commerce the occupation you have chosen for yourselves, shall continue to place you high among the very best workers for good, so that in parting hence, you will leave behind, well defined footprints on the sands of time."

**It is so Easy to do it in the Department Store.**

"Where are your razor straps?" asked the customer.

"Razor strops?" said the floorwalker, stroking his side whiskers. "Fifth aisle to the right."

The customer hunted up the notion department.

"Razor strops?" he asked.

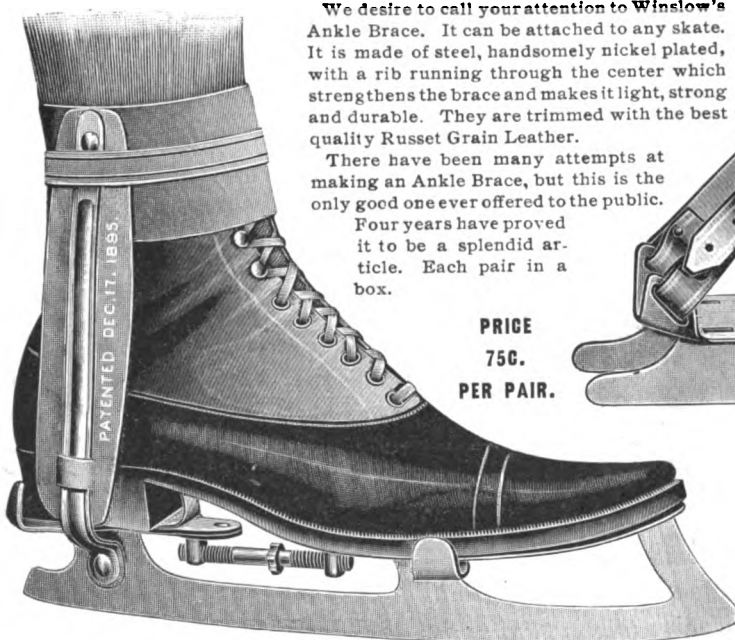
"Razor straps?" the girl behind the counter said. "I think they must be in the notion department."

## WINSLOW'S ANKLE BRACE 1900.

Patented December 17, 1895.

**The only perfect Ankle Support made.**

**Can be attached to any skate.**



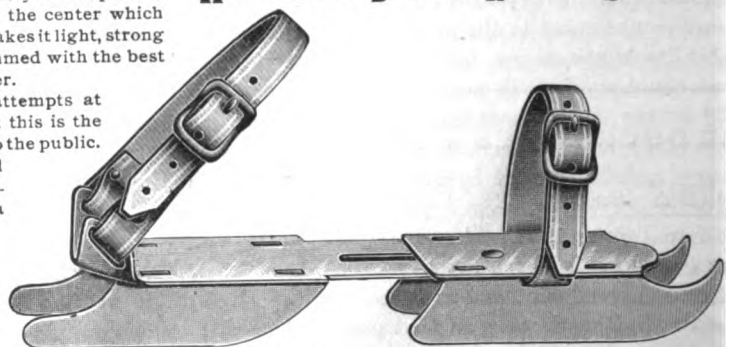
We desire to call your attention to Winslow's Ankle Brace. It can be attached to any skate. It is made of steel, handsomely nickel plated, with a rib running through the center which strengthens the brace and makes it light, strong and durable. They are trimmed with the best quality Russet Grain Leather.

There have been many attempts at making an Ankle Brace, but this is the only good one ever offered to the public.

Four years have proved it to be a splendid article. Each pair in a box.

PRICE  
75c.  
PER PAIR.

### Winslow's Double Runner Skate.



This skate is especially adapted for children learning to skate, is strapped and ready for use. The runners are so wide apart that a child can stand on them with perfect ease. They are adjustable and can be made from a 6 inch to a 9 inch skate by simply adjusting the thumb screw.

PRICE, 50 cts. PER PAIR.

THE ABOVE SPECIALTIES ARE MANUFACTURED BY

**The Samuel Winslow Skate Manufacturing Company, Worcester, Mass.**

SEND FOR COMPLETE CATALOGUE.

**ALSO MAKERS OF ALL KINDS OF ICE AND ROLLER SKATES.**



# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

"Where is the notion department?"

"Next section. Three aisles back."

The customer hunted up the notion department.

"Razor straps—straps?" he said.

"You'll find them among the household goods in the basement," responded the girl in charge of the hairpin sub-department.

He went to the basement.

"Where are your razor str-raps?" he inquired of the first salesman he met.

"Last counter on the right."

He went to the last counter on the right.

"I'd like to see some of your razor straps."

"I think you'll find those in the notion department on the first floor."

"Been there. They sent me down there."

"Nearest we can come to it is dog collars. Suppose you try the razor department."

"Where is that?"

"First floor."

The customer hadn't thought of the razor department. He went back to the floor above, and appeared a few moments later at a counter presided over by a girl with large bangs and a lisp.

"Got any razor straps?" he demanded.

He was becoming reckless now.

"Ratthor thtrapth? No, thir. You'll find thothe in the leather goodth department on the thickth floor."

He took passage in the elevator for the sixth floor.

"Where's your blamed razor straps?" he inquired of the sixth floor walker.

"Eight aisles over. Leather goods department."

The weary pilgrim traversed the eight aisles.

"I want to see your razor straps," he said, with some fierceness.

"We don't keep 'em," replied the man behind the counter.—*Chicago Tribune*.

### Agencies Wanted.

"PAN AMERICAN" EXHIBITORS at Buffalo. I wish to contract to place, care for and advertise your exhibit. I am a practical mechanic and had Paris, Philadelphia and Chicago experience Reference given. Address "PAN," care of HARDWARE 275 Broadway New York. 173

### For Sale.

AN UNUSUAL OPPORTUNITY.—Wholesale, retail stock of Hardware, good will business, located enterprising city, New York State. \$12,000 to \$14,000 consisting Builders' Hardware, Paints, Oils, Glass, Stoves, Ranges, Furnaces. Will be sold at bargain if bought immediately to close out partnership. Address G. M. S., care HARDWARE, 275 Broadway, New York. 172

We have on our desk the Twenty-second Annual number of *The Tradesman*, Chattanooga, Tenn. The Annual edition of this great Southern trade publication is always looked forward to as a reference book on the South—its material resources, manufacturing and business interests. *The Tradesman*, in its Twenty-second Annual has surpassed all previous efforts and presents, in this very complete number information of the highest value regarding the section it so ably represents. A special feature of this number is about fifty handsome half-tone illustrations of important points in the South. A glance at the table of contents shows articles on a large number of subjects of supreme importance to the South.

"Is he a friend of yours?"

"No, sir. I told my wife I had been with him the other night, when she waited up for me. The next day she happened to meet him, and, of course, referred to what I had said. The blamed fool didn't have presence of mind enough to go on and pretend that he knew what she was talking about."—*Chicago Times-Herald*.

### THE DUCHARMES & CO.

Manufacturers of

Electricians' Insulated Screw Drivers,

Also a line of Common Screw Drivers.

SHELBURNE FALLS, MASS.

### BALL-BEARING CASTERS.

Samples and Catalog free.

Standard Caster & Wheel Co.

314-323 E 23d St., New York.



### BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]; We have been with HARDWARE as advertisers from the beginning and expect to continue.



### Laffin & Rand Powder Company

MAKES

All Kinds of Powders

FOR

All Kinds of Guns.

Enclose Six Cents for 1901 Calendar.

CORRESPONDENCE INVITED.

Laffin & Rand Powder Co.,

99 Cedar Street,

NEW YORK CITY.

# SEED SOWER.

FOR more than thirty years the **CAHOON SEED SOWER** has been upon the market, remodelled and improved from time to time as experience has shown such to be desirable, and to day it stands at the head, incomparable and unrivalled, acknowledged to be the only perfect seed sower of its kind. In every State and Territory in the Union, in every country on the globe where seed is sown, it is safe to say the **CAHOON** is known and used. It has never failed to give perfect satisfaction, and once used becomes the most valued implement on the farm.

Sows wheat, oats, barley, rye, buckwheat, rice, hemp, and all other grains and grass seed, five times faster than by hand, does its work perfectly, with one-third less seed than by any other method. Four to eight acres can be easily covered per hour. Sows wheat over a tract forty feet wide, other seeds in proportion to weight. Machine is simple, strong, durable, efficient, and when used according to directions, and with proper care, is guaranteed to perform its work with perfect satisfaction.

Take no substitute. Insist on having the genuine **CAHOON**. Wherever exhibited the **CAHOON** has always taken highest honors, and in two years took first premium at twenty-one State Fairs. This machine has just been awarded **SILVER MEDAL AND DIPLOMA** at the National Export Exposition—the highest prize awarded any exhibit.

Manufactured only by . . .

**Goodell Company, Antrim, N. H., U. S. A.**



## A Great Labor Saver.

Will pay for itself in a single day. Where **Steel Giant Grubbers** are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

**New Century Manufacturing Co.,**  
48 East 8th Street, New York.

## REFRIGERATOR



New Construction.  
New Features.

...GLASS LINED.

MANUFACTURED BY

**Cooper & McKee,**

Catalogue on  
Application.

113 to 121 Gwinnett St.  
Brooklyn, N. Y.

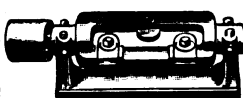
The Only First Hand Source of

**GENUINE  
MARTY  
TRAPS**



is with  
**BURDITT & WILLIAMS,**  
Sole Importers. BOSTON, MASS.

**O. & F. WIRE STRAIGHTENER.**



Straightens wire  
from No. 3 to No. 20.  
It is 14 inches long,  
4 1/2 high and 5 wide.  
Weight 25 pounds.

Send for Circular.

**Chandler & Farquhar,** 131 Congress St.,  
BOSTON, U. S. A.

## DO YOU SELL OR USE VAPOR LAMPS?

Nearly everybody does, the rest are going to. You will need a

### "SEARCH-LIGHT" SPRING EXTENSION.

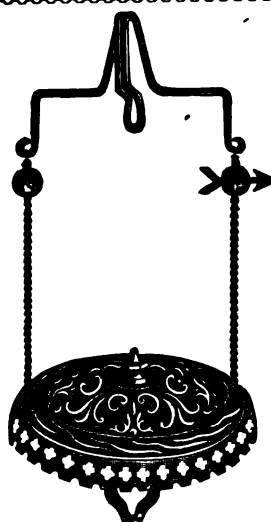
Saves its cost in mantles in a short time. It is the only extension which locks without jar. Your jobber will get them for you, or we will ship direct.

### WE MAKE "SEARCH-LIGHT" LAMPS, TOO!

Sample Lamp sent on approval to the trade. Agents wanted.

**"SEARCH-LIGHT" MFG. CO.,**

358 Dearborn Street, Chicago, Ill.

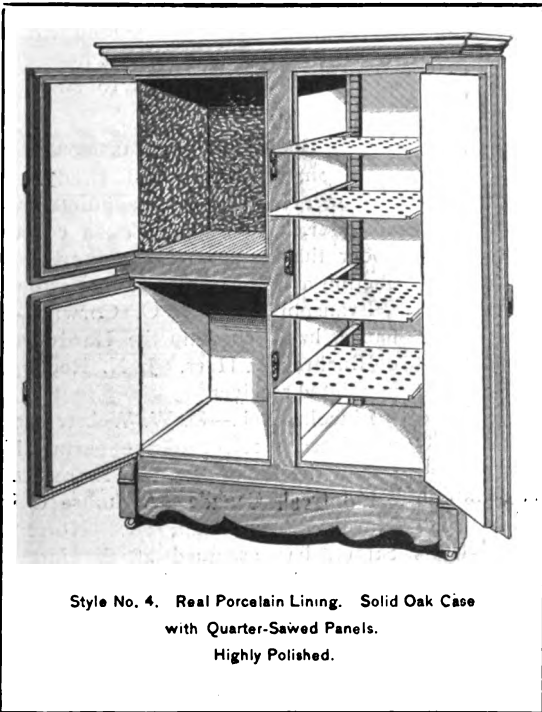


# Don't Buy **R**EFRIGERATORS

UNTIL YOU HAVE SEEN THE NEW STYLES OF THE

## LEONARD CLEANABLE

FOR 1901.



Style No. 4. Real Porcelain Lining. Solid Oak Case with Quarter-Sawn Panels. Highly Polished.

WE have many new things to show you, such as our **Sliding Shelf**, which can be adjusted to any height without the aid of tools; the close adjustment allows us to put in an extra shelf. Another novelty is our **real Porcelain linings**. Not white enamel, but the vitrified Porcelain on sheet steel, same as blue and white kitchen ware. Another improvement is our **Nickel-Plated Zinc Linings**. The cost is only a trifle more than zinc, and as it never corrodes it reflects the cold, and makes an ideal lining. It is no wonder that the public prefers the **Leonard Cleanable** to all others when you consider the many advantages we offer, such as mineral wool filling, airtight locks, all metal ice racks, self-cleansing traps, removable flues, superior workmanship, liberal magazine advertising, etc., etc. Send for complete Catalogue.

We Have Wholesale Depots in All the Principal Cities, Where Our Goods May be Obtained Just as Cheaply and More Quickly Than From the Factory. Please Order

From Your Nearest Agent. Viz.:

GEORGE M. SHIRK,  
54 Warren St., New York City.  
C. A. WELCH,  
150 Michigan Ave., Chicago.  
THE BIDDLE HARDWARE CO.,  
Philadelphia, Pa.  
THE BINDLEY HARDWARE CO.,  
Pittsburg, Pa.  
THE BOSTWICK-BRAUN CO.,  
Toledo, Ohio.  
THE LAYMAN & CAREY CO.,  
Indianapolis, Ind.  
THE F. G. CURRY WOODENWARE CO.,  
Cincinnati, Ohio.

W. B. BELKNAP & CO.,  
Louisville, Ky.  
THE GRAY & DUDLEY HARDWARE CO.,  
Nashville, Tennessee.  
KINNEY & LEVAN,  
Cleveland, Ohio.  
EXCELSIOR STOVE & MFG. CO.,  
Quincy, Ill.  
THE MCCLARY MFG. CO.,  
London, Ontario, for the entire Dominion of  
Canada.  
THE WM. FRANKFURTH HDW. CO.,  
Milwaukee, Wis.  
J. D. SEEBERGER,  
Des Moines, Iowa.

H. LEONARD & SONS,  
Grand Rapids, Mich.  
THE E. B. TAYLOR CO.,  
Richmond, Va.  
THE GEO. TRITCH HARDWARE CO.,  
Denver, Colo.  
FONES BROS. HARDWARE CO.,  
Little Rock, Arkansas.  
THE LEE HARDWARE CO.,  
Shreveport, La.  
THE F. TIEMANN STOVE & HDW. CO.,  
St. Louis, Mo.  
THE HENRY N. CLARK CO.,  
Boston, Mass.

# GRAND RAPIDS REFRIGERATOR CO.,

GRAND RAPIDS, MICH.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Carthage, Mo.—The Keim & McMillan Hardware Co. has been incorporated. Capital stock, \$30,000. Incorporators: H. M. Keim, J. M. McMillan, Ada Keim and others.

Charlotte, N. C.—Finger & Pickens.

Cincinnati, O.—The Rendigs-Magill Hardware Co., capitalized at \$5,000, has been incorporated by Wm. Rendigs, W. P. Rendigs, Frank C. Magill, H. J. Power and R. C. McConaughy.

De Witt, Ark.—H. B. Dudley.

East Palestine, O.—A. R. Campbell contemplates opening a Hardware store in Sebring in the Spring.

Elgin, Tex.—The Elgin Hardware Co. has been incorporated with a capital stock of \$10,000. Incorporators: G. W. Preuitt, I. A. Preuitt and A. H. Davis.

Fort Dodge, Ia.—Articles of incorporation will be filed by the Ryan Implement & Hardware Co., which has just been organized with a paid up capital of \$20,000.

Granger, Tex.—The Granger Hardware & Lumber Co. has been organized here and will be capitalized at once for a large amount. The principal promoters of the scheme are J. W. Garrett, A. T. McCurdy and J. E. Holland.

Hico, Tex.—J. Newsom.

Laurel, Miss.—The Frank Gardner Supply Co. has been incorporated. Capital stock, \$30,000.

Le Roy, Minn.—The Le Roy Hardware Co. has been organized with \$10,000 capital.

Lexington, Ky.—Smith, Watkins & Co. has been incorporated with a capital stock of \$30,000 to engage in the wholesale Hardware business; Roger H. Smith, J. L. Watkins and H. F. Gee, incorporators.

Murfreesboro, Tenn.—J. S. Blumenthal & Co.

Paris, Tex.—Holley-Brooks Hardware Co. has been incorporated with a capital stock of \$50,000. Incorporators: J. B. Holley and B. H. Brooks.

Reading, Pa.—Howard W. Dippery, Tenth and Douglass Streets.

San Saba, Tex.—T. M. Gray.

Sylvan Beach, N. Y.—H. A. Spencer.

Tiptonville, Tenn.—The Secretary of State has granted a charter to the Tiptonville Hardware & Furniture Co. with \$12,000 capital stock.

Troy, N. Y.—Attorney Warren McConchie has filed with the Secretary of State a certificate of incorporation of the Sweet-Packard Co., of this city, to do a general Hardware business. The capital stock is \$20,000. The company will begin business with a cash capital of \$15,000. The stockholders and directors are Halbert D. Sweet, Harry S. Packard and Louis H. Baker, each having fifty shares.

Whitehall, N. Y.—The Wood Hardware Co. has been incorporated with the Secretary of State with a capital of \$10,000. The directors are William J. Wood, Chas. P. Wood and Willis G. C. Wood, of Whitehall, and Isaac A. Wood, of Fair Haven, Vt.

Wilson, N. C.—The George D. Green Hardware Co. has been granted letters patent by the Secretary of State. The incorporators are George D. Green, Samuel Hodges and Lattimer Williams. The capital stock is \$15,000, with the privilege of increasing it to \$30,000. The company will conduct a general Hardware and machinery business.

Woodbury, Tenn.—A. N. Brown.

Youngstown, O.—M. L. Otterman.

### Changes and Improvements.

Alden, Minn.—Clark & McConnell, Hardware merchants at this place, have sold their stock of goods to an Iowa party.

Alvin, Tex.—T. W. Carlton, who bought the Anderson & Son's Hardware stock several months ago, has sold the business to his brother, L. B. Carlton.

Bethel, Tex.—E. Swift retires from the firm of Swift & Bethel, Hardware dealers, and is succeeded by W. W. Sackwell.

Birmingham, Ala.—The capital stock of the Mayberry Hardware Co. has been increased from \$100,000 to \$150,000, and the board of directors has been increased to seven. H. H. Bailey, W. T. Bailey, Louis Minor and W. A. Chenoweth have been elected to the board of directors. W. A. Chenoweth has been elected first vice-president; T. J. Watson, second vice-president, and H. M. Bailey, secretary.

Blaine, Me.—Geo. W. Young has removed his stock of Hardware to one of the Lowell stores recently purchased by him.

Buffalo, N. Y.—Shelton and Walter Weed are now members of the firm of Weed & Co. A certificate to this effect has been filed with the county clerk. The original members of the firm were Hobart Weed and James R. Smith.

Cawker City, Kan.—F. E. Garrett has sold a half interest in his Hardware and implement business to C. H. Churchill.

Chanute, Kan.—C. A. Cave has purchased a half interest in Wallace Rankin's Hardware store, and the new firm will be Rankin & Cave.

Gladwin, Mich.—D. G. Fraser and P. W. Button, of Franklinville, N. Y., have purchased the Hardware store of B. S. Lewis.

Henderson, N. C.—S. Watkins will soon move into his large Hardware store in the rear of his dry goods store.

Martinsburg, W. Va.—A. A. Lamon has sold his entire stock of Hardware to Chas. E. Ridgeway, of Ridgeway, this county, and the store has been closed. Mr. Ridgeway will remove the stock to his store at Ridgeway.

Peoria, Ill.—Robert L. Wilson, of the Co., \$100.

Adams Street, has purchased the interest of his partner, Mr. Worschlag, and although Mr. Worschlag will retain a position in the store, the name hereafter will be Robert L. Wilson.

Schenectady, N. Y.—The firm of Lewin & Goodnoe, dealers in Hardware, etc., at the corner of State and South Centre Streets, has dissolved partnership and, by the disposal of Mr. Lewin's interest to the former bookkeeper, Elihu Curtis Teller, the new firm is now Goodnoe & Teller.

Wooster, O.—Miller Bros. have disposed of their Hardware stock to A. S. Tuttle and brother.

### Business Embarrassments.

Easton, Pa.—Charles B. Brady, of Phillipsburg, N. J., has been appointed receiver of the Lehigh Supply Co., a corporation under the laws of New Jersey and conducting a Hardware store in Easton.

Evansport, O.—O. O. Corwin, of Defiance, has locked up the Hardware store of Buehrer & Heer. J. N. Replogle was appointed receiver.

Lincoln, Neb.—O. W. Webster has been appointed receiver of the partnership assets of the Humphrey Hardware Co.

Montreal, Canada.—Alphonse Guimond, Hardware merchant, 2628 Notre Dame Street, has assigned at the instance of Amanda Lamelin, with liabilities of \$9,327.

Racine, Wis.—Max Walk, a dealer in Hardware, crockery and toys at 223 Main Street, has filed a petition in bankruptcy. His liabilities are \$3,200 and his assets \$1,600 in Hardware and toys.

Waterloo, Ia.—The Briden & Altland Hardware Co. has been closed by its creditors. It has assets more than sufficient to cover all liabilities and may begin business again.

West Haven, Conn.—Furman A. Norton, a West Haven Hardware dealer, has filed a petition in bankruptcy through his counsel, Attorney E. S. Thomas.

### Fires in Hardware Stores.

Cincinnati, O.—Kruse & Bahlman. Loss, \$200.

Colfax, O.—Geo. Pendry.

Reading, Pa.—Lerch Hardware Co. Loss, \$3,000.

Russellville, Ky.—H. Brister.

### Burglaries in Hardware Stores.

Ballard, Wash.—W. M. Curtis, \$20.

Brooklyn, Mich.—Green's Hardware store.

Colorado Springs, Colo.—Hooper Bros., \$250.

Jacobs Creek, Pa.—Federal Supply Co., revolvers, etc.

Jamaica Plain, Mass.—Samuel D. Balcom, razors, etc.

Philadelphia, Pa.—Geo. A. Suppler, 33 North Ninth Street, \$40.

Sharon, Pa.—R. A. Hannah, \$50.

Tarentum, Pa.—Tarentum Hardware

Co., \$100.

**THE BURR PATENT STEEL SAFETY LIFT BLOCK.**

A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.  
Holds more securely than a chain block.  
Locks instantly and does not cut the rope.  
Allows the load to be lowered safely and slowly, the operator using only one hand.  
Cannot stick nor jam when the load is to be lowered.  
Adopted by the Penna. R.R. Co., Western Union Tel. Co., and many others.

**Liberal Discounts to Hardware Dealers.**

Send for circulars and prices.

**THE BURR MANUFACTURING CO.,**  
323 Society for Savings Bldg.,  
Cleveland, Ohio, U. S. A.



1000 LBS.



USED AS A WIRE STRETCHER.

**"MATHER THOUSAND MILE AXLE OIL."**

A pure lubricant, especially prepared for "Thousand Mile," "Long Distance" and Roller Bearing Axles.

Guaranteed to run longer than any other oil or grease made.

Write for prices.

**COMMERCIAL OIL CO.,**  
Cleveland, O.



**The Peoria Vapor Lamps**

Are the oldest and most reliable Vapor Lamps on the market. Simple in construction, low in price, 90 to 100 candle power of **PURE WHITE LIGHT**

Approved by the insurance underwriters. Safe, a child can operate them.

**BIG MONEY FOR AGENTS.**  
WRITE FOR PRICES TO-DAY.

**Peoria Vapor Lamp Co.,**  
413 So. Washington Street,  
PEORIA, ILL.



**FENN'S ROTARY VENTILATOR.**

For Ventilation, the best.  
For smoky chimneys a sure cure.  
Made in two grades, 4 in. to 30 in.

SEND FOR CIRCULARS.

**GEO. E. FENN, Boston, Mass.**

**"PERFECT"**



**OILER.**

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. **DOES NOT LEAK.** The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled.

Price, 25c. each.

**CUSHMAN & DENISON** Mfrs. 240-2 W. 23d St., N. Y.

**THE OGDEN** AUTOMATICALLY REGULATED LIQUID **DOOR CHECK and SPRING**


**"The Ogden Check" in Brief is**

The only check that controls the door entirely.  
The simplest and strongest check made.  
Easily applied by anyone of ordinary intelligence.  
Refilled with liquid, when necessary, through the filling chamber without removing from the door.  
Positively regulated under all conditions and cannot leak.

**SIMPLICITY SIMPLIFIED.**

MANUFACTURED BY

**THE OGDEN MFG. CO., NEWARK, N. J., U. S. A.**



**THE NULITE**

750 Candle Power

**ARC ILLUMINATORS**

Produce the Finest Artificial Light in the World.

**Superior to Electricity or Gas. Cheaper than Kerosene Oil.**

A 20th Century Revolution in the Art of Lighting.

They darkness into daylight turn,  
And air instead of money burn.

**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**  
They are Portable. Place them anywhere.

We also manufacture Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Good Agents Wanted. Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO.** Garden City Bk. CHICAGO.



Indoor.



Outdoor.

**STEEL HARDWARE SHELF BOXES**

ANY SIZE TO FIT YOUR SHELVEING.

SEND FOR CATALOGUE.

**W. C. HELLER & CO., Inc.,**  
Montclair, N. J., U. S. A.



**The DANDY SINK CLEANER.**

A perfect and complete Household Specialty.

**A Sink Cleaner and Shovel Combined.**

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on sight.

**TRY IT AND BE CONVINCED**

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer

**John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.**



**THE "BARDSLEY" Oil Door Check and Spring**



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size A,	price each,	\$3.50
" B,	"	4.00
" C,	"	5.00
" D,	"	6.00
" E,	"	7.00

**LIBERAL DISCOUNTS TO THE TRADE.**

**JOS. BARDSLEY,**  
147 to 151 Baxter St., NEW YORK CITY.

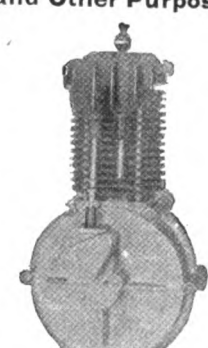
**Gasoline Motors,**

One to Seven H. P.

Single and Double-Cylinder Motors,  
Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches and Other Purposes.

**ADVANCE**



**BICYCLE MOTOR.**

Also Complete Sets of Castings and Working Drawings for Constructing these Motors.

**Lowell Model Works**  
LOWELL, MASS.  
Box 292.

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Birmingham, Ala.—The Birmingham Paint Mills Co. has been incorporated with a capital stock of \$3,000, divided into thirty shares of \$100 each. The incorporators are W. H. Priegel, O. E. Ringland and A. Eubank.

Camden, N. J.—The Peerless Belt Lacing Co. has been incorporated to manufacture Hardware, etc. Capital, \$30,000. Incorporators: E. Kelly, E. W. Spielman, F. Kelly.

Detroit, Mich.—The Dirigo Mfg. Co. has been incorporated for the manufacture and sale of washing machines. Capital, \$15,000. Incorporators: G. J. Robinson, F. J. Beaubien, G. L. Robinson, all of Detroit; E. R. Walker, of Cleveland, O.

Dover, Del.—The Eclipse Co. has been incorporated. Manufacturing and deal in tools, machinery, etc. Capital, \$100,000. Incorporators: C. W. Owston, Jr., W. J. Higgs, W. R. Payne, all of New York City.

Fairbury, Neb.—Fairbury Iron Works & Windmill Co. has been incorporated to manufacture and sell windmills, tanks, pump engines, etc. Capital, \$20,000. Incorporators: J. Simpkins, J. Gibson, A. D. McCullogh, P. H. Hanchett, all of Fairbury.

Findlay, O.—Duncan & Steel are fitting up a tool shop. All kinds of drilling and fishing tools will be manufactured at the new establishment.

Jeffersonville, Ind.—Charles Rose, who has been in business in Louisville, has entered the firm of Julius Louis, this city, in the manufacture of oil stoves.

Mayville, N. Y.—The certificate of incorporation of the Tangent Grip Pulley Co. has been filed with the county clerk. The business office of the new company will be located at Jamestown, and the concern is capitalized at \$20,000. The directors are Frederick W. Gurney, T. William, D. Addenbrook, Jamestown; Quincy R. Sage, Ernest H. Holter, Oberlin, O.; Harvey Bassett, Cleveland.

Mt. Carmel, Conn.—The Schatz Hardware Mfg. Co., a concern organized under the laws of New Jersey, has rented a factory in Mt. Carmel and has set up a number of machines there. The company intends to engage in the manufacture of tools and electrical devices invented by Mr. Schatz. The incorporators are L. P. Smith, J. F. Hemenway, Adolph Schatz, H. A. Schatz, J. A. Gouldrup. With the exception of the Schatzs the incorporators reside in New York City.

Portland, Me.—The Colonial Scale Co. has been organized for the purpose of manufacturing and dealing in scales and measuring instruments, with \$150,000 capi-

tal stock, of which nothing is paid in. The officers are: President, F. F. Holland, of Portland; treasurer, E. A. Chaplin, of Portland.

Pulaski, Pa.—The David Tod Paint Co., of Youngstown, has begun the erection of a paint factory in this place. The company is incorporated with \$50,000 capital. Umber of fine quality has been found in this vicinity and that influenced the location of the works here.

St. Louis, Mo.—The Gatling Plow Co. has been incorporated; manufacturing plows, etc. Capital, \$50,000. Incorporators: R. Gatling, of New York City; F. E. Bush, H. H. Henderson, F. J. McMaster, W. Somerville, all of St. Louis.

St. Paul, Minn.—The Law Mfg. Co. has been incorporated. Manufacturing farming implements. Capital, \$50,000. Incorporators: J. Law, of Mankato; W. A. Law, of Fairbault; G. Loudon, of Minneapolis; J. M. Hackney, L. S. Hackney, both of St. Paul.

Wellman, Ia.—Walt. Livezey and Gris Klockentager are erecting a building and will open a cutlery factory in the near future.

Youngstown, O.—George L. Fordyce and Jerry Morris, of this city, with other capitalists, are organizing a corporation known as the Penn Shovel Co. to manufacture shovels, having secured a portion of the plant of the Radiator works at Cory, Pa. The stock has been subscribed and the company will be organized as soon as a charter is received.

### Changes and Improvements.

Auburn, N. Y.—Ground has been broken in Aurelius Avenue for a new warehouse for the Ohio Tool Co. The building will be a frame structure 101x41 feet, and will stand adjacent to the company's buildings. Besides a warehouse it will be fitted up with office rooms.

Charleston, Ill.—J. W. Ramsey, proprietor of the Charleston Foundry Co., has purchased the buildings and grounds of the Charleston woolen mills, and will convert the property into a manufactory for steel ranges.

Chicago, Ill.—The American Pure Paint Co. certifies to a change of name to the Hartford Commission Co., and to a change of object to do a general brokerage business.

Conshohocken, Pa.—The Plymouth Rolling Mill has been leased by Enoch Stanford, of Harrisburg, to manufacture sheeting for use in making granite ware.

Des Moines, Ia.—Randelman & Sons, who recently established a factory in Capital Park for the manufacture of washing machines, have purchased the patents covering a mop roller, pipe tongs, patent fork and some other articles, which they will manufacture as a side line. To handle this business the capacity of the factory will be slightly increased and some additions made to the working force.

Duluth, Minn.—The Marshall-Wells Hardware Co. are building a large harness factory in connection with their wholesale store.

Elmira, N. Y.—The Clipper Chilled Plow Co., whose plant in Elmira was destroyed recently by fire, have purchased the hose factory on the corner of Oakwood Avenue and Eighteenth Street, Elmira Heights.

Granite City, Ill.—The Columbia Lead Works will erect two large buildings near the Markel Lead & Shot Works for the purpose of manufacturing supplies for the shot works. The buildings will be about 80 feet front by 125 feet deep and will be two stories in height.

Jefferson, Ia.—The Western Tool Co., of Jefferson, has begun the removal of its factory from that city to Des Moines.

Louisville, Ky.—Ohio Falls Varnish Co. will erect a one and two-story brick factory, east side of Fifteenth, north of Magnolia Street.

New London, O.—The Arnold Metal Wheel Co. will be moved to Geneva as soon as the details of the deal can be consummated.

Pawtucket, R. I.—The wire factory of the H. M. Williams Co. on Forrest Street has moved its site and preparations are on foot to substitute a big model factory for the firm, whose present quarters are too crowded. It will be a very acceptable addition to the town's growth, being two stories and perhaps three in height, and about 150x50 in ground dimensions.

Syracuse, N. Y.—A permit has been granted to the Syracuse Stove Works for the erection of a new building at its plant in South Gledes Street, near the Erie Canal. The structure will be of brick construction, four stories high and 50x100 feet in dimensions.

### Recent Fires.

Indianapolis, Ind.—Fire which started from an overheated stove in the office of the plant of the Keyless Lock Co., 1401 Newman Street, has caused a loss estimated by the firemen at \$2,000.

Long Island City, N. Y.—A one-story brick building on West Avenue, between Eighth and Ninth Streets, has been partly destroyed by fire. The place was occupied by M. G. Parlee, of 50 Lexington Avenue, New York, as a varnish factory. The loss was placed at \$600 and is believed to be covered by insurance.

York, Pa.—The new plant of the Standard Chain Co. has been damaged by fire to an extent of about \$15,000. The loss is covered by insurance.

### Recent Embarrassments.

Knoxville, Tenn.—Frank J. Leland, a leading business man of East Tennessee, who established a handle factory here and at Bristol, Tenn., and also at Huntsville, Ala., has filed a petition in bankruptcy. His liabilities are given at \$74,277, with assets about \$29,500.



## IMPROVED TO PERFECTION.



**The Linke,  
Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.**

Cleaned in a few seconds without taking apart. . . .

## The "ACORN"

Is conceded the best Filter made to screw on a faucet.

A constant new surface is produced on stone and Filter is washed clean for every filtration.

Booklets and Display Cards with all orders.

PATENTEES AND MFRS.,

**T. LINKE & CO.,**  
1559 BROADWAY,  
NEW YORK.



Frontenac Design.  
Sargent's  
Artistic Hardware.

## Builders need hardware

Please builders in your vicinity by selling them Sargent's Easy Spring Locks and Artistic Hardware, the kind that always gives satisfaction, the kind that people are calling for because we advertise it and thus create a demand for the better grades of goods.

And please yourself by supplying this demand for goods that are wanted, that satisfy those who use them and that are profitable to handle. The season is about to begin and now is the time to prepare for it.

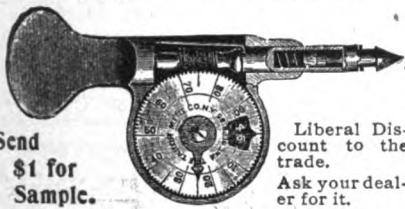
**SARGENT & COMPANY,**

Manufacturers,

New Haven, Conn. New York. Philadelphia. Boston.

## TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . .

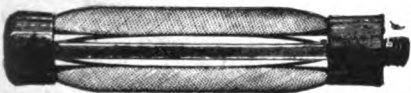


Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

## SHOT GUNS! DO YOU HANDLE THEM?



Look into the merits of the **TOMLINSON CLEANER**, now in its 10th year. An absolute necessity to every owner of a shot gun. Has had a large sale both in this country and abroad. Four square inches of brass wire gauze in contact with the barrel, and although it cuts all foreign matter free, is too soft to injure the barrel metal. Can be handled with a good profit. We help you with liberal advertising. Made in all gauges from 8 to 20—fit any rod. Send for booklet of testimonials. "Used everywhere in the civilized world."

MANUFACTURED BY

**The GEO. T. TOMLINSON CO.,**  
Syracuse, N. Y., U. S. A.

—ALL JOBBERS OR—

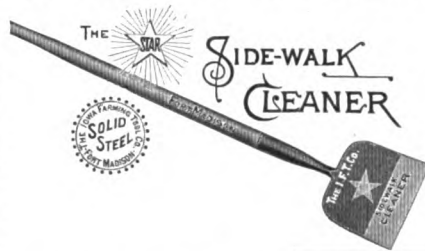
**THE SIMMONS HDWE. CO., Inc.,**  
ST. LOUIS, MO.

## ALUMININE.

The original and patented Aluminum Finish for Stoves. Carried by jobbers in all parts of the country. Send us your order and we will forward to the one nearest you. Manufactured only by **ALUMININE PAINT & POLISH CO.,** 707 W. Lake St., Chicago, Ill.

RUTLAND FIRE-CLAY Co., Rutland, Vt., Eastern A. S.

## WALK CLEANING TOOLS.



Best Tools Made  
For Clearing  
Snow and Ice.

Walk and Street  
Scrapers.



MADE ONLY BY

**THE IOWA FARMING TOOL CO.,**  
FORT MADISON, IOWA.

## THE SUN Improved Odorless Gasoline Stoves

Ready to Light . . . .  
the moment gasoline is turned on.

**POSITIVELY ODORLESS.**—No soot, smoke or dirt

**SAFE.**—The tank is out of sight and away from danger.

**SIMPLE.**—Burner has only three parts and it can't wear out.

**A WARMING CLOSET** which doesn't heat the house.

MADE IN TWELVE SIZES.

**The Sun Vapor Stove Mfg. Co.,**



29 East Atwater Street,  
DETROIT, MICH.

## THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**  
of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Brookline, Mass.—The Ward Automobile & Cycle Co. has been formed to take over the business of the Ward Cycle Co., and in addition to conduct an "automobile stable."

Newark, N. J.—Papers incorporating the Thomas Cycle Co. have been recorded in the county clerk's office. It is capitalized at \$400,000, and \$1,000 has been subscribed by F. L. C. Martin, of Newark, and the following from Buffalo, N. Y.: Edwin R. Thomas, Louis H. Bill, Henry Pokorney, Louis Ohnhaus and J. MacAdam. The object of the concern is said to be the manufacture and sale of bicycles, motors, automobiles and gas engines. The local agent will be F. L. C. Martin, of Newark.

New York, N. Y.—The Progressive Cycle & Automobile Supply Co. has been incorporated with \$6,000 capital, to deal in bicycles and automobiles. Directors: George Herrstadt, W. S. Hofstatter and Elias Pitzele, all of New York.

New York, N. Y.—The Motor Vehicle Cycle Co. has been incorporated under laws of Delaware, with \$100,000 capital.

New York, N. Y.—Frank F. Weston is established on his own account at 99 Chambers street. He will do a general jobbing business, with the Eclipse, Snell and Kirk bicycles and Bundy lamps.

Portland, Ore.—Henry Goodman, who recently resigned the management of the Columbia branch in Portland, Ore., is now in the East. It is his intention to continue in business in Portland on his own account and to do not only a retail but a jobbing business. He has already made several desirable connections, and will establish others before leaving for home.

Portland, Ore.—Studebaker Bros.' Northwest Co. has been incorporated for the purpose of establishing the business of manufacturing, buying and selling, storing, forwarding and transferring vehicles of all kinds, including wagons, carriages, sleighs, automobiles, bicycles, etc., and to do all things necessary to carry on said business. Capital stock, \$400,000, in shares of \$100. Edward M. Brannick, Edwin R. Kimble and Ossian F. Paxton are the incorporators.

### Changes and Improvements.

Bartlett, Tex.—G. A. Lindemann has discontinued.

Boston, Mass.—The Boston Cycle & Sundry Co. have succeeded the Boston Cycle Co. The new concern has been incorporated under Massachusetts laws with a capital of \$15,000. Its officers are M. A. Jackson, president; J. M. Linscott, treasurer, and F. A. Patten, secretary.

Boston, Mass.—The Barden Cycle Co.,

1449 Dorchester Avenue, have removed to larger quarters at 234 Adams Street.

Bozeman, Mont.—Rodgers & Crockett have discontinued.

Bridgeton, N. J.—E. L. Thomas, Sassafras Street, is making alterations in his shop.

Brookhaven, Miss.—C. H. Dahlstrom succeeds Dahlstrom Bros.

Browning, Mo.—Calhoun & Harvey; J. B. Harvey has sold his interest.

Cambridge, Mass.—The W. B. Churchill Co. have removed from 1900 Massachusetts Avenue to the Whitney Block, Massachusetts Avenue.

Camden, N. Y.—Fred Osborne succeeds John Schott.

Dalton, Mass.—W. L. Tower has retired.

Doniphan, Neb.—Hawk Bros. succeed Hawk, Lané & Co.

Downs, Kan.—I. A. Lutz succeeds D. M. Dalay & Co.

Ebensburg, Pa.—Brown & Son succeed H. A. Shoemaker.

Elkhart, Ind.—Gardner & Sternberg succeeds C. D. Carlton.

Emmetsburg, Ia.—The Steel Hardware & Supply Co. succeed Joe J. Steel.

Eureka, Kan.—Redman & Tucker; Jas. Redman retires.

Fordyce, Ark.—Brown & Eakins succeed J. E. Sparks & Co.

Fulton, S. D.—L. H. Holmes succeeds N. H. Swagood.

Grundy Center, Ia.—E. H. Dodd succeeds Dodd & Sauer Bros.

Hartford, Conn.—The Pope Mfg. Co. has reduced its capital stock from \$100,000 to \$5,000.

Huntingdon, Pa.—James E. Sponeybarger succeeds Sponeybarger & Coolidge.

Ida Grove, Ia.—Martin Sauer succeeds Sauer Bros.

Inwood, Ia.—Albertson Bros. succeed Baker Bros.

Keene, N. H.—The Wilkins Toy Co. has added a repair shop.

Manistee, Mich.—Leon A. Walters succeeds Parvey & Coolgers.

Meriden, Conn.—A. D. Elster, 133 Hanover Street, will remove to the Penfield Building.

Meriden, Conn.—The Bradley & Hubbard Mfg. Co. have bought from William A. Penfield, of the same place, his patent for an acetylene gas bicycle lamp. The merit of the idea is said to lie in the arrangement of the elastic filler cap.

Milwaukee, Wis.—The Diamond Cycle & Machine Co. succeed Bottrell Bros.

Minneapolis, Minn.—The Northwestern Motor Vehicle Co. succeed Wheeler Cycle Co.

Muscataine, Ia.—Bond Bros. succeed Bond & Young.

Newark, N. J.—In addition to their saddles the Newark Cycle Specialty Co. are in position to supply saddle clamps to the trade at large.

New York, N. Y.—George W. Bennett, who for several years has been a prominent figure in the cycle trade in Brooklyn, has been appointed to the position of manager of the Eastern branch of the Gormully & Jeffery Mfg. Co., with offices at 939-945 Eighth Avenue.

Norman, Okla.—W. J. Brown has discontinued.

Norwich, Conn.—The Thames Chain & Stamping Co. have filed in the State Secretary's office a notice of change of business to conduct a general bicycle sundry business.

Pleasant Lake, Ind.—Frank H. Chadwick has discontinued.

Plainfield, N. J.—Adolph Emery has removed from 430 Watchung Avenue to the Spencer Building, Somerset Street.

Plantville, Minn.—G. W. Smith succeeds Frank Stow.

Rockton, Ill.—N. R. Comstock is erecting an addition.

Rock Island, Ill.—The Central Trust & Savings Bank, receiver for C. A. Spencer, has sold the stock of bicycles and sporting goods at 1709 Second Avenue to Reynolds & Co., of Davenport. The latter firm is moving the stock to its store on the other side of the river.

San Francisco, Cal.—Best Bros. have retired.

Seneca, Kan.—Winkler & Bauer succeed Winkler & Bateman.

Sioux Falls, S. D.—The Hockman Hardware Co. succeeds C. H. Vincent.

Sisseton, S. D.—Carlberg Bros. & Norley succeed Jenkins & Hill.

South Bend, Ind.—Wm. R. Wade succeeds Woodworth & Wade.

Worthington, Minn.—J. M. Shanahan succeeds J. D. & W. L. Humiston.

### Recent Fires.

Circleville, O.—J. Shell, East Main Street.

East Grand Forks, Minn.—Balenger & Roberts.

Frederick, Md.—Shipley & Bropst. Slight loss.

Marcus Hook, Pa.—William McAllister. Total loss.

Montreal, Can.—J. Martineau, 2413 St. Catherine Street. Loss about \$6,000.

Norfolk, Va.—Cooper & Land. Loss heavy.

North Yakima, Wash.—Thomas Staton, Loss \$800, insurance \$600.

### Recent Embarrassments.

Leominster, Mass.—Henry W. Hagen, 12 University Street. Liabilities, \$2,785; assets, \$40.

New York, N. Y.—E. I. Horsman, who was one of the first to take up the sale of bicycles in New York, has filed a petition in bankruptcy. His liabilities are \$172,000.

St. Paul, Minn.—Fred C. Chase has filed a petition in bankruptcy, with \$804 liabilities and \$1,954.65 assets, all of the latter, however, being claimed as exempt.

# MORROW

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.

ECLIPSE MFG. CO., ELMIRA, N. Y.  
NEW YORK BRANCH:  
105-107 Chambers Street.

## THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF  
MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.



**The Champion Safety Lock Co.,**  
CLEVELAND, OHIO.

## Hardware Dealers, Do You Know

That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest and  
Cheapest,

**"The Eastern."**

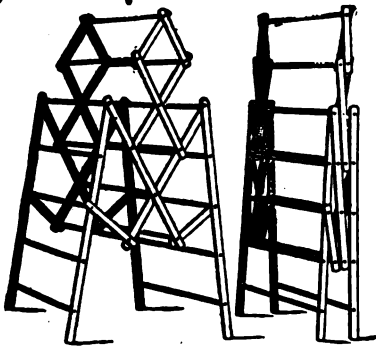
Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
ranted.



**Eastern Oil-Tank Co.**  
146 Fletcher St., Lowell, Mass.

## Rogers' Patent Adjustable Extension Clothes Rack.



No. 1 Open.  
No. 1 Closed.

**A QUICK SELLER.**

Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1880.

**ROGERS & SON, - Kendallville, INDIANA.**

# Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
Furnished Lines,



Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and  
many other specialties too numerous to  
mention.

**THE ENTERPRISE MANUFACTURING CO.,**  
The Largest Manufacturers of Fishing Tackle in the United States.  
**AKRON, OHIO, U. S. A.**

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.



**CHAMPION  
MODEL.**

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight, it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Framed, \$30.00; Full Nickel, \$42.00.  
Write for Discounts to Trade.

**WM. C. SMITH & CO., Mfrs.,** 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

## THE ARGAND BURNER.

(ALL RIGHTS FULLY PROTECTED).

### POINTS OF SUPERIORITY.

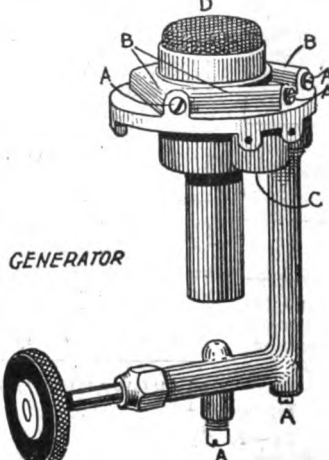
**Indestructibility.**  
This Generator is made of one brass casting. There is not a  
piece of brass tubing used in its construction. The needle-  
hole is drilled through one quarter inch of solid brass, thus  
preventing it from being made larger.

**Cleanability.**  
Every Generating Canal is easily accessible, and with a  
piece of wire and 10 minutes' time can be made good as  
new, without taking it apart! There's no other like it!

**Simplicity.**  
Not a curved generating duct in its entire construction.

**Generating Space.**  
Three-and-a-half inches generating space within a quarter of  
an inch of the flame insures perfect generation in any tem-  
perature, and the greatest amount of gas.

**Remember! This Generator can only be found on the Argand.**



A A A A—Cleaning Plugs.  
B B B—Generating Ducts.  
C—Lug for feed pipe.  
D—Double Gauze.

**Argand Vapor Lamp Co., DETROIT, MICH.**

## SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver when  
plated wears indefinitely and the thin strip of  
inserted **Steel** is ALWAYS SHARP.



Send 52 two-cent stamps to **E. H. H. SMITH, 40 Murray St., N. Y.,** for a Beautiful Sample Knife.

## Improved Quick and Easy Ris- ing Steam, Electric and Hand Power ELEVATORS



Send for Circulars.

**Kimball Bros. Council Bluffs, Ia.**  
No. 1013 Ninth Street.

## 500 HARDWARE DEALERS

Handle Our Goods  
At a Profit of 100%.

We make **WHITE ENAMELED LETTERS,**  
House Numbers, Name Plates,  
**ENAMELED STREET SIGNS,** Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.

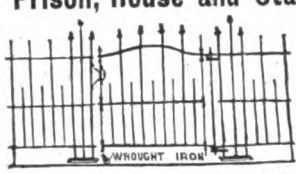
Free Samples to Prospective Customers.  
Send for Catalogue.

**A. V. TAYLOR & CO., Enamellers,**  
CINCINNATI, OHIO.





**IRON & WIRE FENCING**  
ELLIS & HELFENBERGER,  
500 SENATE — INDIANAPOLIS, IND.



Prison, House and Stable Work;  
JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.  
**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.



**RIVETS and WIRE NAILS.**  
**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.



**PRIEST'S CLIPPERS**  
Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., USA



**HAYES FILE CO. DETROIT, MICH.**  
Established 1870.  
Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.



SEAMAN'S PAT.  
SEPT. 7, 98  
**The POSITIVE EXPANSION BOLT.**  
**D. C. SEAMAN & CO.,**  
1638 Hutchinson St., Philadelphia, Pa.  
FOR SALE BY  
**NEAL & BRINKER, 18 Warren St., N. Y.**  
It has been the aim of the Inventor to overcome  
the great existing evil of a bolt slipping in its  
fastenings and the object has been achieved.  
—SEND FOR PRICE LIST.—

**ROBERT MURRAY**  
24 Duane St.,  
New York City.  
**General Hardware**  
Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Help Wanted.

**CATALOGUE AND ADVERTISING MAN** by a Canadian wholesale Hardware house. Apply, stating age, experience and salary expected, to **ANGORA**, care **HARDWARE**, 275 Broadway, New York. 162

**HARDWARE CLERK.**—Young man in a Chicago Hardware Store. Must be experienced and a hustler; also capable of making a record for himself. No others need answer. Address **F. L. SALISBURY**, 125 La Salle Street, Chicago, Ill. 159

**PUMP SALESMAN**—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address **X**, care **HARDWARE**, 275 Broadway, New York. 87

**TRAVELING SALESMAN** for an old-established tool manufacturing company. Address, stating experience, salary expected, and giving references, **P. O. Box 476**, Cincinnati, Ohio. 153

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address **R. D. FIELD**, care **HARDWARE**, 275 Broadway, New York. 142

**BUILDERS' HARDWARE.**—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address **Z. H.**, care **HARDWARE**, 275 Broadway, New York. 98

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address **S. F.**, care **HARDWARE**, 275 Broadway, New York. 165

**CUTLERY SALESMAN** At, capable of calling on largest trade or introducing new goods. Open for position January 1st, 1901. Address **C. L.**, care **HARDWARE**, 275 Broadway, New York. 138

**ENGINEERING SALESMAN** wants to make connection with At house, and travel in New York City and State; has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address **E. L. I.**, care **HARDWARE**, 275 Broadway, New York. 168

**EXPERIENCED ACCOUNTANT.**—By a young man of nineteen years' experience in Hardware, stoves, etc., for himself. Speaks English and German, is an accountant, would accept any good position. Best of references. Address **Box 1105**, Millheim, Pa. 118

#### Situations Wanted.

**EXPERIENCED HARDWAREMAN** is desirous of finding a concern willing to pay \$2000 a year for the services of a man 32 years of age with 13 years' experience in manufacturing and jobbing Hardware business. Address **WHOLESALE**, care **HARDWARE**, 275 Broadway, New York. 141

**EXPERIENCED MANAGER**, eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address **J. H. G.**, care **HARDWARE**, 275 Broadway, New York. 117

**EXPERIENCED SALESMAN**, traveled Washington, Maryland, Virginia and Philadelphia (Pa.) for twenty years, is open for engagement. Commission preferred. Best of references. Address **BRCKER**, 928 N. Bond Street, Baltimore, Md. 124

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address **Box 355**, Forest, Ohio. 88

**EXPERT ACCOUNTANT**—An accountant of 20 years' experience in the Hardware business as bookkeeper, cashier, office manager and proprietor desires a position with a large firm or company whose integrity and ability would be fairly remunerated; At references given. Address **G. H. B.**, care **HARDWARE**, 275 Broadway, New York. 170

**GENERAL MANAGER.**—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. At references as to character, honesty and ability from the best Hardware houses in New York City. Address **WM. BRAUNSDORF**, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in Hardware and Implement Store in some Northwestern or Coats State. Would invest some capital in the business if agreeable. Address **P. O. Box 142**, Madison Square Branch, New York City. 135

**HARDWARE CLERK.**—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address **F. H. SICKELS**, 15 N 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK.**—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address **CLERY**, care **HARDWARE**, 275 Broadway, New York. 131

**HARDWARE CLERK.**—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address **P. O. Box 326**, Honesdale, Pa. 82

**HARDWARE CLERK.**—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address **C. C. C.**, 1133 Third Street, Fort Madison, Iowa. 157

## Situations Wanted.

**HARDWARE CLERK OR SALESMAN.**—A competent Hardware business man, 25 years' experience, as buyer and manager in large retail business, understands the builders' line; also plans and specifications; age 40 years; would like the export business or the wholesale branch. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 167

**HARDWARE DRUMMER.**—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address DRUMMER, care HARDWARE, 275 Broadway, New York. 132

**HARDWAREMAN.**—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MACK, Box 142, Atlanta, Ga. 95

**HARDWARE SALESMAN.**—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

**HARDWARE SALESMAN.**—Experienced salesman desires to handle on commission line of Hardware or house-furnishing goods for Pittsburgh, Allegheny and vicinity. Address W. C. MCINTYRE, 936 Kirkpatrick Avenue, Allegheny, Pa. 163

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

**OFFICE ASSISTANT.**—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**SALESMAN.**—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

**SALESMAN.**—A salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first-class and up-to-date man. All references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SHOP FOREMAN.**—Position as foreman on light-machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN.**—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1472 East Monument Street, Baltimore, Md. 164

## Situations Wanted.

**WANTED,** by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

**YOUNG MAN,** who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE, 275 Broadway, New York. 110

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR AMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. Co., Cleveland, Ohio. a

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PRORIA VAPOR LIGHT Co., 413 Washington St., Peoria, Ill. 171

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMAN** to sell specialties on commission to Hardware and Housefurnishing Goods trade. Good line for right man; can handle as a side line. State territory. Address STAR ENAMELING & STAMPING Co., Pittsburgh, Pa. 136

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**TINNERS' SHOP TOOLS.**—An almost complete set, all in good order, at a very low price. For particulars address NICHOLSON & FAY, Lock Box 329, Belmont, N. Y. 169

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

## Business Opportunities.

**ACTIVE PARTNER.**—A business man of thirty, with capital, desires to enter as active partner in an established wholesale Hardware business in New York City. Highest references given and required. When answering state name of firm and kind of goods handled. Address BUSINESS, care of HARDWARE, 275 Broadway, New York. 166

WRITE FOR QUOTATIONS

**FANCY BOX CATCHES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N. Y.  
 —MANUFACTURERS OF—  
**METAL GOODS IN BRASS, BRONZE AND TIN**  
**LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS.**  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

## Sheet Steel Registers and Ventilators.



Made of Sheet Steel.  
**ABSOLUTELY NON-BREAKABLE.**

*Excels all others in Strength, Air Capacity, Workmanship and Finish.*

Full line of sizes.

Finished in various styles.

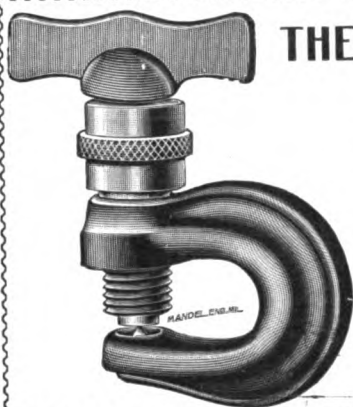
Let us tell you about them.

Catalog and Prices upon application.

**The Canton Steel Roofing Co.**

Manufacturers,

CANTON, OHIO.



## THE "HANDY" RIVETER.

A neat and compact tool for mending broken harness, straps, belts, etc. Simple in construction, unbreakable in use and powerful in operation. Can be carried in the pocket, an indispensable tool for the Farmer, Liveryman, Mechanic, Engineer, Driver and Harness-maker. Body and screw are made from malleable iron; sleeve from cold rolled stock; plunger of hardened tool-steel. Will clinch any size of tubular or bifurcated rivet and make a perfect job. Weighs only 5 ounces.

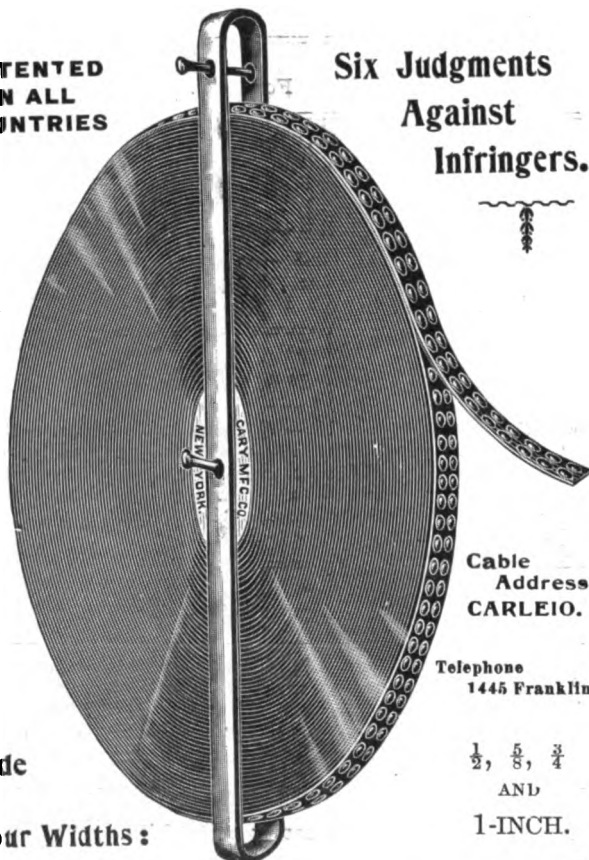
MANUFACTURED BY

**Milwaukee Automatic Machine Co.,**  
 MILWAUKEE, WISCONSIN.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES

Six Judgments  
 Against  
 Infringers.



Made  
 in  
 Four Widths:

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH.

Cable  
 Address,  
 CARLEIO.

Telephone  
 1445 Franklin.

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.

## SOMETHING NEW.

BARNES' PATENT

## Lawn and Vine Trimmer

(BARNES' PATENTS.)

Unexcelled for trimming the edges of a lawn next to the house or curbing, around trees, shrubbery, or any place inaccessible with a lawn mower. Can also be used to trim bushes, grape vines, etc., without the use of a ladder.



MADE FROM  
 FIRST-  
 CLASS  
 MATERIALS  
 AND

IN FIRST CLASS MANNER.

A FINELY TRIMMED  
 LAWN,  
 EVERYONE'S  
 PRIDE.

SIMPLE,  
 PRACTICAL,  
 DURABLE  
 AND  
 INEXPENSIVE.



This man uses a Canton Trimmer and does not suffer from backache.

This man uses a Sheep Shears and has all kinds of aches.

WRITE QUICK FOR EXCLUSIVE SALE AND PRICE.

EXCLUSIVE MANUFACTURERS . . . .

**LAWN MOWERS, POST AUGERS,  
 HAND CORN PLANTERS,  
 CHISEL AND FILE HANDLES.**

Special Handles Turned to Order.

Write for Catalogue.

**E. H. ERK HARDWARE SPECIALTY CO.,**  
 RICHMOND, IND.



PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's .....	50%
Ship Carpenters .....	50%
Railroad .....	50%
<b>Ammunition—</b>	
CAPS, PERCUSSION— $\Phi$ 1000—	
U. M. C. Co., trimmed edge .....	40c
U. M. C. Co., ground edge, heavy .....	50c
Musket, Waterproof, 1-10's .....	60c
G. D. .....	85c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges .....	50%
Rim Fire Military .....	15%
Cent. Fire, Pistol and Rifle .....	25&5%
Cent. Fire, Military and Sport- ing .....	15&5%
Blank Cartridges, 22 cal. ....	10&5%
Blank Cartridges, 32 cal. ....	10&5%
Primed Shells and Bullets .....	15&5%
B. B. Caps, Round Ball .....	25&10%
B. B. Caps, Con. Ball, Swgd .....	net
<b>PRIMERS—</b>	
Berdan Primers .....	5%
B. L. Caps (for Sturtevant Shells) ..	5%
All other Primers .....	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge ..	25%
First quality, 14, 16 and 20 gauge, ..	\$7.50
New Club, New Rival and Climax brands, 10 and 12 gauge .....	33&4%
Primrose Club .....	15%
Nitro .....	15%
High Ball .....	15%
Smokeless .....	33&4%&10%
Acme .....	23&4%&10%
Brass Shot Shells, 1st quality .....	60%
Brass Shot Shells, Club, Rival and Climax .....	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder .....	40&5%
"New Rival," Black Powder .....	40&5%
"Smokeless" Nitro Powder .....	40&10&10&5%
"Acme," Dense Nitro Powder .....	40&10&10&5%
"Trap," Nitro Powder .....	40&10&10&5%
<b>GUN WADS—<math>\Phi</math> 1000—</b>	
B. E., 11 up .....	\$ .60
B. E., 9 & 10 .....	.70
B. E., 8 .....	.80
B. E., 7 .....	.80
P. E., 11 up .....	1.00
P. E., 9 & 10 .....	1.25
P. E., 8 .....	1.50
P. E., 7 .....	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: $\Phi$ bag	
Drop Shot, sizes smaller than B, 25-b bags .....	\$1.35
Drop Shot, sizes smaller than B, 5-b bags .....	.35
Drop Shot, B and larger sizes, 25-b bags .....	1.60
Drop Shot, B and larger sizes, 5-b bags .....	.40
Buck Shot, 25-b bags .....	1.60
Buck Shot, 5-b bags .....	.40
Chilled Shot, 25-b bags .....	1.60
Chilled Shot, 5-b bags .....	.40
Dust Shot, 25-b bags .....	2.10
Dust Shot, 5-b bags .....	.50
<b>POWDER—</b>	
Lafin & Rand Powder Co.:	
<b>CANISTER POWDER—</b>	
Orange Lightning, .....	Each
Nos. 1, 2, 3, 4, 5, 6, 7, in canis- ters of 1 lb .....	.75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb .....	.45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb .....	.25
F, FF, FFF, in canisters of $\frac{1}{4}$ lb .....	.15
F, FF, FFF, in canisters of $\frac{1}{4}$ lb .....	.12
<b>KEG POWDER—</b>	
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb .....	8.00
os. 1, 2, 3, 4, 5, in $\frac{1}{4}$ kegs of 12 $\frac{1}{2}$ lb .....	4.25
os. 1, 2, 3, 4, 5, in $\frac{1}{4}$ kegs of $\frac{3}{4}$ lb .....	2.25

Du Pont U. S. 30 Calibre Smokeless Rifle Powder, per lb .....	
Discounts on application.	
<b>Animal Pokes—</b>	
Iowa Farming Tool Co.: $\Phi$ doz.	
Hawkeye .....	\$3.25
Western .....	8.75
<b>Anti-Rattlers—</b>	
Fernald, Wire .....	50&10%
Burton's .....	50&10%
Gem .....	60%
Steel Drive .....	40%
Kohler's: $\Phi$ gro.	
Invisible, No. 8 .....	\$8.00
Perfect, No. 2 .....	7.00
Bolt Holder, No. 1 .....	9.00
<b>Anvils—</b>	
American "Horse-Shoe" .....	9 $\frac{1}{2}$ c
Armitage's Mouse Hole .....	9 $\frac{1}{2}$ c
Cincinnati .....	25&10%
Eagle Anvil, 8 b 9c .....	15&15&5%
Hay Budden, Wrought .....	8 $\frac{1}{2}$ c
Peter Wright's .....	9 $\frac{1}{4}$ @10 $\frac{1}{4}$ c
Samson .....	40&10%
Trenton .....	8c
<b>ANVIL AND VISE COMBINED—</b>	
Cheney Anvil and Vise .....	40%
Holt's .....	40&40&10%
Millers Falls (with drill), \$18.00 ..	15%
<b>Augers and Bits—</b>	
Boring Machine .....	70%
Com. Auger Bits .....	60&10&10&70%
Forstner Pat. Bits .....	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 30 ..	60%
Nobles Double Spur, No. 32 .....	50&10%
No. 10 Extension Lip .....	40%
No. 10 Extension Lip Car Bit .....	40%
Car Bits, No. 10 .....	40%
Car Bits, No. 30 .....	50%
Ring Augers .....	70%
Jennings' Pattern .....	50&10%
Job T. Pugh's, Black .....	20%
Job T. Pugh's, Jennings Pat. ....	35%
Snell's Ship Auger Pattern Car Bits .....	30&10%
Swan's:	
Jennings' Pattern Auger Bits .....	60%
Jennings' Pattern Car .....	4 $\frac{1}{2}$
Jennings' Pattern Machine .....	25%
Russell Jennings' Augers and Bits, 25&10&2 $\frac{1}{2}$ % ..	
<b>HOLLOW AUGERS—</b>	
Ames .....	25&10%
Bonney's Adjustable, No. 4, \$24.00, 25&25&10% ..	
Cincinnati Nos. 1, 2 and 3 .....	25&10%
Dougllass' .....	25&10%
Ives .....	25&10%
Millers Falls, Goodell .....	15&7 $\frac{1}{2}$ %
Swan's .....	50%
Universal, each \$4.50 .....	30%
<b>EXPANSIVE BITS—</b>	
C. E. Jennings & Co. ....	33&4%
Clark's small, \$18 .....	50&10%
Clark's large, \$25 .....	50&10%
Ives' Model, $\Phi$ doz. \$80 .....	50%
Swan's .....	50&10%
<b>DOUBLE CUT GIMLET BITS—</b>	
Common .....	40&10&50%
Mayhew's Diamond $\Phi$ doz. \$1.25 ..	40%
Swan's .....	40%
C. E. Jennings & Co. ....	45%
Ladd's .....	60&10%
Mayhew's .....	40&10%
Snell's .....	40&10%
Snell's Bell Hangers .....	50%
<b>BIT STOCK DRILLS—</b>	
Cincinnati Tool Co., for wood, 40&10%	
for metal, 60%	
Cleveland Wood Bits for Braces ..	50&10%
Detroit .....	60%
K. & F. ....	60&10%
Morse .....	50&10%
Swan's, for wood .....	40&10%
Syracuse, for wood .....	40%
<b>TWIST DRILLS—</b>	
Cleveland .....	60&10%
K. & F. Straight Shank .....	60&10%
Morse Straight Shank .....	60&10%
New Process .....	60&10%
Standard .....	60&10%
Standard Oil Tube Drills .....	15%
Syracuse .....	60&10%
W. & B. Diamond .....	60&5&60&10%
W. & B. Universal Self-Oiling .....	10%
<b>SHIP AUGERS AND BITS—</b>	
L'Hommiedien's .....	15&15&10%
Snell's .....	8 $\frac{1}{2}$ &10%
Watrous' .....	33&4%
<b>Awl and Auger Handles—</b>	
See Handles	
<b>Awls—</b>	
Handled Brad .....	40&10%
Handled Scratch .....	40&10%
Patent Peg .....	50%
Sewing, Com. ....	88c@\$.1.00

Shouldered Peg .....	50%
Shouldered Brad .....	50%
Socket Scratch $\Phi$ doz. ....	\$1.00
Stanley Rule & Level:	
Handled Brad .....	80&10%
Patent Pegging .....	50&50&10%
<b>Awl and Tool Sets—</b>	
Alken's Awls and Tools:	
No. 10, $\Phi$ doz. \$7.50; No. 20, $\Phi$ doz. \$10 .....	60%
Brad Sets:	
No. 42, \$10.50; No. 45, \$12.50 .....	70%
Fray's Adj. Tool Hdls., Nos. 1, \$12; 2, \$18; 3, \$12; 4, \$9; 5, \$7 .....	50%
Ice Awls .....	55%
Millers Falls Adj. Tool Holders: Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18. 15&15&10%	
C. E. Jennings & Co.'s Adjustable Tool Handles .....	33&4%
Stanley's Excelsior, No. 1, \$7.50; No. 2, \$4.00; No. 3, \$5.50 .....	30&10%
<b>Axes—</b>	
First quality, best brands .....	\$6.50@7.00
First quality, other brands .....	6.00@6.50
Beveled, add 25c. $\Phi$ doz.	
<b>HATCHETS—</b>	
Hunt's, Underhill's or Blood's .....	40&10%
Peck's:	
Champion Blade .....	45%
Empire Brand .....	50&10%
Fayette R. Plumb:	
Broad, New List .....	33&4%&2 $\frac{1}{2}$ %
Lathing .....	33&4%&5%
Shingling .....	33&4%&5%
Warehouse .....	33&4%&5%
Vulcan Tool Co. ....	40&5%
D. Simmons & Co.:	
Broad .....	
Shingling and Claw .....	50&5%
Lath, Hunters, etc. ....	
M. C. Ogden's:	
Broad .....	40%
Shingling, Claw, etc. ....	50%
Handled .....	40&10%
Boys .....	50%
<b>Axle Grease—</b>	
Dixons' "Everlasting":	
1-b box .....	15
2-b box .....	25
10-b pail .....	\$1.30
25-b keg .....	2.75
50-b keg .....	5.00
<b>Balances—</b>	
Chatillon's:	
Light, Class A .....	40&10%
Circular Balances, Class C .....	50%
Ice Balances, Class B .....	50%
Straight Balances, Class A1 and A2 ..	40%
Large Dial, Class D .....	30%
<b>Balances, Sash—</b>	
Pullman's .....	50&10&60%
<b>Barn Door Hangers—</b>	
See Hangers.	
<b>Barrel Drainers—</b>	
National .....	
<b>Beef Shavers—</b>	
Enterprise:	
Japanned, each, \$7.50 .....	25&30%
Tinned, each, \$9.00 .....	25&30%
<b>Bells—</b>	
<b>HAND—</b>	
Extra Heavy Brass .....	60&60&10%
Light Brass .....	60&10%
Pure Bell Metal .....	55%
Globe (Cone's Patent) .....	35%
Silver Chime .....	35%
White Metal .....	55&5%
<b>DOOR—</b>	
Trip, Gem .....	40%
Alarm, Abbe's .....	40%
Alarm, Yankee .....	50%
Gong, Abbe's .....	40%
Gong, Yankee .....	50%
Lever, R. & E. Mfg. Co.'s .....	50&10%
Multi-Stroke .....	40%
New Departure .....	45&50%
<b>cow—</b>	
Common Wrought .....	75%
Kentucky .....	70&70&10%
Kentucky, Sargent's List .....	70%
Texas Star .....	50%
Western, Sargent's List .....	70%
<b>Bellows—</b>	
Blacksmiths' .....	70%
Hand .....	25&10%
Moulders' .....	25&10%
<b>Belting, Rubber—</b>	
Boston Belting Co.:	
"Boston" .....	50%
"Imperial," seamless, stitched .....	40%
Cleveland Rubber Co.:	
Buckeye .....	60&10%
Shield High Grade .....	50&10%
War. 2 XL .....	40%
Common Standard .....	75&10%
Extra .....	60&10&5%
N. J. Car Spring & Rubber Co.:	
Extra Para .....	40&10%
Reliable .....	50&10%
Staple .....	60&10%
Standard .....	70&10%

**Bench Stops—**

Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrell a Nos. 1 and 2, \$3.00; No. 3, \$3.00 per doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

**Bicycle Material—**

The Beckley-Ralston Co., Chicago, Ill.:

**BELLS—** Price per Doz.

The Electro, 1 1/4 inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	3.75
The Mossberg No. 1 Chime-Tire Bell.....	0.00
The Mossberg No. 2 Chime-Tire Bell.....	4.10
The Mossberg No. 10 Cuckoo Bell, 2 1/4 inch.....	3.25
The Mossberg No. 12 Electric Stroke, 2 1/4 inch.....	5.25
No. 211, Bristol, 1 1/4 inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1 1/4 inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E 3, New Departure, 2 1/4 inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2 1/4 inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. E 9, New Departure, 1 1/4 inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	3.75
No. E 7 1/2, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9 1/2, New Departure, 1 1/4 inch, Electric Stroke.....	2.20
No. 1015, New Departure, Flag Top, 2 inch, Electric Stroke.....	5.00
No. R 5, New Departure, 2 1/4 inch, Electric Stroke.....	5.25
No. T 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 311 P, New Departure Push Bell, 1 1/4 inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center. No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....	3.75
No. 1136, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....	3.50
Price Each.	
Blow Torches. The Imperial Gasoline.....	\$2.25
Blow Torches. The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	.35
Price per lb.	
Brazing Compound—Superior.....	.38
Brazing Compound—Fluxine.....	.28

**BICYCLE STANDS AND HOLDERS—**

Diamond Folding.....	Price per Doz. \$2.75
Haubs' Wire.....	2.50
Eurekas for 5 machines with out signboard.....	\$1.25
Eurekas for 7 machines, with out signboard.....	1.50
Extra for signboard.....	.60
Price Each.	
No. 5, Extension, with casters.....	.50
Price per doz.	
Model D Wall Rack, japanned.....	\$1.60
Model B Wall Rack, japanned.....	2.70

**BUFFERS—HANDLE BAR—**

No. 1, Style M. & W.....	Price per Doz. \$5.50
No. 2, Style M. & W.....	.55
Breast Drills, Goodell's, No. 6.....	2.75

**CALIFERS—**

Stevens', inside or outside: Price Each.	
3 inch length.....	\$ .35
4 inch length.....	.45
5 inch length.....	.50
6 inch length.....	.60

**CARRIAGE—**

For all Gas Lamps; best quality only, in 2 lb cans.....	Price per Can. \$ .17
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**CEMENT—**

Eclipse, hard, 1 lb cakes.....	Price per lb. \$ .17
Eclipse, 1/4x2 1/4 tubes, rim or rub.....	.15
Eclipse, 3/4x3 1/4 tubes, rim or rub.....	.20
Eclipse, 1/2x4 tubes, rim or rub.....	.25
Eclipse, 1x4 tubes, rim or rub.....	.45
Eclipse, 1x6 tubes, rim or rub.....	.90
Eclipse, 1 pt. cans, rim or rub.....	Each.
Eclipse, 1 qt. cans, rim or rub.....	.35
Eclipse, 1 gal. cans, rim or rub.....	1.00
Price per Doz.	
Morgan & Wright small tubes.....	.30
Wood rim or rubber.....	

**CARRIERS—**

Lamson No. 1.....	Price per Doz. \$4.50
Lamson No. 4 S.....	7.75
Lamson No. 4 D.....	9.50
Kalamazoo No. 10.....	4.75
Dexter No. 1.....	4.50

**CHAINS—**

Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long.....	Price Each. \$ .60
Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long.....	1.25

Moree Roller, 3-16 or 1/4 inch, 5 ft. long.....	2.00
Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long.....	.40
Watch Fobs, made of Bicycle Chain.....	.15
CHAIN LUBRICANT— Price per Doz.	
Holdfast in tin cans.....	.80
Pacemaker, brush top.....	.80
Dixon's No. 691.....	.25
M. & W. Slippery Stuff.....	.45

**CONES—** Price per Doz.

Hub Cones, ass'd sizes & threads.....	.75
B. & R. Adjustable Cones, all threads in stock.....	1.00
Nelson Adjustable Cones, all threads in stock.....	2.40

**CRANKS—** Price per Pair.

Round, Nickel Plated, 6, 6 1/2, 7 in.....	.35c
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**CUPS FOR BEARINGS—**

For Hangers.....	Price each. \$ .10
For Hubs.....	Price each. .05

**CYCLOMETERS—** Price per Doz.

Veeder, 28 in. regular.....	\$6.75
New Departure, for front hub.....	5.75
20th Century, regulars.....	5.50

**CRANK KEYS—** Price per Pair.

5-16, 11-32 and 3/4 in. sizes slotted.....	.5c
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**ENAMEL—** Price per Doz.

1/4 pt. cans, air drying, all colors.....	.75c
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**ENAMEL BRUSHES FLAT—**

CAMELS HAIR— Price per Doz.	
3/4 inch wide.....	.85
1 1/2 inch wide.....	1.00
2 1/2 inch wide.....	1.15
3 1/2 inch wide.....	1.35

**FRAME CLAMPS—**

For attaching saddle to top bar of frame.....	Price Each. \$ .25
Sideway, 1 1/4 and 1 1/2 inch.....	.25
Chalfont, 1, 1 1/4 and 1 1/2 inch.....	.30

**GRIPS—** Price per Pair.

Nickel-Tip Corkaline, 3/4, 13-16 and 1/2.....	.06
Composition-Tip Corkaline, all sizes and colors.....	.07
Wood-Tip Leather, all regular sizes.....	.08
Nickel-Tip Leather, all regular sizes.....	.12

**GUARDS & GUARD FITTINGS—**

Regular 3/8 inch rear wheel guard, natural or stained, drilled and eyeleted.....	Price Each. \$ .15
Regular chain guards to match above.....	.10
Complete sets of fittings for attaching above.....	Price per set. .20

**HANDLE BARS—** Price Each.

Regular Drop or Upcurveless Grips.....	\$ .40
Perfection Adjustable, with expander.....	.60
Perfection Adjustable Extension, with expander.....	.25
Sanger Adjustable, with expander.....	.75
Kelly Adjustable, with expander.....	1.15
Kelly Adjustable, plain stem.....	1.05
Hussey Adjustable, plain or expander stem.....	1.25

**HEAD CUPS AND CONES, N. P.**

C. & M., stamped with clamp, 1 1/4 and 1 1/2 heads.....	Price per Set. \$ .30
W. & E., turned, with clamp, 1 1/4 and 1 1/2 heads.....	.55

**HUBS—** Price per Pair.

1901 Crown, all size sprockets.....	\$1.25
1901 Harris, all size sprockets.....	1.00
1901 W. & E. Racing.....	3.00
Thor Standard.....	2.00
Thor Special.....	2.65

**IRON PUTTY—**

New Departure Coaster Hub.....	Price Each. \$4.00
Morrow Coaster Hub.....	4.00

**IRON PUTTY—**

For filling all cracks, bakes like a rock.....	Price per lb. .25
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**LAMPS, GAS—** Price Each.

The 1901 Eclipse, our leader, none better at any price.....	\$1.00
The 1901 Solar, is always reliable.....	1.85
The 1901 20th Century.....	1.85

**LAMPS, OIL—** Price Each.

Lightweight.....	\$ .60
Searchlight.....	1.75
20th Century.....	1.55

**LAMP PARTS—**

For all Gas Lamps. We carry a full line of repairs at less than factory prices.	
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**LAMP BRACKETS—** Price per Doz.

Axle Pattern.....	\$ .15
Fork Pattern.....	.65
Head Pattern, all sizes.....	.65

**NIPPLE GRIPS—**

Perfect, oldest and best. Price each for small size.....	\$ .30
Victor, oldest and best. Price per doz. on display card.....	1.00

**OIL—** Price per Doz.

Penno, solid lubricant, 1/4 lb cans.....	\$ .50
Penno Oil, 2 oz. bottles.....	.35
Three In One Oil, 8 oz. bottles.....	1.25

**OIL CANS—** Price per Doz.

No. 1, for tool bag use.....	Price per Doz. \$ .35
Shop, with long spout.....	1.00
N. P. NUTS— Price per Doz.	
All sizes for Hubs and Saddles.....	\$ .25

**PATCHING RUBBER—**

Vim, in 1/4 lb roll.....	Price per roll. \$ .35
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**PEDALS—** Price per Pair.

Syracuse Rat Trap.....	\$ .55
Syracuse Rubber.....	.65
Bridgeport Rat Trap.....	.45
Niagara Rat Trap.....	.40
Record No. 5 Rat Trap.....	.55
Genesee Rat Trap.....	.45
Add 10c. per pair when rubbers are wanted on Rat Trap pedals.	

**Blinder Twine—**

White Sisal, 500 ft. to lb.....	7 1/2 c
Standard, 500 ft. to lb.....	7 1/2 c
Manila, 600 ft. to lb.....	9 c
Pure Manila, 650 ft. to lb.....	10 1/2 c

**Bit Holders—**

Angular.....	Price per pair. 45%
Extension.....	
Barber's, per doz. \$15.00.....	45% to 50%
Ives' per doz. \$20.00.....	60% to 10%

**Bit Stock Drills—**

See Augers and Bits.	
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**Blind Adjusters—**

Domestic, per doz. \$3.00.....	33 1/2 c
Excelsior, per doz. \$10.00.....	50% to 60%
North's.....	10%
Zimmerman's.....	50%

**Blind Fastenings and Tenons—**

Austin & Eddy, per gro. sets.....	\$5.50
Forban's Improved Star Tenon.....	
per gro. \$1.00.....	25%
Holt's Tenons.....	70%
Merriman's Brass Lever per gr.....	\$15.00
Merriman's Iron Lever per gr.....	9.00
Millers Falls per set \$1.00.....	15% to 10%
Security Gravity per gr.....	\$9.00
Washburne's Plate per gr.....	9.00
Zimmerman's.....	50%

**Blind Hinges—**

See Hinges.	
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**Blocks—**

Chisholm & Moore Crane Load Blocks.....	15%
Cleveland Block Co. Steel.....	60% to 70%
Eddy's.....	60% to 40%
Harz's Steel.....	50% to 60% to 10%
Iron Strapped.....	70%
Rope Strapped.....	60% to 10%
L. V. Sheaves.....	.60%

**LANES—**

Junior, Self Sustaining.....	.80%
Pat. Automatic.....	.80%
Perfect Safety.....	.80%
Stowell, Novelty Block.....	50% to 10%
Regular Iron Strapped Blocks.....	60% to 10% to 70%

**Bolts—**

Cast Iron Barrel, Square, &c.....	50% to 10%
Cast Iron Chain.....	50% to 10%
Cast Iron Shutter Bolts.....	45% to 10%
Ives' Patent Door Bolts.....	60%
Wrought Barrel.....	60% to 60% to 15%
Wrought Square.....	60% to 60% to 15%
Wrought Shutter, Standard list.....	40% to 10%
Wrt Sunk Flush, Sargent's list.....	50% to 50% to 10%

**Wrt Sunk Flush, Stanley's list.....**

45% to 45% to 10%	
Wrt B. K. Flush, Com'n, Stanley's list.....	50% to 50% to 15%
Wrought Spring, Sargent's.....	75%

**CARRIAGE, MACHINE, &c.—**

Bolt Ends.....	70% to 10% to 21 1/2%
Machine.....	70% to 10% to 70% to 21 1/2%
Carriage, Common.....	70% to 70% to 21 1/2%
Norway Iron, list Oct. '94.....	75%
Phila., Eagle, list June 1, '99.....	.80%
Sleigh Shoe.....	60% to 10%

**TIRE—**

American Screw Co.:	
Bay State, Plain, list Dec. 28, '99.....	.70%
Bay State, Fluted.....	.70%
Eagle Phila., list Feb. 26, '96.....	.77 1/2%
Norway, Phila., list Feb. 26, '96.....	.75%
Common, list Dec. 28, '99.....	.70% to 70% to 5%
Norway, Phila.....	.75%
R. B. & W., Norway.....	.75%

**STOVE AND PLOW—**

Plow.....	60% to 10%
Stove, list Dec. 28, '99.....	.67 1/2%

**MISCELLANEOUS —**

Sink.....	.67 1/2%
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**Bone Mills.**

Enterprise.....	.25% to 30%
Stearns.....	.40%

**Borers, Bung.**

Enterprise.....	.25% to 30%
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 3

**C. E. Jennings & Co.:**

No. 6.....	.40%
No. 10.....	.25%

**Borers, Tap—**

Common Ring.....	.20% to 10%
Enterprise.....	.25% to 30%
Ives.....	.25% to 10%

**Boring Machines—**

WITHOUT AUGERS—	
Upright.....	Angular.
Douglass'.....	\$2.75 \$3.38
Jennings'.....	3.00 3.75
Miller's Falls.....	7.50 15%
Snell's, Rice's Pat.....	2.75 3.00

**Bow Pins—**

Hotchkiss.....	.60% to 10%
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**Boxes, Mail.**

Heller's.....	.40% to 5%
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**Box Strapping—**

Cary's "Universal," in case lots, 20% to 10% to 30% to 10% to 10%	
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**Braces—**

Barbers'.....	.50% to 10% to 60% to 10%
Barbers' Ratchet.....	.60% to 60% to 10%
Common Ball American.....	.60% to 60% to 10%
Ives'.....	
Barbers'.....	.60% to 5%
Barbers' Ratchet.....	.60% to 60% to 10%
New Haven Novelty.....	.70%
New Haven Ratchet.....	.60% to 10%
Spofford.....	.60% to 5%

**C. E. Jennings & Co.:**

No. 108 & 114.....	.50% to 10%
No. 208 & 214.....	.50% to 10%
Lancaster Mach. & Knife Works.....	.40%
Peck's (P. S. & W. Co.).....	.60% to 60% to 5%
Gen. Spofford's.....	.50% to 10% to 60%

**Brackets—**

Loose Joint, Japanned.....	70%
Loose Joint, Jap. with Acorns.....	70%
Loose Pin.....	70%
Mayer's Hinges.....	70%
Parliament Butts.....	70%
Fast Joint, Broad.....	60% 60 & 10%
Fast Joint, Narrow.....	60% 60 & 10%

## WROUGHT STEEL—

List April 1, 1895.	
Bronzed Inside Blind Butts.....	45% 45 & 15%
Bronzed, Narrow.....	45% 45 & 15%
Fast Joint, Narrow.....	60% 60 & 10%
Fast Joint, Light Narrow.....	60% 60 & 10%
Fast Joint, Broad.....	60% 60 & 10%
Loose Joint.....	60% 60 & 10%
Loose Pin.....	60% 60 & 10%
Table Butts, Back Flaps, etc.....	60% 60 & 10%

## Calipers—

Bemis & Call:	
Wing.....	65%
Double.....	65 & 10%
Inside and Outside.....	65 & 10%
Straight Leg.....	65 & 10%
Call's Pattern, Inside.....	55%

## Can Openers—

American.....	gross, \$1.75 @ \$2.00
Goodell's Acme.....	gross, 6.00
No. 5, Iron Handle.....	gross, \$2.00 @ \$2.25
Sardine Scissors.....	75 & 10%
Sardine Scissors, Forged Steel.....	doz., \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;	
No. 3, \$2.50.....	75 & 10%
Universal, doz., \$3.00.....	50%

## Cards—

Cotton.....	25%
Horse and Curry.....	25%
Wool.....	25%

## Carpet Stretchers—

Montrose "Excelsior," doz.,	
\$6.00.....	30%
Bullard's.....	33 1/2%
Cast Iron Steel Points.....	doz., 80c
Socket.....	doz., \$1.75 @ \$2.00

## Carriage Bolts—

See Bolts.

## Carriage Makers' Clamps—

See Clamps.

## Cartridges—

See Ammunition.

## Casters—

Bed.....	70%
Bracket Bed.....	60% 60 & 5%
French or Phila. Iron Wheel.....	70 & 10%
Brass Wheel.....	50 & 10%
Martin's Patent (Phoenix).....	40 & 10%
Plate.....	70 & 10%
Payson's Furniture.....	70%
Payson's Truck.....	70%
Tucker's Patent, low list.....	50%

## Cattle Leaders—

Humason, Beckley & Co.'s.....	70 & 10%
Peck, Stow & W. Co.....	60% 60 & 5%
Sargent's.....	70 & 10%
Weltons.....	70 & 10%

## Chain—

Aluminum Coll and Halter.....	50 & 5%
American Halter Chain.....	50 @ 50 & 5%
American Proof Coll, 1000-lb lots,	
Inch.....	Per lb.
3-16.....	\$7.25
1/2.....	5.85
5-16.....	4.35
3/4.....	3.50
7-16.....	3.25
1/2.....	3.25
9-16.....	3.15
3/4.....	3.10
1.....	3.05
1 1/2.....	3.00

Less than cask lots, add 40c. @ 100 lbs.

Bridgeport Chain Co.:	
Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50 & 10%
Monarch, Sash.....	40 & 10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%
Covert Mfg. Co., Breast Chain.....	35%
Covert Mfg. Co., Halter Chain.....	35%
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	35%
Covert Mfg. Co., Stallion Chain.....	35%
Galvanized Pump Chain.....	5 1/2 @ 6c
German Coll, list July 24, '97, 60 @ 80 & 10%	
German Halter Chain, list July 24, '97	
60 @ 80 & 10%	
Jack Chain, Iron.....	60 @ 80 & 10%
Jack Chain, Brass.....	60 @ 80 & 10%
Onells:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains,	
New List.....	50 @ 50 & 10%

## COW TIES—

American.....	50 @ 50 & 10%
Niagara.....	45 @ 50%

## Covert Mfg. Co.:

Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

## Chain Guards—

Aluminum S. & N. Co.....	50
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## Chain Hoists—

Moore's "Anti-Friction".....	30%
Moore's "Direct".....	50%

## Cherry Stoners—

Enterprise.....	25 @ 30%
Family.....	net doz. \$4.00

## Chisel and File Handles—

See Handles.

## Chisels—

SOCKET FRAMING AND FIRMER—	
Buck Bros.....	30%
Charles Buck.....	30%
Douglas.....	30%
Mix.....	70%
Ohio Tool Co.....	70%
P. S. & W.....	20%
Swan.....	20%
Wetherby.....	20%
C. E. Jennings & Co., No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%
TANGED AND MISCELLANEOUS—	
Box.....	60 & 10%
Buck Bros.....	30 & 10%
Butchers'.....	\$4.75 @ \$5.00 to £
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to £
Tanged Firmers.....	40 @ 40 & 10%
COLD CHISELS—	
Good quality, lb.....	18c @ 20c
Snell's Best C. S.....	50%

## Chucks—

Beach Patent, each, \$8.00.....	20%
Cushman's:	
Combination.....	40%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

## Clamps—

Adjustable, Cincinnati.....	25 & 10%
Adjustable, Hammers.....	15%
Adjustable, Stearns'.....	30%
Malleable, Stearns'.....	75%
Cabinet Makers or Quilt Frame,	
Sargent's.....	45%
Carpenter's, Cincinnati.....	25 & 10%
Carriage Makers', Sargent's.....	50 @ 50 & 10%
Carriage Makers', Stearns'.....	50 @ 50 & 10%
Carriage Makers', P. S. & W. Co.....	40 & 10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40 & 10%

## Cleaners, Sidewalk—

Challenge Shank.....	doz \$3.25
Star Shank.....	4.00
Star Socket.....	4.25

## Clippers—

## HORSE—

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine,	
Each.....	\$15.00 net
New '98, Chicago.....	Each 8.75 net
TOILET	
Chicago Flexible Shaft Co.'s:	
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

## Clips—

Norway Axle.....	60 & 10 & 10%
Norway Spring Bar Clips.....	60 & 10 & 10%
Superior Axle Clips.....	60 & 10 & 10%

## Coffee Mills—

Box and Slide.....	50 & 10 @ 60%
Enterprise Mfg. Co.....	25 @ 30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Waddell's New Box Mills.....	10%
Ideal Brand, New List.....	60 @ 60 & 10%

## Coil Chain—

See Chain.

## Compasses, Dividers, &amp;c.—

Athol Calipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50 & 5%
Dividers.....	65%
Compasses, Calipers, Dividers,	
70 @ 70 & 10%	
Copeland's Extension.....	40%
Stevens' "Ideal".....	25 & 10%
Stevens' "Leader".....	25 & 10%

## Starrett's Fay's Patent

Spring Calipers and Div.....	25 & 10%
Wright's.....	33 1/2%

## Coopers' Tools—

Bradley's.....	20%
Barton's.....	20 @ 20 & 5%
Beatty's.....	33 1/2%
L. & I. J. White.....	20 @ 20 & 5%
Sandusky Tool Co.....	25 & 10 @ 30 & 10%
Shaves, Cincinnati Tool Co.....	15 @ 15 & 10%

## Corkscrews—

Detroit Cork-Screw Co.....	33 1/2%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40 & 10%
Samson.....	doz \$10.00
Williamson's.....	40%

## Corn Hooks—

Kretzinger Cut-Easy.....	doz \$3.00 net
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## Corn Knives and Cutters—

Bradley's.....	net
Wadsworth's.....	net

## Countersinks—

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50 & 10%

## Crayons—

Sargent's List.....	20%
Dixons:	
Eclipse.....	doz \$3.75
Emerald.....	5.00
Oriole.....	5.00
Rainbow.....	2.81
Solid.....	7.50

## Curry Combs—

Fitch's List, Nov. 20, '96.....	25 & 10%
Kohler's.....	30 @ 35%
New York Stamping Co. List, Sept.	
17, '97.....	40%
Perfect.....	40%
Rubber, doz. \$7.50.....	20 & 10%
Southington Cutlery Co.'s.....	25 & 10%

## Cycle Hangers—

Lane's.....	33 1/2 @ 5%
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## Diggers—

See Post Hole, etc.

## Dividers—

See Compasses, Dividers, etc.

## Dog Collars—

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40 & 10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	80 & 10%
Leather.....	40%
Union Hardware Co. New List	
50 @ 50 & 10%	

## Door Bolts—

See Bolts, Door.

## Door Checks—

Bardsley's.....	33 1/2 @ 40%
Columbia.....	50 & 10%
Eclipse.....	50 & 10%
Home.....	45 & 10 @ 15 & 10 & 10%
Norton's.....	50 @ 50 & 10%
Ogden's.....	33 1/2 @ 40%

## Door Springs—

Champion (Coll).....	50%
Gem (Coll), list Oct. '95.....	20%
Rubber, complete, doz. \$5.50.....	45 @ 50%
Star (Coll), list Oct. '95.....	20%
Torrey's Rod, 39 in., doz.....	\$15.00
Torrey's Rod, 43 in., doz.....	42.00
Victor, Coll.....	50 & 10 & 10%

## Drawer Pulls—

Sargent's List.....	60%
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## Drawing Knives—

Adjustable Handle.....	25 @ 25 & 10%
Bradley's.....	35%
Douglas.....	70 & 10%
Jennings & Griffin.....	66 2/3%
Mix.....	70 & 10%
Ohio Tool Co.....	70 & 10%
P. S. & W.....	70 & 10%
Wetherby.....	70 & 10%
Watrous.....	30 & 10%
L. & I. J. White.....	20 & 5 @ 25%

## Drills and Drill Stocks—

Automatic Boring Tools.....	50%
Bench, Manners.....	66 2/3%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25 & 10%
Breast, Goodell's.....	25 @ 30%
Breast, Millers Falls, each \$3.00.....	15 @ 10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33 1/2%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	20 @ 20 & 5%
Ratchet, Moore's Triple Act.....	25 @ 30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20 @ 25%
Stearns' Bench.....	30%
Upright, B. & F.....	50%
Hand, Goodell's.....	30 & 10%
Whitney's Hand Drill, No. 1, \$10.00.....	\$10.00
Adjustable No. 10, \$12.00.....	33 1/2%
Wilson's Drill Stocks.....	10%

## TWIST DRILLS—

See Augers and Bits.

## BLACKSMITHS'

Coe's.....	60%
Prentice.....	60%

## Drug Mills—

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25 @ 30%

## Easy Lawn Swings—

Ulrich Mfg. Co.....	doz. \$85.00
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## Egg Beaters—

Dover Stamping Co.:	
New Dover, doz. 75 cts., gro. \$7.50	
Extra Family Size.....	doz. \$3.40
Keystone.....	33 1/2%
Spiral.....	doz \$4.25 @ \$4.50
Standard Co.:	
Dover, No. 5.....	\$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

## Emery—

Genuine Turkish Walpole Mills,	
No. 6 to 46, lb.....	10c
No. 54 to 150, lb.....	10c
Flour, lb.....	8c

## Enameline—

No. 4.....	doz. \$4.50
No. 6.....	7.20

## Escutcheons—

Wood.....	25%
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## Expansive Bits—

See Augers and Bits.

## Farriers' Knives—

"Challenge".....	doz. \$3.00
Popes.....	8.00
Wilkinson's.....	\$3.00 net
Westenholm's.....	\$3.25. 10%

## Faucets—

Brass Globe Cocks.....	70 @ 70 & 5%
Brass Racking.....	70 @ 70 & 5%
Compression Bibbs.....	50 & 10 @ 60%
Red Cedar.....	40 @ 40 & 10%
Red Cedar, bbl. lots.....	50%
Frary's Pat. Petroleum.....	70 @ 70 & 10%
John Sommer's "Peerless," Tin	
Key.....	40%
John Sommer's "Boss," Tin Key.....	50%
John Sommer's "Victor," Metal	
Key.....	50 & 10%
John Sommer's "Duplex," Metal	
Key.....	60%
John Sommer's "Buckeye," Metal	
Key.....	40%
John Sommer's "Rochester," Metal	
Key.....	50%
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Crescent," Metal	
Key.....	60 & 10%
John Sommer's "Diamond," Lock.....	40%



<b>Fish Sealers—</b>	<b>Griddles—</b>	<b>Hangers—</b>	<b>N. E. Reversible, # doz. \$5.60.....60%</b>
Covert's Saddlery Works:	Cronk's.....70%	American Trackless.....38½@20%	N. Y. State, # doz. \$4.90.....60%
Great American.....60&20%	<b>Grindstone Fixtures—</b>	Barn Door, old pattern.....60&10%	Shepard's, Nos. 1, 2, 3.....60&10%
Fitch's.....25&10%	P., S. & W. Co.....50&10%	Barn Door, New England.....66½@70%	Western, # doz. \$4.20.....60%
<b>Fluting Scissors—</b>	Russell & Erwin.....70&10%	Barry, #6.00.....50&10%	<b>BLIND HINGES—</b>
List.....45%	Sargent's Patent.....70&10%	Best Anti-Friction.....60&10%	Clark's:
<b>Forges—</b>	Stowell.....55&10%	Challenge Barn Door.....50%	Lull & Porter, Nos. 0, 1, 1½, 2, 2½,
Boynton & Plummers.....60%	<b>Gunpowder—</b>	Cronk's Roller Bearing.	3.....70&10%
<b>Forks—</b>	See Ammunition.	No. 0.....\$1.50 net per dozen.	Mortise Gravity.....50%
Steel Goods Association List, Aug. 1, 1899.	<b>Gun Wads—</b>	No. 4.....5.50	Nos. 1, 3, 5.....70&10%
Barn or Ice Forks.....40&5%	See Ammunition.	No. 5.....6.50	Nos. 40 and 50.....70%
Ballast or Stone Forks.....40&5%	<b>Hafts—</b>	Cronk's Steel, cov'd, Loose Axle.60&5%	Huffer.....55&60%
Beet Forks.....40&5%	<b>Halter Chain—</b>	Coburn.....40%	Parker.....70&10%
Coal Forks.....40&5%	See Chain.	Davis Parlor Door.....50&50&5%	Sargent's, Nos. 1, 3, 5, 11, 13.....70&10%
Coke and Cotton Seed Forks.....40&5%	<b>Hammers—</b>	Duplex (Wood Track).....60&10&5%	W. H. Co.'s No. 2 Mortise Gravity.....60%
Hay Forks, Four Tine, Standard	<b>Handled Hammers—</b>	Kidder's.....50&50&10%	Stanley's Steel Gravity Blind Hinges,
Size.....66½%	Atha Tool Co.....50&10%	Lane's Barn Door:	No. 1, 647½, no Screws, 75c., with
Hay Header and Baler Forks, Four	Humason & Beckley.....40&10%	Barn Door, Standard.....60&10%	Screws, \$1.20 # doz. sets
Tine.....60&30%	Dunlap's Patent.....25%	Covered.....50&10&10&5%	Stanley's Rolled.....20&10%
Manure Forks, Four Tine.....75%	Magnetic Tack, Nos. 1, 2, 3 \$1.25.	Special.....60&10%	Stanley's Rolled Center.....30%
Manure Forks, Five and Six Tine.....70%	\$1.50 & \$1.75.....40&10%	No. 50.....50&10%	<b>Hitching Cords—</b>
Grain or Barley Forks.....70&10&2½%	H. & B., Tack.....50&10%	Parlor:	Covert Mfg. Co.....45%
Heavy Mill, Manure or Street Forks.75%	Maydole's.....83½&5&40&10%	Standard.....# set, net, \$3.50 @ \$3.60	<b>Hoes—</b>
Oyster Forks.....40&5%	Peck, Stow & Wilcox.....40%	Ball Bearing.....4.00 @	Steel Goods Association List, Aug. 1,
Potato Digging Forks.....65%	Payette R. Plumb:	New Model.....2.75 @	1899.
Potato Scoop Forks.....50%	Artisan's Choice, A. E. Nall.33½&10%	New Champion.....2.40 @	Asphalt Hoes.....65%
Shaving Forks.....40&5%	Engineers and B. S. Hand.....60%	Manhattan.....60%	Cotton Hoes.....70&10&10&5&2%
Sludge Forks.....40&5%	A. E. Nall.....33½&5%	McKinney's "None Better," No. 2,	Cotton Chopper Hoes.....75&10&7½%
Socket Hay Forks, Four Tine.60&5%	Other Brands.....40&10%	No. 1, \$15.00; No. 2, \$20.00;	Garden Hoes.....75&2%
Socket Manure Forks, Four Tine.....70%	Sargent's New List.....40&40&10%	No. 3, \$25.00; No. 4, \$35.00.60&10&2½%	Harper's No. 7 Mortar Hoes.....65%
Socket Spading Forks, four Tine,	Ulrich's Handy.....# doz. \$3.00	Warner's Patent.....20&10&10%	Jersey Hoes.....65%
70&5&5&2½%	Verres.....50&10%	Wilcox.....40%	Kretzinger, Cut-Ezy.....75&5%
Spading Forks.....70&5%	Warner & Noble's New List.....25%	<b>Harness Snaps—</b>	Ladies' Cotton Hoes.....75&10&7½%
Stone Picking Forks.....65%	<b>HEAVY HAMMERS AND SLEDGES—</b>	See Snaps.	Laid Steel Edge Hoes.....25&5&2%
Tanner's Forks.....40&5%	Under 3 lb.....# lb 40c 75&10&5%	<b>Hasps and Staples—</b>	Meadow and Rhode Island Hoes, 75c
Hay Forks, Three Tine, Standard	3 to 5 lb.....# lb 80c 75&10&5%	McKinney's "Perfect," \$1.10 # doz.	5&2½%
Size.....66½%	Over 5 lb.....# lb 30c 75&10&5%	40&10%	Mortar and Street Hoes.....75&7½&2%
Hay Header and Baler Forks, Three	Heavy Weights.....75&10&10%	Wrought.....80&10&85%	Planter Hoes, Regular Pattern.....70&30%
Tine.....67½&2½%	Wilkinson's Smiths.....9½c @ 10c # lb	Wrought, Stanley.....80%	Rough Flush Shank Cotton Hoes
Hay Forks, Two Tine, Standard	<b>Hammock Ropes—</b>	<b>Hatchets—</b>	75&12½%
Size.....65%	Covert Mfg. Co.: Jute.....35%	See Axes.	Special Hoes.....75&10&5%
<b>Fruit, Wine and Jelly Presses.</b>	Sisal.....20%	<b>Hay Hooks—</b>	Special Mortar Hoes.....40&10&2½%
Enterprise.....20@25%	<b>Hand Cultivators—</b>	Humason & Beckley.....60&10%	Sunhem Meadow Hoes.....75&5&2½%
<b>Fry Pans—</b>	Ulrich Mfg. Co.: Osborne's.....# doz., \$15.00	<b>Hay Racks—</b>	Tobacco Hoes.....75&20%
Acme Fry Pans.....70@70&5%	<b>Handles—</b>	Baxter Wrought Iron, No. 1, \$1.00,	Toy Ladies' and Boys' Hoes.70&10&10%
Burnished, regular goods.....75@75&10%	IRON, WROUGHT OR CAST—	net; No. 2, \$1.50, net.	Truck Hoes.....50&10&2%
Standard List.....70&10&75%	Chest Handles, Sargent's.....50&10%	<b>Hay and Straw Knives—</b>	Warren Hoes.....60%
No.....0 1 2 3 4	Chest Handles, Stearns' No. 1, Door	Auburn Hay, Com. and Spear Point .50%	Weeding Hoes and Rakes.....75%
# doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25	or Thumb.....80c.70%	Auburn Straw.....40%	<b>Hollow Augers—</b>
No.....5 6 7 8	Nos.....0 1 2 3 4	Lightning, from jobbers.....60&5%	See Augers and Bits.
# doz.....\$6.00 \$7.00 \$8.00 \$9.00	# doz. \$1.00 \$1.08 \$1.35 \$1.50	Wadsworth's.....40%	<b>Hollow Ware—</b>
<b>Fuse—</b>	50&10%	<b>Hinges—</b>	IRON—
Common Hemp Fuse, # 1000 ft.	50&10%	WROUGHT IRON HINGES—	Lalance & Grosjean Mfg. Co.:
\$4.50.....25%	50&10%	Corrugated Strap and T, 66½&10@	A rate-Nickel-Ware.....40&10%
Common Cotton Fuse, # 1000 ft.	50&10%	70&10%	Pearl, Agate.....40&10%
\$4.75.....25%	50&10%	Rolled Blind Hinges, Nos. 32 and 34,	Peerless Enamelled Ware.....70%
Single Taped Fuse, # 1030 ft. \$8.00.25%	50&10%	60&10%	Crystal Steel-Ware.....50&10%
Double Taped Fuse, # 1000 ft.	50&10%	Rolled Plate.....70%	Blue and White-Ware.....40&10%
\$10.00.....25	50&10%	Rolled Raised.....70%	White-Ware.....33½&10%
<b>Gate Hinges—</b>	50&10%	Plate Hinges, "Providence," 6 to 12	<b>STOVE HOLLOW-WARE—</b>
See Hinges.	50&10%	in., # lb, 5c., 14 to 33 in., # lb, 4c.	Ground.....60&10&10%
<b>Gauges—</b>	50&10%	6 to 12 in., # lb, 3½c.	Unground.....70&5%
Bemis & Call's Steel.....50%	50&10%	14 to 20 in., # lb, 3½c.	<b>WHITE ENAMELED WARE—</b>
Boas, Screw Pitch.....33½%	50&10%	22 to 36 in., # lb, 3c.	Boilers and Saucepans.....45&50%
Clapboard.....25&10%	50&10%	Screw Hook	Mashin Kettles.....70&70&10%
Marking, Mortise, etc. 55&10&55&	50&10%	and Strap,	Tinned Boilers and Saucepans.....45&50%
10&10%	50&10%	6 to 12 in., # lb, 3½c.	<b>SILVER-PLATED—</b>
Stanley's.....60&10%	50&10%	14 to 20 in., # lb, 3½c.	4 mo. or 5¢ cash in 30 days.
Stanley's Chisel.....30&10%	50&10%	22 to 36 in., # lb, 3c.	Hartford Silver-Plate Co.....40&5%
Starrett's Surface, Center and	50&10%	<b>STRAP AND T HINGES—</b>	Holmes & Edwards Silver Co.40&15&3%
Scratch.....25&10%	50&10%	Light Strap Hinges. 66½@66½&10&10%	Meriden Britannia Co.....40&5%
Copeland Champion Bit, # doz.	50&10%	Heavy Strap Hinges.....70@70&10&10%	Reed & Barton.....40&5%
. \$2.00 net	50&10%	Light T Hinges.....50&10&40&10%	Rogers & Brother.....40&5%
Stube's Wire and Drill.....20%	50&10%	Heavy T Hinges.60&10&60&10&10%	Simpson, Hall, Miller & Co.....40&5%
Wire, Morse's.....25%	50&10%	Extra Heavy T Hinges.....66½@70&10%	William Rogers Mfg. Co.....40&10%
Wire, P. S. & W., low list.....10 & 10%	50&10%	Long Chest Hinges.....45&50&10%	<b>Hooks—</b>
Wire, Wheeler, Madden & Co.....10%	50&10%	Hinge Hasps.....4c @ 50&10%	AGRICULTURAL—
<b>Gimlets—</b>	50&10%	Crate Hasps.....45&50&10%	Potato, all kinds.....70%
"Diamond" Gimlets, # gr. \$4.00@ \$4.25	50&10%	Crate Hinges.....66½@70&10%	Manure.....70%
Double Cut.....40&10&50%	50&10%	<b>SPRING HINGE—</b>	Iowa F. T. Co.'s Clam.....60&10&2½%
Metal Head.....50&10%	50&10%	Bommer's.....33½%	<b>BUSH—</b>
Wood Head.....50%	50&10%	Bardeley's Patent Checking.....15%	Jennings & Griffin's.....33½&5%
Swan's, German Pattern.....40&10%	50&10%	Chicago.....25%	<b>CORN—</b>
<b>Gimlet Bits—</b>	50&10%	Champion.....60%	Kretzinger Cut-Ezy.....# doz. \$3 net
See Augers and Bits.	50&10%	Kell's American.....80%	<b>CAST IRON—</b>
<b>Globe and Racking Cocks—</b>	50&10%	Matchless, Double Acting Pivot.....25%	Bird Cage, Sargent's list.....60&10&10%
See Faucets.	50&10%	New Idea, No. 1.....# gr. \$7.50	Bird Cage, Reading.....60@60&10%
<b>Glue—</b>	50&10%	New Idea, No. 2.....# gr. 18.00	Bird Cage, Williamson.....50%
Dodd's Liquid Glue.....25&25&10%	50&10%	Rex.....# gr. 18.00	Ceiling, Sargent's list.....50&10%
Le Pages Liquid.....25&25&10%	50&10%	Royal, Japanned.....66½%	Chandler.....70%
Mystic.....40%	50&10%	Rubber.....66½%	Clothes Line, Sargent's list.....50&10%
Martins.....40%	50&10%	Sargent's List, 1894:	Coat and Hat, Sargent's list.....50&10%
<b>Glue Pots—</b>	50&10%	Bronze Metal.....70&10&10%	Coat and Hat, Reading.....60&10%
Tinned.....40&5&40&10&5%	50&10%	Japanned Surface, Single.....70&10%	Coat and Hat, Stowell.....70%
<b>Graters—</b>	50&10%	Japanned Surface, Double.....60&10%	Harness, Sargent's list.....50@50&10%
Champion Nutmeg.....# doz. \$9.00	50&10%	Mortise.....70&70&10&10%	Lamp.....5c
Edgar's Nutmeg.....# gro. \$10.50. 10%	50&10%	Model.....70&70&10&10%	Picture.....75c
Enterprise.....25@80%	50&10%	Tuscan Surface, Single.....70%	Screw Hat.....70%
Rotary Nutmeg.....# gro. \$9.00	50&10%	Tuscan Surface, Double.....60&10%	Wardrobe.....65%
<b>Griddles—</b>	50&10%	Vigilant.....60%	<b>WROUGHT IRON AND STEEL—</b>
Atkins.....40%	50&10%	Stearns.....75%	Cotton.....# doz. \$1.35
Champion.....45&45&10%	50&10%	Union Spring Hinge Co.'s List,	Cotton Pat. (N. Y. Mallet & Handle
<b>CROSS-CUT SAW HANDLES—</b>	50&10%	March, 1894.....20%	Works).....20%
Atkins.....40%	50&10%	Union Mfg. Co.....25%	Hammock Hooks, E. C. Stearns,
Champion.....45&45&10%	50&10%	Wiles', No. 1, # gr., \$16.00; No. 2,	# doz.....50c
<b>Grindstone Fixtures—</b>	50&10%	\$18.00	Picture, T. & S. Mfg. Co.....75c
P., S. & W. Co.....50&10%	50&10%	<b>GATE HINGES—</b>	Tassel, T. & S. Mfg. Co.....50&10%
Russell & Erwin.....70&10%	50&10%	Automatic.....# doz. \$12.50, 50%	Wrought Staples, Hooks, &c.
Sargent's Patent.....70&10%	50&10%	Clark's, Nos. 1, 2, 3.....50&10@60&10%	See Wrought Goods.
Stowell.....55&10%	50&10%	N. E., # doz. \$7.80.....60%	

## MEAT—

Enterprise	40%
Humason & Beckley	80&10%

## WIRE—

Atlas Coat and Hat	45%
Bell	75&75&10%
Crecent, Coat and Hat	50&10&60%
Wire Coat and Hat, Acme	50&10&50
	&10&5%
Wire Coat and Hat, Gem	50&10&50
	&10&5%
Wire Ceiling, Gem	50&10&50&10&5%
Wire Coat and Hat, Standard	45%

## MISCELLANEOUS—

Covert Mfg. Co.	
Safety Gate and Scuttle Hooks	35%
Grass No. 2, \$1.65; 3, \$1.80; 4, \$2.00	
Hooks and Eyes—Brass	60&10%
Hooks and Eyes—Mal. Iron	70&70&10%
Cotton, Box and Hay	80&60&10%

## Horse Clippers—

See Clippers.

## Horse Nails—

Nos. 6 7 8 9 10	
A. C.	25c 23c 22c 21c 21c
	40&10%
American, all sizes	10½c net
Nos. 6 7 8 9 10	
Ausable	28c 26c 25c 24c 23c
Anchor	23c 21c 20c 19c 18c
C. B. K.	25c 23c 22c 21c 21c
Capwell	19c 18c 17c 16c 16c
Champlain	28c 26c 25c 24c 23c
	40&5&2%
Clinton Fin	19c 17c 16c 15c 14c
Essex	28c 26c 25c 24c 23c
	40&10&50%
Lyra, all sizes	9½c net
Maud S.	25c 23c 22c 21c 21c
Neponset	25c 23c 22c 21c 21c
Northwestern	25c 23c 22c 21c 21c
	25&25&5%
Putnam	23c 21c 20c 19c 18c
Snowden	9½c 9½c 9½c 9½c 9½c
Vulcan	23c 21c 20c 19c 18c
	25&10%

## Horse Shoes—

Horse and Mule, per keg	\$3.75
Burden's, all sizes	5.70
Bryden, Phoenix, Perkins, &c.	3.75
Diamond State, Shoenberger, Crescent, &c.	\$3.75&5%
Factory Shipments	

## Horse Ties—

Covert Mfg. Co.	
Cotton	45%
Hemp	45%
Jute	35%
Sisal	20%

## Hose, Rubber—

Boston Belting Co.	
"Boston"	50%
Competition	70%
Extra	60%
N. J. Car Spring & Rubber Co.	
Extra Para	40&10%
Reliable	50&10%
Staple	60&10%
Standard	70&10%

## Ice Awns, Chippers, &amp;c.—

Copeland Ice Pick	gr. \$9.00 net
Crown	net
Gem Ice Shave	net
Sargent's Ice Awns	55%
Snell's	50%
Star	net

## Ice Cream Freezers—

See Freezers, Ice Cream.

## Ice Shredders—

Enterprise, No. 33	gr. doz. \$6.00. 25&30%
No. 34	gr. doz. 15.00. 25&30%

## Jack Chain—

See Chain.

## Jack Screws—

See Screws.

## Kettles—

Span Brass, Plain	15&20%
Span Brass, plated inside with White Metal	10&15%

## Knives—

Ames'	
Bread Knives, gr. doz. \$1.50	20%
Butcher Knives	25%
Shoe Knives	25%
Cronk's Chopping	38½%
Dunlap Kitchen and Bread Knives	25%
Foster Bros. Butcher, &c.	30%
Goodell's	
Bread Knives Ass'n list	net
Butcher	net
Shoe Knives	40%
Hay and Straw, see Hay Knives	
Table and Pocket, see Cutlery	
Wilson's Butcher Knives	net

## Knives, Hay and Straw—

See Hay Knives.

## Knobs—

Bardsley's Wood Door, Shutter and Base	10%
Base, Rubber Tip, 2½ in. Bead, gr. \$1.50	
Carriage, Jap.	gr. 80c. 60%
Door Mineral, R. & E. list	50%
Door Por. Jap'd	50%
Door Por. Nickel	50%
Picture, Judd's	50&10%
Picture, Sargent's	60&10%
Yale & Towne Wood	net

## Latches—

Cronk's Barn Door	gr. doz. Net, \$2.25
Lane's Barn Door	40&40&10%

## Lawn Mowers—

Champion	75&10%	
Clipper Improved	50&10&10&5%	
Continental	60&10%	
Enterprise	40&10%	
Genuine Philadelphia Mowers:		
Styles M., S., C., K., T.	70&10%	
Style A. (all steel)	60&10%	
Style E., Low Wheel	60&10%	
Style E., High Wheel	70&10&5%	
Drexel, low list	60%	
Gold Colts, low list	60%	
Great American	70&10%	
Imperial	60&10&10%	
New Departure, High Wheel	70&10%	
New Departure, Low Wheel	75%	
New Easy	60&10&60&10&10%	
New York	60&5%	
Pastime:		
12 in.	14 in.	16 in.
\$6.00	\$6.25	\$6.50 each net
Pennsylvania		60&10%
Racine		60%
Rapid Transit		70&10%
Standard		60&5%
Sunbeam		60&10%

## Lawn Sprinklers—

Enterprise	25&30%
Gibbs Arc	gr. doz. \$10.00
Gibbs Hustler	gr. doz. 5.00
Philadelphia Lawn Mower Co.:	
Philadelphia Lawn Sprinkler:	
No. 1. No. 2. No. 3.	
gr. doz. \$12.00 \$15.00 \$24.00	30%

## Leaders—

Covert Mfg. Co. Cattle	45%
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## Lead Pipe, Etc.

Lead Pipe, full lengths	6c
Lead Pipe, cut lengths	6½c
Lead Pipe, Tin Lined	12½c
Block Tin Pipe	87½c
Sheet Lead, full rolls	7c
Sheet Lead, cut rolls	8c
Quantity discount	30%

## Lemon Squeezers—

Berger Bros. gr. doz. 8-in. \$1.00; 10-in. \$1.40	
Dean's, Nos. 1, gr. doz. \$3.50; 2, \$3.85; 3, \$1.65; Queen, \$2.50, net	
Hotchkiss, Straight Flush, gr. doz. \$9.60	
Jennings' Star	gr. doz. \$1.90&2.00
Little Giant	60&60&5%
Porc. Lined, Iron	\$3.25&\$3.50
Porc. Lined, Wood	gr. doz. \$6.00
	80&10&40%
Wood, Common, gr. gross, No. 0, \$5.00; No. 1, \$4.50; No. 2, \$10.00	

## Letter Box Plates—

Name Door Plate	50&50&10%
Name Plate	70%
Number Door Plate	60&60&10%
Sargent's	60&10&70%

## Levels—

C. E. Jennings & Co.'s:	
Hexagon	25&10%
Iron Bench, new design	25&10%

## Lifters—

See Transom Lifters.

## Lines—

Cotton and Linen Fish, Draper's	50%
Cotton Chalk, 20 feet	60&10%
Cotton Trot	58½%
Masons':	
Colored Cotton	40&10%
Flax	40&10%
No. 0 to 5	25%
Samson Cotton, No. 4, \$2.00; No. 4½	\$2.50. 10%
Silver Lake, Braided, No. 0, \$6.00; No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 gr. gross	25&30%
Ventilator Cord, Samson Braided, White or Drab Col. gr. doz. \$7.50	20%
Wire Clothes, 100 feet, No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75	

## Loaded Shells—

See Ammunition.

## Locks—

DOOR LOCKS, LATCHES, &c.	
Brantford Lock Co.	Let prices
Champion Night Latches	40%
Moore's Elevator Door	40%
Norwalk Lock Co.	40%
Plate	38½%
R. & E. Mfg. Co.	45&10%
Reading Hardware Co.	40%
Sargent & Co.	40%
Yale	net prices

## CABINET—

Eagle Lock Co.	38½%
Corbin	38½%
Yale	38½%

## PADLOCKS—

Acme Bicycle and Satchel, gr. doz.	\$9.00. 40%
Ames Sword Co.	40%
Brown's Brass	25%
Brown's Chain	25%
Champion	40%
Eagle	40%
Scandinavian	90&25%
McWilliams	25%
Smith & Egge Bicycle	50%
Wrought Iron	75&10%
Yale Lock Co.	net prices

## TRUNK—

Corbin's	25%
Eagle	25%

## Machine Bolts—

See Bolts.

## Mail Boxes—

See Boxes, Mail.

## Mallets—

Sargent's List:	
Hickory	50&50&10%
Lignumvitae	50&50&10%

## Mattocks—

Cronk's Garden	25%
Regular Goods	60&10%

## Meat Cutters—

American	30%
Nos. 1 2 3 4 B 5	
Each	\$5 \$7 \$10 \$25 \$50 \$60
Dixon's	gr. doz. 38½%
Nos. 1 2 3 4	
Enterprise	\$14 \$17 \$19 \$30
Nos. 5 10 12 20 22 32	25&25&7½%
Each	\$2 \$3 \$2.50 \$5 \$4 \$6
Hales Pattern, gr. doz.	70&70&5%
Nos. 11 12 18	
	\$27 \$33 \$45
Home No. 1, gr. doz.	\$38. 60%
Little Giant	50&10%
Nos. 305 310 312 320 322	
	\$35 \$48 \$44 \$72 \$68
Miles' Challenge, gr. doz.	45&45&10%
Nos. 1 2 3	
	\$22 \$30 \$40
Woodruff's, gr. doz.	38½%
Nos. 100 150	
	\$15 \$18

## Beef Shavers (Enterprise)

Chadborn's Smoked Beef Cutter

gr. doz. \$80.00

## Meat Juice Extractors—

Enterprise	25&30%
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## Metals, Anti-Friction—

Magnolia Metal Co.:	
Magnolia, Anti-Friction	25c
No Name	15c
Mystic	10c
f. o. b. New York or Chicago.	
Melting Ladles—	
Monroe's Patent	gr. doz. \$4.00, 40%
P. S. & W.	35&10&40%
Reading	58&10%
Sargent's	60&60&10%
Warner's	80%
Mop Wringers—	
Matchless (Canton, O.), gr. doz.	\$12.00
Motors—	
COFFEE MILL—	
Specialty Novelty Co.	each \$5.00

## Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.

Wire Nails and Brads, Paped, Ass'n list, July, 1899	85&5&10%
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## PICTURE—

Brass Head, Combination list	10%
Brass Head, Sargent's list	70&70&5%
Niles' Patent	40%
Porcelain Head, Comb'n list	40%
Porcelain Head, Sargent's list	50%

## FURNITURE—

Antique Bronze	10%
China	25%
Fire Glit.	10%
Plain	40%

## Nail Pullers—

Black Hawk, gr. doz.	\$9.00
Cyclops	35%
Eclipse	gr. doz. 18.00, 25&10&10%
Giant, No. 1, gr. doz. \$18.00; No. 1½, \$16.50; No. 2, \$15.00	30&5%
Lightning	gr. doz. \$18.00, 20%
National	gr. doz. 24.00, 40%
Pelican	gr. doz. \$9.00, 40&40&10%
Scranton, No. 2	gr. doz. \$10.00
Scranton, No. 3	gr. doz. 9.00

## Nail Sets—

Buck Bros.	27½%
Cannon's Diam'd Point, gr. doz.	\$12, 25%

## Humason's

50&10%	
Hunters' Cup Point, Knurled	gr. \$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00&4.75
Round, assorted	3.00&3.25
Square	4.00&4.25
Snell's:	
Octagon	\$4.75
Corrugated	6.50
Knurled	9.00

## Nippers—

Acme	50%
Smith's Cutting	50%
Todd's Cutting	50%

## Nut Crackers—

Acme, Japanned	\$30.00. 40%
Acme, Nickel Plated	30.00. 20%
Turner & Seymour Mfg. Co.	50%

## Nuts—

Off list.

Hot pressed, square, blank	\$5.80
Hot pressed, hexagon, blank	6.50
Hot pressed, square, tapped	5.80
Hot pressed, hexagon, tapped	6.50
Cold punched, plain, square, blank	5.40
Cold punched, hexagon, square, blank	5.80
Cold punched, plain, square, tapped	5.40
Cold punched, plain, hexagon, tapped	5.80

## Oilers—

Brass and Copper	40&10&50%
Cushman & Denison's:	gr. doz.
Gem	50
Leader	60
Perfect Oilers	1.50
Star Pocket Oilers	.75
Draper's:	
Brass	70&10%
Steel	70&10
Malleable, Hammers, New Style,	10&5&20%
Malleable, Hammers, Old Pattern,	50&10%
"Paragon," Brass	5&10&60%
"Paragon," Zinc	70&70&10%
Tower & Lyon Bicycle	25%
Wilmot & Hobbs Mfg. Co.'s Steel	70&10&75%
Anti Rust	60&10&65%
Zinc and Tin	

## Oil Stones, etc.—

OIL STONES—	
Pike's Washita:	
Lily White, gr. lb.	\$ .60
Pike's Washita Mounted No. 1:	gr. doz.
8x2	\$12.00
7x2	11.00
6x2	10.00
5x2	9.00
4x1½	7.00
3½x1	5.80
Discount, 33½&10%	
Pike's Washita Axe Stones:	
About 2x2x¾, to 1½, gr. lb.	\$ .34
About 2x2x½, extra selected	.40
Discount, 33½%	
India Oil Stones	25&33½%

## Packing, Steam—

## RUBBER—

RUBBER—  
 Boston Belting Co.:  
 "Boston" ..... 60%  
 "Excelsior" Plumbago, Pure, #  
 @ \$1.00 ..... 50&10%  
 Extra ..... 60%  
 Standard, Fair Quality ..... 70%

### Percussion Caps— See Ammunition

#### Picks—

Railroad or Adze Eye, 5 to 6, \$12.00;  
6 to 7, \$13.00 ..... 60¢10¢60¢10¢10¢

#### Planes and Plane Irons—

WOOD PLANES—  
Bailey's (Stanley R. & L. Co.) ..... 50¢10¢60¢  
Bench, First Quality ..... 45¢45¢10¢  
Bench, Second Quality ..... 50¢50¢10¢  
C. E. Jennings & Co. .... 50¢10¢  
Molding ..... 40¢5¢

IRON PLANES—  
Chaplin's Iron Planes ..... 50¢10¢60¢  
C. E. Jennings & Co., Iron ..... 50¢10¢  
Sargent's ..... 60¢  
Standard Tool Co. .... 50¢50¢5¢  
Stanley Rule & Level Co.:  
Bailey's ..... 50¢100¢  
Miscellaneous ..... 25¢10¢  
Steer's Iron Planes ..... 50¢1¢

#### PLANE IRONS—

Auburn "Thistle" ..... } 30¢10¢40¢  
Ohio ..... }  
Sandusky ..... }  
Buck Bros. .... 90¢  
Butcher's ..... \$5.00@3.25 to 4  
C. E. Jennings & Co. .... 25¢10¢  
Stanley Rule & Level Co. .... 50¢10¢  
L. & I. J. White ..... 20¢5¢25¢

#### Pliers and Nippers—

Button's ..... 70¢  
Carew's Pat. Wire Cutters ..... 25¢  
Cronk's: .....  
Button Pattern ..... 70¢  
Fencing Pliers, ½ doz. \$12.00 ..... 25¢  
Flat and Round Nose ..... 40¢  
Gas Pliers, No. 100 ..... 40¢  
Stubb's Pat. Pliers ..... 50¢  
Wire Cutter and Bender ..... 60¢  
Hall's Nippers, ½ doz. No. 2, 5 in. \$18.50; No. 4, 7 in., \$21.00 ..... 40¢10¢  
Hall's Pliers ..... 70¢  
Humason & Beckley Mfg. Co. 50¢50¢10¢  
Wm. Johnson's Gas Pliers ..... 60¢5¢  
Morrill's Parallel, ½ doz. \$12.00 ..... 30¢5¢  
Smith's Side Cutting ..... 25¢  
P. S. & W. Cast Steel ..... 50¢50¢5¢  
P. S. & W. Tinnars' Cutting Nippers ..... add 6¢ dis. 10¢

#### Plow Bolts—

See Bolts.

#### Plumbs and Levels—

Cook's ..... 40¢10¢10¢  
Davis' ..... 20¢  
Inclinometers ..... 25¢10¢  
Iron Levels ..... 70¢  
Machinists' ..... 70¢1¢75¢  
Pocket Levels ..... 70¢10¢70¢10¢10¢  
Stanley's Duplex ..... 25¢10¢10¢  
Stratton's Pat. ..... 25¢  
Wood's Extension Sight ..... 25¢

#### Poachers—

See Egg Poachers.

#### Police Goods—

Tower & Lyon's ..... 25¢

#### Polish Metal—

Prestoline Liquid, New List ..... 40¢  
Prestoline Paste ..... 38½¢40¢

#### Polish, Stove—

Dixon's Plumbago ..... ½ lb  
Joseph Dixon's ..... ½ gro. \$5.75, 10¢  
Gem ..... ½ gro. 4 50, 10¢

#### Poppers, Corn—

Round or square, ½ doz. ½ gro. .....  
1 qt. ..... \$ .75 \$ 7.00  
1½ qt. ..... .85 9.50  
2 qt. ..... 1.15 10.50  
Quincy Corn Popper, 1 qt., ½ doz. \$3.00; 2 qt., \$4.00 ..... 38½¢

#### Post Hole Diggers—

Diaston's Samson Digger ..... \$34.00, 25¢  
Ryan's ..... ½ doz. \$20.00, 25¢

#### Post Hole Augers—

Vaughan's, 4 to 9 in. .... 70¢  
Vaughan's, 10 to 12 in. .... 60¢

#### Potato Hooks, etc.—

Hoe Down Hooks ..... 75¢10¢2¢  
Hop Hooks ..... 60¢10¢2½¢  
Potato Hooks ..... 70¢

#### Powder—

See Ammunition.

#### Presses—

See Fruit and Jelly Presses.

#### Primers—

See Ammunition.

#### Pruning Hooks and Shears—

Cronk's Pruning Shears ..... 38½¢  
Cronk's Heavy Pattern, ½ doz., \$2.50 net  
Diaston's Combined Pruning Hook and Saw ..... ½ doz. \$18.00, 25¢25¢10¢  
Diaston's Pruning Hook, ½ doz., \$12.00, 25¢25¢10¢

Henry's:  
Pruning Shears ..... 50¢5¢  
Orange ..... 50¢30¢  
Grape ..... 50¢10¢  
Tree Pruners ..... 75¢

E. S. Lee & Co.'s Pruning Tools ..... 40¢  
P. S. & W. Co.'s Shears ..... 60¢  
Waters' Tree Pruners ..... 75¢10¢  
Wheeler, M. & C. Co.'s Combination ..... ½ doz., \$12.00, 25¢10¢

#### Pulleys—

Awning ..... 60¢60¢10¢  
Axle ..... 50¢10¢60¢  
Brass Screw ..... 45¢10¢  
Ceiling ..... 50¢10¢60¢  
Clothes Line, Japanned ..... 60¢  
Common Sense ..... 60¢  
Dumb Waiter ..... 60¢60¢10¢  
Empire Sash Pulley ..... 60¢  
Hay Fork, Swivel Eye, ½ doz. 4-inch, \$3.75; 6-inch, \$5.00 ..... 55¢  
Hay Fork, Hartz, 4¼-inch, ½ doz. \$6.00 ..... 50¢10¢  
Hay Fork, 5-inch, Solid, \$5.70 ..... 50¢  
Hot House ..... 50¢10¢50¢10¢10¢  
Stowell's Anti-Friction, 5-in. Wheel, ½ doz., \$12.00 ..... 40¢  
Side, Anti Friction ..... 50¢  
Shade Rack ..... 45¢  
Upright ..... 50¢10¢50¢10¢10¢

#### Pumps—

Cistern, Best Grades ..... 50¢10¢60¢  
Pitcher Spout, Best Grades ..... 70¢10¢  
F. E. Myers & Bro.:  
No. 1, Fig. 328, 8 in. Shallow Well Pump ..... \$13.00  
No. 8, Fig. 328, 3¼ in. Shallow Well Pump ..... 15.00  
No. 5, Fig. 307, 3 in. Deep Well Pump ..... 15.00  
No. 6½, Fig. 307, 3¼ in. Deep Well Pump ..... 17.00  
No. 14, Fig. 521, 8 inch Deep or Shallow Well Pump ..... 15.00  
No. 32, Fig. 523, 8 in. Deep Well Pump ..... 17.00  
No. 56, Fig. 381, 3 in. Shallow Well Pump ..... 14.00  
No. 59, Fig. 332, 3¼ in. Shallow Well Pump ..... 17.00  
No. 70, Fig. 333, 2¼ in. Deep Well Pump ..... 15.00  
No. 72, Fig. 333, 3 in. Deep Well Pump ..... 15.00  
No. 73, Fig. 333, 3¼ in. Deep Well Pump ..... 16.00  
No. 102, Fig. 448, 8 inch Lift Pump ..... 9.00  
No. 108, Fig. 448, 8¼ in. Lift Pump ..... 11.00  
No. 128, Fig. 510, 8 in. Lift Pump ..... 7.00  
No. 131, Fig. 510, 3¼ in. Lift Pump ..... 8.50  
No. 225, Fig. 389, Windmill Pump ..... 12.50  
No. 235, Fig. 403, Windmill Pump ..... 16.00  
No. 240, Fig. 406, Regulator Pump ..... 28.00  
No. 265, Fig. 572, Cyclone Tank Force Pump ..... 16.00  
No. 267, Fig. 483, Geyser Tank Force Pump ..... 16.00  
No. 268, Fig. 518, Low Down Tank Force Pump ..... 16.00  
No. 302, Fig. 477, Spray Pump, complete ..... 11.50  
No. 320, Fig. 492, Bucket Spray Pump ..... 5.00  
No. 330, Fig. 547, Knapsack Spray Pump ..... 10.00  
Discount, 50¢ f. o. b. Ashland.

#### Punches—

Bemis & Call Co.'s:  
Cast Steel Drive ..... 50¢5¢  
Check ..... 55¢  
Spring ..... 50¢5¢  
Springfield Socket ..... 65¢  
Morrill's Universal ..... 35¢  
Niagara Hollow ..... 45¢  
Niagara Solid ..... 55¢  
Saddlers' or Drive, good ..... 60¢65¢  
Snell's Tinnars' ..... 50¢  
Spring, good quality, ½ doz., \$1.70@1.80  
Spring, Leach's Pat. ..... 15¢  
Tinnars' Solid, P. S. & W. Co. ½ doz. \$1.44, 55¢  
Tinnars' Hollow, P. S. & W. Co. 20¢2¢

#### Rail—

Barn Door, Light, In. ¼ 5 ¾ ¾  
½ 100 feet ..... \$1.40 1.95 2.60  
Barn Door, "None Better" No. 1, ½ foot ..... 29¢  
Barn Door, "None Better" No. 2, ½ foot ..... 34¢  
B. D. for N. E. Hangers:  
Angular, ½ foot, 6c ..... 70¢  
Double Flange, ½ foot, 8c ..... 70¢  
Carrier Steel Rail, ½ foot ..... 44¢  
Cronk's: .....  
O. N. T. Style, No. 13 ..... 8 c  
Double Braced ..... 34¢  
Lane's: .....  
O. N. T., 1 in ..... \$2.65  
O. N. T., 1½ in ..... 3.50  
Standard, 1½ in ..... 3.75  
Stowell's Wrought Steel ..... 35¢  
Sliding Door, Bronzed Wrought Iron, ½ foot ..... 64¢  
Sliding Door, Steel, Brass Plated, ½ foot ..... 54¢  
Sliding Door, Wrought Brass, 1½ in. ½ ft. 36c ..... 10¢20¢  
Victor Track Rail, 7c ½ ft. 60¢10¢25¢

#### Rakes, Etc.—

Cronk's:  
Wrought Steel Garden ..... 60¢20¢  
Queen City Lawn ..... 40¢

Steel Garden Rakes ..... 70¢5¢2¢  
Steel Garden Rakes Stamped Blank 70¢  
Steel Road Rakes ..... 65¢  
Steel Tar or Asphalt Rakes ..... 5¢  
Turf Edger ..... 60¢5¢  
Turk Bow Braced Steel ..... 70¢5¢2¢  
Peerless Shank ..... 70¢5¢2¢  
Peerless Socket ..... 70¢5¢2¢  
Level Head Shank ..... 70¢5¢2¢

#### Rasps, Horse—

Diaston's ..... 70¢  
New Nicholson Horse Rasp ..... 70¢  
See also Files.

#### Razors—

Electric ..... List net  
J. R. Torrey Razor Co. .... 20¢  
Wostenholm and Butcher, \$10.00 to £ ..... 10¢

#### Registers—

##### HOT AIR—

New List, Feb. 1, 1899:  
Black Japanned ..... 30¢  
White Japanned ..... 25¢  
Bronze Finishes ..... 30¢  
Electro-Plated ..... 30¢10¢  
Nickel Plated ..... 30¢10¢  
White Porcelain ..... 20¢  
Solid Brass and Bronze Metal ..... 20¢

#### Rings—

See Bull and Hog Rings.

#### Rivets and Burrs—

Belt with Burrs ..... 40¢5¢40¢10¢  
Hose with Burrs ..... 40¢5¢40¢10¢

#### IRON—

List, Nov. 1, 1894.  
Ordinary, in bulk ..... 70¢  
Thousand, in bulk ..... 70¢  
Thousand in papers ..... 70¢  
Coopers', in bulk ..... 70¢  
Block and Carriage, in papers ..... 70¢  
Hame ..... 70¢  
Belt with Burrs, Tinned or Coppered ..... 70¢

#### Rivet Sets—

Regular List ..... 70¢

#### Rollers—

Lane's, Stay ..... 39½¢

#### Rope—

Cotton Rope, Best, ½ lb ¼ inch and larger ..... 15¢  
Medium, ¼ in. and larger ..... 12¢  
Common, ¼ in. and larger ..... 10½¢  
Jute Rope:  
A grade ..... 64¢  
C grade ..... 54¢  
Manila:  
7-16 in. and larger ..... 10 c  
¾ in. ..... 10½¢  
¼ and 5-16 in. ..... 11 c  
Hay Rope, Medium ..... 10½¢  
Sisal:  
7-16 in. and larger ..... 7 c  
¾ in. ..... 7½¢  
¼ and 5-16 in. ..... 8 c

#### Rules—

Athol, Steel ..... 39½¢  
Boxwood ..... 75¢10¢10¢10¢  
Ivory ..... 35¢10¢35¢10¢10¢  
Lufkin's:  
Steel ..... 55¢  
Lumber ..... 50¢10¢  
Miscellaneous, Stanley's ..... 55¢10¢  
Starrett's Rules and Straight Edges, Steel ..... 25¢10

#### Sad Irons—

Chinese Laundry ..... ½ lb 44¢  
Chinese Sad ..... 34¢  
Crown, Polished ..... ½ doz. \$6.50  
Crown, Nickel ..... ½ doz. 7.00  
Common 4 to 10 ..... ½ lb 3¼¢3¼¢

#### COLD HANDLED—

Enterprise Mfg. Co. of Pa. .... 30¢5¢  
Self-heating ..... ½ doz. \$10.00, 25¢  
Self-heating, Tailors', ½ doz. 22.50, 25¢  
Sensible Nickel ..... ½ doz. \$7.00  
Sensible Polished ..... ½ doz. 6.50  
Sensible, Tailors' ..... ½ lb 44¢

#### Safety Fuse—

See Fuse.

#### Safety Lifts—

Burr Mfg. Co., Steel ..... 50¢60¢

#### Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:  
Emery Cloth ..... 50¢10¢  
Garnet Paper ..... 80¢30¢5¢  
Sand and Emery Paper ..... 50¢10¢

#### Sash Chain—

Competition ..... 50¢10¢  
Giant ..... 40¢  
Monarch ..... 40¢10¢  
Red Metal ..... 40¢10¢  
Steel ..... 40¢10¢

#### Sash Cord—

Cable Laid Italian Sash ..... ½ lb 18¢18¢  
Cable Laid Russia ..... ½ lb 18½¢14¢  
Common India ..... ½ lb 10¢12¢  
Common Russia Sash ..... ½ lb 12½¢13¢  
Patent India ..... ½ lb 11¢18¢

#### Samson:

"Mass." White, Cotton ..... 24¢  
"Samson" Braided White, Cotton ½ lb 30¢  
"Samson" Braided Drab, Cotton ½ lb 35¢  
"Samson" Braided Italian Hemp ½ lb 35¢  
"Samson" Braided Linen ..... ½ lb 56¢  
Silver Lake:  
A Quality, Drab ..... ½ lb 40¢, 15¢  
A Quality, White ..... ½ lb 35¢, 15¢  
B Quality, Drab ..... ½ lb 35¢, 15¢  
B Quality, White ..... ½ lb 30¢, 15¢  
United States:  
B Quality ..... ½ lb 18¢  
C Quality ..... ½ lb 16½¢  
White Cotton, Hard Braided ..... ½ lb 16¢

#### Sash Fasteners, Holders, &c.

Sash Lifts ..... 60¢10¢10¢  
Sash Lifts Flush ..... 5¢  
Sash Lifts With Lock ..... 60¢10¢10¢  
Sash Rollers ..... 60¢10¢10¢  
Shutter Bars ..... 60¢  
Shutter Sheaves ..... 60¢  
Window Screen Sash Lifts ..... 60¢5¢

#### Sash Locks—

Champion Meeting Rail ..... 70¢  
Champion Side ..... 60¢  
Davis, Bronze, Barnes Mfg. Co. .... 50¢  
Elting's Ventilating ..... 40¢  
Fitch's:  
Iron ..... 70¢  
Bronze and Brass ..... 60¢5¢  
Gale's Automatic, List Nov., 1897 ..... 65¢  
Ives' Patent:  
Wrought Steel ..... 60¢  
Bronze M. Knob ..... 60¢  
Wrought Bronze and Brass ..... 55¢5¢  
Cast Iron ..... 65¢  
Cast Bronze and Brass ..... 62½¢  
Payson's Perfect ..... 70¢  
Reading ..... 60¢10¢

#### Sash Weights—

Small lots ..... ½ ton \$27.00  
Ton lots at factory ..... \$22.50@25.00

#### Sausage Stuffers or Fillers—

Draw Cut, No. 4 ..... each \$30.00, 30¢  
Enterprise Mfg. Co. .... 25¢25¢7½¢  
National Specialty Mfg. Co. .... 25¢

#### Saws—

Atkins:  
Band 7 to 14 in. Wide ..... 60¢10¢  
Band 2 to 6 in. Wide ..... 60¢  
Band ¾ to 2 in. Wide ..... 60¢  
Butcher, Pruning and Compass, 40¢5¢  
Circular ..... 60¢10¢  
Cross Cut ..... 35¢5¢  
Gang ..... 55¢  
Hand, Panel and Rip ..... 40¢  
Wood ..... 40¢  
Diaston's:  
Circular, Solid and Inserted Tooth 50¢  
Band 3 in. to 14 in. Wide ..... 60¢  
Band ¾ in. to 2¼ in. ..... 70¢  
Cross Cuts ..... 45¢  
Narrow Cross Cuts ..... 55¢  
Mulay, Mill and Drag ..... 50¢  
Framed Wood Saws ..... 35¢  
Wood Saw Blades ..... 40¢  
Wood Saw Rods ..... 20¢  
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 130, 76, 77, 8 ..... 25¢  
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination ..... 30¢  
Compass, Keyhole, Pruning, Dove-tail, &c. .... 25¢  
Butcher Saws and Blades ..... 35¢  
Haines' Needle Point ..... 40¢  
C. E. Jennings & Co.'s:  
Butcher ..... 25¢10¢  
Hand Panel, Rip and other Saws 20¢20¢

#### Peace:

Cross Cuts ..... 45¢10¢  
Hand Panel and Rip ..... 25¢10¢  
Richardson:  
Circular and Mill ..... 50¢50¢10¢  
X Cuts ..... 45¢10¢  
Hand Saws ..... 25¢10¢  
Star, Butcher ..... 25¢  
Woodrough & McParlin Cross Cuts 45¢10¢

#### HACK SAWS AND FRAMES—

Chatillon ..... 30¢  
Diaston's:  
Concave Blades ..... 25¢  
Keystone, Flexible Back and Machine Blades ..... 30¢  
Hack Saw Frames ..... 30¢  
Griffin's:  
Complete ..... 40¢45¢  
Saw Blades ..... 4¢  
Star, Saws and Blades ..... 25¢

#### Saw Filer—

Diaston's D3 Clamp and Guide, \$30.00 ½ doz. ..... 25¢

#### Saw Frames—

C. E. Jennings & Co. .... 20¢  
Richardson's Wood ..... net

#### Saw Sets—

Criterion Saw Sets ..... ½ doz. \$6.00  
Excelsior Saw Tools ..... ½ doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut ..... 30¢5¢  
Hammer, New Pat. .... 45¢  
Plate ..... 25¢  
Spring Hammer ..... 30¢5¢



Disston's Monarch, Nos. 1 & 10 and Star.....25%	Hand Rail.....60&10%	Enterprise.....25&30%	BLACKSMITH'S—
Hart's Pat. Lever.....20%	Lag Screws. List, January 30, 1895.	Enterprise Mfg. Co.....25%	Butterfield's.....35&40%
Kohler's:	Cone Point.....80%	Tucker & Dorsey:	Gardner.....88%&10%
“Giant Royal”.....# doz. \$9.00	BENCH, HAND, ETC.—	1 Knife.....# gro. \$16.50@20.00	Holroyd & Co.....40&50%
“Royal”.....# doz. 6.00	Bench, Iron, # doz., 1 in., \$3.25;	2 Knives.....# gro. 22.50@ 30.00	Lightning Screw Plate.....25%
Leach's.....88%&90%	1 1/2, \$3.50; 1 1/4, \$4.25	Kraut Cutters.....50%	Reece's New Screw Plates.....25&30%
Morrill's:	Bench, Wood, Beech.....# doz. 2.40	Woodrough & McFarlin.....40%	PIPE MAKERS—
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40&30%	Chair.....60&10%	Sledges and Heavy Hammers—	Holroyd & Co.....75&10&80%
Cross Cuts Nos. 3 and 4, \$23.00; No. 5, \$31.00.....40&20%	Hand, Wood.....40%	See Hammers.	Stones—
Richardson's.....25%	Jack Screws, Millers Falls, Roller Bearing.....50%	Slicers—	See Oilstones.
Seymour Smith & Son, Hammer # doz.....\$4.75	Jack Screws, Millers Falls, without Roller Bearing.....50&10%	Vegetable, Enterprise.....25%	Stops—
Stillmans.....# doz. 1.00	Jack Screws, P. S. & W.....40&40&10%	Smiths' Bellows—	See Bench Stops.
Talitors Positive.....\$18.00 # doz. 60%	Jack Screws, Sargent's.....60%	See Bellows.	Store Door Handles—
Scales—	Piano Stool.....50&10%	Snaps, Harness, &c.—	See Handles.
Chatillon's:	Scroll Saws—	Anchor (T. & S. Mfg. Co.).....55%	Stove Bolts—
Eureka.....25%	Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15.....25%	Cockeyes.....60%&65%	See Bolts.
Favorite.....40%	Barnes' Scroll Saw Blades.....40%	Fitch's:	Stove Polish—
Grocers' Trip Scales.....50%	Crickel.....10&10%	Bolt.....45%	See Polish, Stove.
Family, Turnbull's.....80&90&10%	C. E. Jennings & Co.....25%	Bristol.....40&10	Sweepers—
Hatch:	Lester, complete, \$10.00.....15&10%	Champion.....40%	See Carpet Sweepers.
Counter, No. 171 # doz. \$17.00@18.00	Rogers, complete, \$4.00.....15&10%	Clipper.....50&10&5%	Tackle Blocks—
Tea, No. 161.....# doz. 5.75@ 6.00	Scythes, Grass—	Empire.....50&5%	See Blocks.
Union Platform Plain.....2.00@ 2.10	Natural Finish.....# doz. \$7.50@7.75	National.....50&5%	Tacks, Brads, &c.
Striped.....2.15@ 2.25	Polished Blade.....8.00@ 8.15	Victor.....60&5%	List Jan. 15, 1899.
Scale Beams—	Painted or Bronzed.....8.00	German, new list.....40%	American Cut Tacks.....90&10&10%
Chatillon's No. 1.....20%	Weed and Bush.....7.25@ 7.50	Sargent's:	Carpet Tacks:
Chatillon's No. 2.....30%	Seeders—	Patent Guarded.....60%&65%	American, Blued.....90&10&10&10%
Scrapers, &c.—	Raisin, Enterprise.....25&30%	Covered Spring.....50@55%	American, Tinned.....90&10&10&10%
Adjustable Box Scraper (S. R. & L. Co.) \$6.00.....40&10%	Shears—	Covert Mfg. Co.:	Swedes Iron Tacks:
Box, 1 Handle.....# doz. \$2.00	Acme (Cast).....40&40&5%	Breast Strap Buckle Snaps.....45%	S. S.....90&10&10%
Box, 2 Handle.....# doz. \$3.00@4.00	Atina, Steel Japanned.....80&20%	Breast Strap Protector.....45%	S. S. Posters' and Railroad Tacks:
Foot.....55&5@60&5%	Atina, Steel Nickeled.....70&20%	Double for Bits or Trace Carrier.....45%	S. S.....90&30%
Ship Common.....# doz. \$2.40 net	Barnard Lamp Trimmers.....net	Trojan Snaps.....40%	Common and Patent Brads.....70&10%
Ship, R. I. Tool Co.....10%	Heinrich's:	High Grade Snaps.....40%	Finishing Nails.....70&10%
Side Walk—	St. Trimmers, etc. 60&10@60&10&10%	Jockey Snaps.....35%	Gimp Tacks:
Kohler's, Steel No. 7.....# doz. \$3.00	Tailors' Shears.....40%	Derby Snaps.....35%	S. S.....90&40%
Screens—	Tinners' Snips.....40%	Rope Snaps.....40%	Hungarian Nails, Steel.....80&20%
Door—	Pruning. See Pruning Hooks & Shears.	Snaths—	Lace Tacks:
Phillips.....# doz.	Seymour's Standard List:	Scythe.....40@45%	S. S.....90&20%
1/2-in., Style E, Fancy Screen.....\$10.00	Japanned.....70%	Soldering Irons—	Looking Glass Tacks.....70&10%
Doors.....	Nickeled.....60%	Covert Mfg. Co.....20%	Trimmers' Tacks:
1/2-in., Style G, Common Screen.....6.50	Standard Cutlery Co.:	Spoke Shaves—	S. S.....90&10&10%
Doors.....	Japanned.....70&10%	Bailey's (Stanley R. & L. Co.).....50&10%	Trunk and Clout Nails:
1/2-in., Style K, Fancy Screen.....8.00	Nickeled.....60&10%	Iron.....# doz. 50&10%	Steel, Black.....80%
Doors.....	Star Brand:	Millers Falls.....15&10%	Steel, Tinned.....80%
1/2-in., Style K4, Fancy Screen.....8.50	Nickel Scissors.....60%	Seymour Smith & Sons, Iron.....20%	Upholsterers' Tacks:
Doors.....	Nickel Shears.....60%	Wm. Johnson's:	S. S.....90&40%
Window—	Japan Shears.....70%	Wood, Best.....30%	MISCELLANEOUS—
Porter Screen Mfg. Co.....60@60&5%	Tailors' Shears.....40&10%	Wood, 2d quality.....83%&6%	Double Point, in dozens. 90&10&10&10%
Phillips:	Tinners' Snips.....40&10%	Spoons and Forks—	Double Point, in bulk.....80%
Bonanza Screens.....60@60&5%	Shears, Hedge—	Boardman's:	Matting.....80%
Express.....60@60&5%	Wm. Wilkinson & Sons.....50%	Britannia Spoons, Catalogue “C”.....net, List	Shade, in dozens.....90&10&10%
Flyer.....60@60&5%	Sheaves—	Nickel Silver, Catalogue.....net, List	Shade, in bulk.....80%
Perfection Screens.....60@60&5%	SLIDING DOOR—	SILVER PLATED FLAT WARE—	Tack Pullers—
Northwest.....60&10%	Corbin's list.....60&10&2%	L. Boardman & Son, Catalogue “C”.....net List	Columbia, No. 1, # doz., net.....\$1.00
Window Screen Frames.....60&10%	Hatfield's Pattern.....70&10@80%	“1847”.....40&10%	Columbia, No. 2, # doz., net.....1.50
Screw Drivers—	M. W. Co., list July, 1898.....50&10@60&5%	“Anchor”.....50&10%	Little Jack.....# doz., 1.00
Brace Screw Drivers.....25&10&5%	Stowell's Anti-Friction.....50%	“Eagle”.....50&10%	Tapes, Measuring—
Buck Bros.....30%	Patent Roller.....60&10@60&10&5%	“Star”.....50&10%	American Asess' Skin.....40&10&50%
Screw-Driver Bits.....27%&6%	R. & E., list August 15, 1895.....60&10@60&10&5%	Rogers, Smith & Co.....50&10%	Leather Case.....25@25&10%
Champion.....40%	Russell's Anti-Friction, list Decem-ber 18, 1895.....60&2%	Rogers & Hamilton.....50&10%	Steel.....83%&40%
Disston's Flat Blade, Electric, Tele-graph and Cabinet Makers'.....70%	SLIDING SHUTTER—	Holmes & Edwards.....50&10&10%	Chestermans.....25@25&5%
Electric Spiral No. 01.....# doz. \$6.00 net	Reading list.....60%	German Silver, unplated.....50%	Knuffel & Esser Co., New List, 1898:
Electric Spiral No. 02.....# doz. 10.00 net	R. & E. Mfg. Co.'s.....60@60&10%	KNIVES AND FORKS NO. 12—	Steel and Metallic.....85%
Elrich's Socket and Ratchet.....40&10%	Sargent's list.....70%	“1847”.....# doz. net. \$3.50	Lufkin's Steel and Metallic.....25@30%
Pray's Hol. Hdle. Sets, No. 3.....\$12.50	Shells—	“Anchor”.....3.25	Tap Borers—
Howard-Aillard, low list.....50%	See Ammunition.	“Eagle”.....3.25	See Borers, Tap.
C. E. Jennings & Co.....40&10%	Shot—	“Star”.....3.25	Taps—
Jennings & Griffin.....60%&6%	See Ammunition.	Rogers, Smith & Co.....3.25	American Screw Co.:
Jones Reversible Spiral No. 2.....# doz. \$24.00, 50%	Shovels and Spades—	Rogers & Hamilton.....3.25	Machine Screw.....70%
Sargent & Co.'s:	Association prices to small trade.	Holmes & Edwards.....8.00	Holroyd & Co.'s:
No. 1 Forg. Blade.....50&10@50&10&5%	No. 2, Polished, Square or Round Point, D or L Handle:	Springs—	Blacksmiths.....60@65&5%
Nos. 20 and 40.....60%&6%	Point, D or L Handle:	See Door Springs.	Machine Screw.....70&10@75%
Screw-Driver Bits (Snell's) # doz.....60%	A1, B2, 1st Grade. 2d Grade	Spring Balances—	Machinists' Hand.....60@60&10&10%
Stanley R. & L. Co.'s:	Plain Back.....\$10.50 \$9.60	See Balances.	Pipe, 1/2 to 1 1/2.....80@80&10%
No. 64, Varnished Handles.....60&10%	Strap Back.....9.90 9.00	Spring Hinges—	Pipe, 2 to 4.....70@70&10%
No. 88.....70&10%	Cleveland Pattern. 10.20 9.20	See Hinges.	Thumb Latches—
Snell's Nos. 5 and 10.....75%	C3, D4, 3d Grade. 4th Grade	Squares—	See Handed.
Tower & Lyon:	Plain Back.....\$8.70 \$8.10	Disston's Try Square and T Bevels.....60&10%	Tinware—
Champion.....40%	Strap Back.....8.10 7.50	Starrett's Micrometer Caliper Squares.....25%	Stamped, Japanned and Pieced, Net Prices.
Magazine.....25%	Cleveland Pattern. 8.40 7.80	Try Square and T Bevel.....60&10%	Tire Bolts—
Machinists'.....40%	All other sizes, add 30c. doz.	Winterbottom's Try and Mitre.....40&10%	See Bolts.
Balsley's Patent.....38%&6%	Shovels and Tongs—	Nickel-Plated. New List Jan. 5, 1900.....65&10@70%	Tobacco Cutters—
Williamson's:	Brass Head.....60&10@60&10&10%	Steel and Iron.....65&10@70%	National Specialty Co.....40%
Beauty, # doz.....\$1.00 } 40%	Iron Head.....60&10@60&10&5%	Staples—	Enterprise Mfg. Co.....25&30%
Gem, # doz.....90c }	Shutter Bars—	Barbed Blind—1/4, 1/2, and 3/4 inch. # doz.....8%&c. @9c.	Tollet Clippers—
C. T. Williamson Wire Novelty Co.....40%	Ives'.....45%	ENCE—	See Clippers.
Same price as Barb Wire. See Trade Report.	Shutter Bolts—	Same price as Barb Wire. See Trade Report.	Trammel Points—
Stays Rollers—	See Bolts, Shutter.	Stay Rollers—	Backus and Union.....40%
Cronk's, No. 50.....60%&6%	Sifters, Flour—	“Nos. 55 and 56.....70&10%	C. E. Jennings & Co., “Eureka”.....25%
“Nos. 55 and 56.....70&10%	Hunter's Genuine.....# gross, \$10@11.50	“No. 60.....60%	Cook's.....25%
“No. 65.....60&10%	Skate Sharpeners—	“No. 65.....60&10%	Sargent's.....40&10%
Steels—	Eureka.....# doz. \$1.75; # gro. \$18.00	Staples—	Stanley's.....30&10%
Chatillon's.....30%	Slaw and Kraut Cutters—	Barbed Blind—1/4, 1/2, and 3/4 inch. # doz.....8%&c. @9c.	Tower & Lyon.....33%&6%
Stocks and Dies.	Disston's:	BICYCLE—	Prentiss'.....20@25%
Holroyd & Co.....35%	Slaw, Vegetable, Corn Grater, Tur-nip Shredder.....40%	Holroyd & Co.....35%	Tracks, &c.—
	Kraut Cutters, 24x7, 26x6, 30x9.....55%		F. E. Myers & Bro.:
	Kraut Cutters, 36x12, 40x12.....40%		Comb. Car, Double Steel T.....\$3.50
			Comb. Car, Wood Track.....8.35
			Common 6 in. Wood Sheave Pulley, Fig. 438.....# doz. 1.75
			D. H. Fork Steel Regular, each, 8.50
			Double Grapple Fork, each, 8.50
			Double Rail Steel Track, complete with clamps.....# ft. .10
			Faultless Steel Frame K. P. Pulley, Fig. 435.....# doz. 2.15
			Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....# doz. 1.90
			Floor Hooks, 1/4 in.....# doz. .70

Floor Pulley, Wood Sheave, Fig. 486	doz. 2.25
Hanging Hooks for Double Steel Track	doz. .65
Hanging Hooks for Single Steel Track	doz. .65
Hanging Hooks for Wood Track, 10 in.	doz. .55
Hanging Hooks for Wood Track, 14 in.	doz. .65
Malleable Frame K. P. Pulleys, Fig. 676	doz. 2.40
Malleable Rafter Brackets, doz.	1.40
Nellis Fork	each, 1.60
New Myers Iron Rod Car	8.25
Reed Wood Frame Pulley with Hook, Fig. 434	doz. 2.00
Rev. Car, Double Steel Track	3.50
Rev. Car, Wood Track	3.25
Rope Hitch	doz. 1.75
Single Rail Car, Single Steel T.	8.50
Single Rail Steel Track with clamps	ft. 0.1
Sprout's Shear Fork, each	1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, doz.	1.85
Sure Grip Sling Car, Steel or Wood Track	6.00
Walker Fork, each	1.25
Wrought Rafter Brackets, doz.	.40

**Transom Lifters—**

Ajax	50 & 100 & 50 & 10 & 5
Bronze Metal, with Safety Spring	50 & 50 & 10
Crescent	70 & 70 & 10
Dickson's	60
Nickel Plated	50 & 10
Payson's Solid Grip, Nos. 303 and 304, doz.	\$12.00
Shaw's:	
Copper Finished	80 & 10
Lever	70 & 70 & 10

**Traps—**

<b>FLY—</b>	
Balloon	doz. \$1.50, gro. \$15.00
Globe	doz. 1.50, gro. 15.00
Harper	doz. 1.75, gro. 18.00

**GAME—**

Star, Blake's Pattern	60 & 10 & 10
Enterprise Mole	15
H. & N.	65
Newhouse	40
Victor	70 & 5

**MOUSE AND RAT—**

Erie Rat	40 & 40 & 10
<b>Hotchkiss:</b>	
Metallic Mouse	50
Improved Rat	50
New Rat	50
Mouse, Bonanza, doz.	90 & \$1.00
Mouse, Catch-em alive, doz.	\$2.50, 15
Mouse, Delusion	40
Mouse, Ideal, doz.	\$9.00
Mouse, Round Wire, doz.	\$1.50, 10
Mouse, Wood, Choker, doz. holes 10c	
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.18, doz.	\$12.00
No. 3, Rat, doz., \$3.00; case of 50	5.25
No. 3 1/2, Rat, doz., \$4.75; case of 72	4.25
No. 4, Mouse, doz., \$3.50; case of 72	2.75
No. 5, Mouse, doz., \$2.75; case of 150	2.25
Schuyler Rat Killer, No. 1, doz., \$15.00; No. 2, doz., \$15.00	
Mouse, No. 8	9.00
Smith & Egge Mfg. Co.	doz.
Superior Rat Trap	\$15.00
Yankee Mouse Trap	5.50
Yankee Rat Trap	11.00

**Trowels—**

Brade's Brick	80
Dieston's:	
Brick and Pointing	80
Plastering	25
"Standard Brand" and Garden	40

<b>C. E. Jennings &amp; Co.:</b>	
Brick	30
Plastering	25
Pointing	30
<b>Wm. Johnson's:</b>	
Brick	40
Plastering	40
Pointing	40
W. & McP. Plastering	25 & 25 & 10
Peace's Plastering	25 & 25 & 5
Richardson	25 & 25 & 10
"Rose" Brick, Plastering and Moulders	30 & 30 & 10
Sargent's Garden, No. 1	50
Sargent's Garden, No. 15	45

**Vegetable Slicers—**

Enterprise Mfg. Co.	25
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**Vises—**

Solid Box	40 & 40 & 10 & 5
V. W. & W.	40
Fisher-Norris	15 & 10

**PARALLEL—**

<b>Armstrong's:</b>	
Combination	50
Plain and Hinge	60
Athol, Oval Slide	60
Adams, Diamond	40
Bonney's Champion	40
Fisher & Norris Double Screw	15
Holland's	40
Howard's	40
Little Giant Bench	25 & 10
Lowell Hand	33 & 5
<b>Millers Falls:</b>	
Mechanics	net & 10
Oval Slide	50 & 10
Ball Clamp	45
Gravity	net
Hand	15
Moore's	20
Phenix	20 & 20 & 10
Prentiss	20 & 25
Sargent's	70
Slipson's Adjustable	40
Stephens	25 & 33 & 5
Trenton	40 & 40 & 5
Wright's Pipe	40

**SAW FILER—**

Bonney's No. 2, \$15.00	40 & 10 & 50
Cincinnati	40
Stearns Com. No. 0, 1, 2 and 3	50 & 50 & 10
Stearns Rubber Jaw, Nos. 10 and 33	33 & 40
Wentworth's	40

**Wads—**

See Ammunition.	
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**Wagon Jacks—**

Covert Mfg. Co.'s Steel	45
Lane's Steel	33 & 5

**Washer Cutters—**

Otis A. Smith's	20 & 10 & 10
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**Well Wheels—**

Japanned, 8 to 14 inches	70
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**Weed Extractors—**

"Pastime"	doz. \$1.75 net
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**Window Cleaners—**

Barnes Mfg. Co.	40
Clayton's	25 & 10

**Window Stop Adjusters—**

Ives' New List	25 & 5
Taplin's "Perfection"	50

**Wire Gauges—**

See Gauges.	
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**Wire and Wire Goods—**

Brass Wire	20
Bright Wire Goods, New List	85 & 10

<b>Cast Steel Wire</b>	50
Copper Wire	15
Annealed and Tinned on Spools	70
Brass and Copper on Spools	60
Spooled Wire, ass'd for Retailing	70
<b>Market Wire, Bright and Annealed:</b>	
Nos. 6 to 9	75
Nos. 10 to 18	75 & 5
Nos. 19 to 26	75 & 15
Nos. 27 to 36	75 & 10 & 2 1/2
<b>Coppered and Galvanized:</b>	
Nos. 6 to 9	70
Nos. 10 to 18	70 & 5
Nos. 19 to 26	70 & 10
Nos. 27 to 36	70 & 10 & 10
<b>Tinned:</b>	
Nos. 6 to 14	70 & 10 & 10
Nos. 15 to 18	70 & 10 & 5
Nos. 19 to 26	70 & 10
Nos. 27 to 36	70 & 5
<b>Picture Wire, List of Oct. 2, 1900</b>	
Nos. 15 to 18	80 & 10 & 80 & 10 & 10
<b>Steel Music Wire, Nos. 12 to 30, Imported</b>	doz. 60 & 70
Stub's Steel Wire	\$6.00 to \$2 1/2

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

alvanized Wire Netting 30 & 100 & 80 & 20	
Inted Screen Cloth, good quality, 100 sq. ft. \$1.10	1.15

**Wire Rope—**

New List July 1, 1899.	
Cast Steel	30
Iron	30 & 40 & 10
Iron, Galvanized	25 & 10

**Wire Rope Clips—**

Crosby	25
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**Wire Stretchers—**

W. C. Heller's Grip	doz. \$1.50
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**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels, do gal.	57c
Linseed, City, Boiled, in barrels, do gal.	59c
Out of Town on Spot	do gal. 57c
Calcutta, Raw, in barrels	do gal. 85c
Lard, Prime City	do gal. 65 & 60c
Extra, No. 1	47 & 40c
No. 1	41 & 43c

**Paints and Colors—**

Barytes, Foreign Floated, do ton, \$20.00	\$21.00
Barytes, American Floated, do ton, \$19.00	\$20.00
Barytes, Crude	do ton 9.00 & 10.00
White Lead, American, Dry, in bbls.	do lb. 6 & 6 1/2c
White Lead, American, in Oil, in lots of less than 500 lbs.	do lb. net 7c
In lots of 500 lbs. and over	do lb. 6 1/2c
White Lead, Foreign, in Oil, do lb.	8 & 9 1/2c
Litharge, Kegs	do lb. 6 1/2 & 7c
Zinc, American, Dry	do lb. 4 1/2 & 5 1/2c

**Putty—**

In bulk	\$1.90
In bladders	2.40
In cans, 50 lb.	2.00
In cans, 25 lb.	2.25
In cans, 12 1/2 lb.	2.50
In cans, 5 lb.	3.50
In cans, 3 lb.	4.00
In cans, 2 lb.	4.50
In cans, 1 lb.	5.00

**Wrenches—**

<b>Agricultural</b>	70 & 10
Aiken's Pocket (Bright)	\$2.00 & \$3.20
Alligator	70
Baxter's	60 & 10
<b>Bemis &amp; Call's:</b>	
Briggs Pattern	30 & 10
No. 3 Cylinder	55
No. 3 Pipe, Bright	50
Patent Combination Black	40 & 5
Patent Combination Bright	40
<b>Bicycle:</b>	
Club	40
Superior	40
Featherweight	40
Protection	40
Boardman's	30 & 33 1/2
<b>Coe's:</b>	
Genuine	40 & 10 & 5 & 5
"Mechanics"	40 & 10 & 5 & 5
Coe's Pattern, Wrought Bar	60 & 5
	60 & 10
<b>Donohue's Engineer</b>	40
Eagle Pipe	50 & 10
Gem	33 1/2
Stillson Pipe and Nut	50
Taylor Pipe and Nut	40
Acme	60 & 60 & 5
Bull Dog	60 & 10
Hercules	70
J. H. Williams & Co.	25

**Wringers, Clothes—**

In lots of less than one dozen	Cash
Am. Wringer Co.'s list, July, 1896	2
Colby Wringer Co., list May 1, 1894	2
Lovell Mfg. Co., list July 2, 1894	2
National Wringer & Mfg. Co., list Jan. 1, 1895	2
Peerless Mfg. Co., list Feb., 1892	2
NOTE.—On lots of 1 dozen a discount of 10% is often given.	

**Spirits Turpentine—**

In regular bbls.	41 1/2c
In machine bbl.	42 c

**Dry Colors—**

Blue, Chinese	35 @ 40 c
Blue, Prussian	33 @ 38 c
Blue, Ultramarine	6 @ 30 c
Sienna, Italian, burnt & powdered	4 1/2 @ 10 c
Sienna, Italian, raw & powdered	8 @ 7 c
Umber, Turkey, burnt	2 1/2 @ 3 1/2c
Umber, Turkey, raw	2 1/2 @ 3 1/2c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in bulk	15 @ 16 c
Indian Red, American	2 1/2 @ 8 c
Indian Red, English	4 1/2 @ 8 1/2c

**Colors in Oil—**

Black Lampblack, best	18 @ 15 c
Black Lampblack, common	8 @ 10 c
Blue, Chinese	35 @ 40 c
Blue, Prussian	32 @ 35 c
Blue, Ultramarine	14 @ 18 c
Sienna, burnt	11 @ 18 c
Sienna, raw	11 @ 13 c
Umber, burnt	11 @ 13 c
Umber, raw	11 @ 18 c
Brown, Vandyke	11 @ 18 c

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**SYRUP CANS, SAP PAILS, PAIL COVERS, Etc.**

If you handle these goods, you need our catalogue.

Inquiries Solicited.

**YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.**

**The Little Giant Grass Hook**

is a miniature scythe, looks right, hangs right and cuts right; the thing long sought for. Can mow a small lawn with it; can cut closer to trees, fences, etc. Can be used for cutting corn or clipping hedges.

Patented Feb. 13, 1900. June 26, 1901.

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**Hardware Specialties.**

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Sargent & Co., New York.

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Covert Mfg. Co., West Troy, N. Y.

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Capewell Horse Nail Co., Hartford, Conn.

**Horse Rasps.**

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G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose Menders.**

John H. Graham & Co., New York.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

Boston Belting Co., Boston, Mass.  
F. E. Myers & Bro., Ashland, Ohio.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Chisels.**

Iowa Farming Tool Co., Ft. Madison, Iowa.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Iron.**

Bruce & Cook, New York.

**Iron Fences.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Bicycle Step Ladder Co., Chicago.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Mowers.**

Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

Underhill, Clinch & Co., New York.

**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger & Co., Boston, Mass.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Allerton-Clarke Co., New York.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Luminous Baits.**

Enterprise Mfg. Co., Akron, O.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.  
Columbus Bolt Works, Columbus, O.

**Office Railings.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Photo-Engraving.**

A. Mugford, Hartford, Conn., and New York.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Pliers, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.

**Pollish, Stove.**

Alumline Paint & Polish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.

**Post Hole Diggers.**

John H. Graham & Co., New York.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Ballings, Brass and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Strops.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Refrigerators.**

Baldwin Refrigerator Co., Burlington, Vt.

**Refrigerator Door Fasteners.**

P. J. Conroy, Philadelphia.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.  
Novelty Mfg. Co., Jackson, Mich.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Nails.**

Salem Nail Co., New York.

**Roofing and Roofers' Supplies.**

L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Baer, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sap Pails.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sap Pail Covers.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt & Screw Co., Cleveland, Ohio.  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screws, Set and Cap.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screw Drivers.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Drivers, Electricians'.**

The Ducharmes & Co., Shelburne Falls, Mass.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.

**Seal Presses.**

Charles Morrill, New York.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Sewing Machines.**

National Sewing Machine Co., Belvidere, Ill.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Alfred Field & Co., New York.  
R. Heinsch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Boxes.**

W. C. Heller & Co., Inc., Montclair, N. J.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts (for Heels).**

Baxter Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shovels.**

Allerton-Clarke Co., New York.  
Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Signs, Enameled Steel.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Silver Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Skate Ankle Supports.**

Brauer Bros., St. Louis, Mo.  
Caskey & Wyant, New York.

**Skates, Double Runner.**

Sam'l Winslow Skate Mfg. Co., Worcester, Mass.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.  
Sam'l Winslow Skate Mfg. Co., Worcester, Mass.

**Skate Sharpeners.**

Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.  
Salem Nail Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Philadelphia.  
Voigt, Starr & Co., New York.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

Enterprise Mfg. Co., Akron, Ohio.  
Wm. G. Smith & Co., Philadelphia.

**Spring Wire.**

Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.

**Spring Cotters.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.  
Standard Tool Co., Cleveland, Ohio.

**Spring Hinges.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Squares, Steel.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Stamping.**

Clark & Cowles, Plainville, Conn.

**Staple Pullers.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Stay Rollers.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Steel.**

Wallace Barnes Co., Bristol, Conn.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.



**Steel Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Van Wagoner & Williams Hardware  
Co., New York and Cleveland, Ohio.

**Steel Traps.**

Hawkins Co., Waterbury, Conn.

**Stencill Cabinets.**

S. W. Reese & Co., New York, N. Y.

**Step Ladders.**

Bicycle Step Ladder Co., Chicago.  
Morley Bros., Saginaw, Mich.

**Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport,  
Conn.  
Alfred Field & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.

**Stones, Scythe, Oil, Etc.**

Cleveland Stone Co., Cleveland, Ohio.

**Store Fixtures.**

Bicycle Step Ladder Co., Chicago.  
Morley Bros., Saginaw, Mich.  
J. D. Warren Mfg. Co., Chicago.

**Store Trucks.**

See Trucks, Store.

**Stove Polish.**

Joseph Dixon Crucible Co., Jersey  
City, N. J.  
J. L. Prescott & Co., New York.

**Stove Trimmings.**

Troy Nickel Works, Albany, N. Y.  
Wilnot & Hobbs Mfg. Co., Bridge-  
port, Conn.

**Strainers, Julep.**

Holmes & Edwards Silver Co., Bridge-  
port, Conn.

**Strapping Belts.**

Ames Sword Co., Chicopee, Mass.

**Strops, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Studs.**

Cincinnati Screw & Tap Co., Cincin-  
nati, Ohio.

**Syrup Cans.**

Youngstown Specialty Mfg. Co.,  
Youngstown, O.

**Table Cutlery.**

Goodell Co., Antrim, N. H.

**Tackle Blocks.**

Burr Mfg. Co., Cleveland, Ohio.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington,  
Conn.

**Tack Pullers.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Tacks.**

Salem Nail Co., New York.

**Tailors' Shears.**

R. Helmsch's Sons Co., Newark, N. J.

**Taper Pins.**

Cincinnati Screw & Tap Co., Cincin-  
nati, Ohio.

**Taps and Dies.**

Cincinnati Screw & Tap Co., Cin-  
cinnati, Ohio.

**Tinned Nails.**

Salem Nail Co., New York.

**Tinners' and Roofers' Supplies.**

Berger Bros. Co., Philadelphia.  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Tin Plate.**

Bruce & Cook, New York.

**Tire Bolts.**

Atlas Bolt & Screw Co., Cleveland  
Ohio.

**Tool Chests.**

American Tool Chest Co., New York.  
R. Bliss Mfg. Co., Pawtucket, R. I.  
C. E. Jennings & Co., New York.

**Tools.**

Armstrong Mfg. Co., Bridgeport,  
Conn.  
E. C. Atkins & Co., Indianapolis, Ind.  
Cleveland Twist Drill Co., Cleveland,  
Ohio.  
Coes Wrench Co., Worcester, Mass.  
Alfred Field & Co., New York.  
Iowa Farming Tool Co., Fort Madi-  
son, Iowa.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.  
Stanley Rule & Level Co., New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Transom Chains.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Traps, Rat and Mouse.**

Burditt & Williams, Boston, Mass.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Trowels.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.

**Trucks, Store.**

John Chatillon & Sons, New York.  
John H. Graham & Co., New York.

**Tubes, Seamless Drawn.**

Williamson W. N. Co., Newark, N. J.

**Tubing.**

Standard Tool Co., Cleveland, O.  
Wilnot & Hobbs Mfg. Co., Bridge-  
port, Conn.

**Tubular Rivets.**

Tubular Rivet & Stud Co., Boston,  
Mass.

**Turnbuck'es.**

Columbus Bolt Works, Columbus, O.  
Merrill Bros., Brooklyn, N. Y.

**Turpentine Tools.**

G. W. Bradley's Sons, Westport,  
Conn.  
Underhill, Clinch & Co., New York.

**Twine.**

Samson Cordage Works, Boston.

**Twist Drills.**

Cleveland Twist Drill Co., Cleveland,  
Ohio.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Valves, Pump.**

Berger Bros. Co., Philadelphia.  
F. E. Myers & Bro., Ashland, Ohio.

**Varnishes.**

Glidden Varnish Co., Cleveland, Ohio.  
Harrison Bros. & Co., Inc., New York,  
Philadelphia, Chicago.

**Vases, Flower.**

Gilbert & Bennett Mfg. Co., New  
York and Chicago.

**Ventilators.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Canton Steel Roofing Co., Canton, O.  
Geo. E. Fenn, Boston, Mass.  
Novelty Mfg. Co., Jackson, Mich.

**Vises.**

Armstrong Mfg. Co., Bridgeport, Ct.  
Alfred Field & Co., New York.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.  
Van Wagoner & Williams Hardware  
Co., New York.

**Wagon Jacks.**

Covert Mfg. Co., West Troy, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.

**Washing Machines.**

H. F. Brammer Mfg. Co., Davenport,  
Ia.  
Horton Mfg. Co., Fort Wayne, Ind.

**Washers, Iron and Steel.**

Clark & Cowles, Plainville, Conn.  
Columbus Bolt Works, Columbus, O.

**Washers, Rubber.**

Andrew Bell, Newark, N. J.

**Wheelbarrows.**

Bryan Mfg. Co., Bryan, Ohio.

**White Lead.**

Harrison Bros. & Co., Inc., New York,  
Philadelphia, Chicago.

**Window Lines, Pulleys, etc.**

Samson Cordage Works, Boston.

**Window Screens and Doors.**

John H. Graham & Co., New York.  
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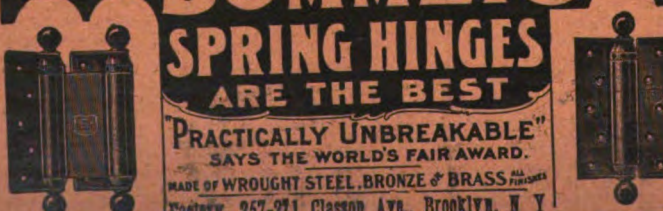
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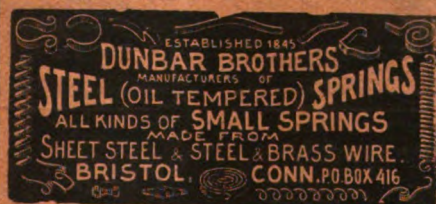
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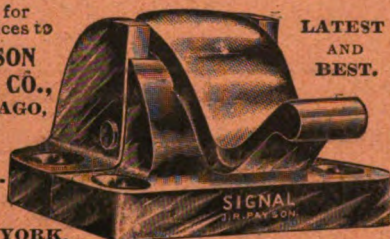
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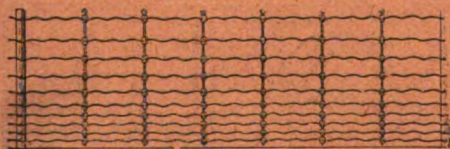
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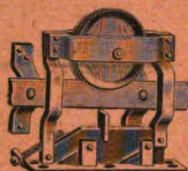
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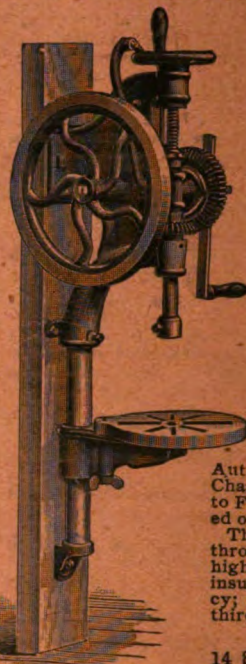
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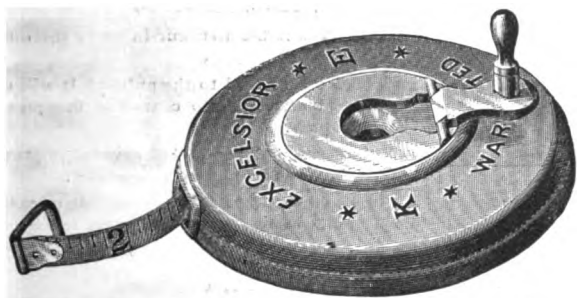
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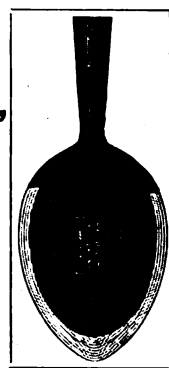
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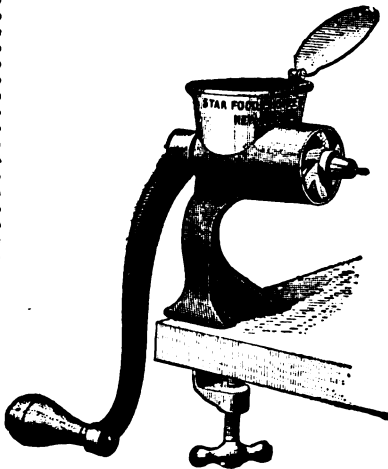
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The Ausable Horse Nail Co. is not connected with any Trust or Combination existing or projected.

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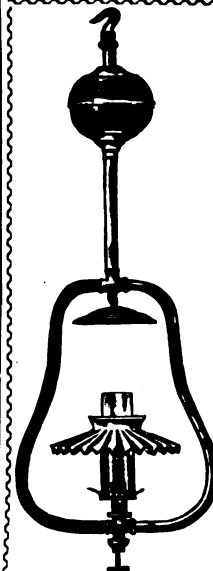


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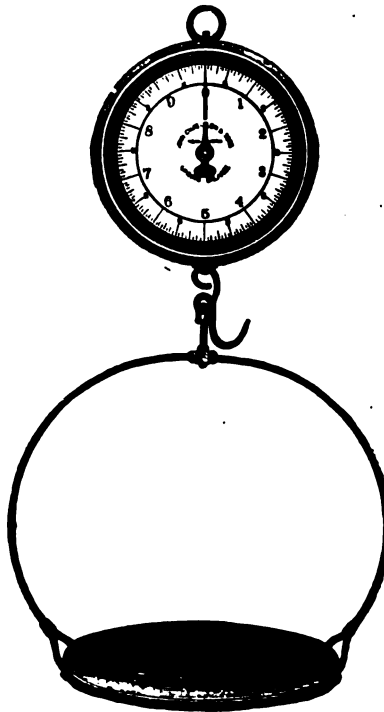






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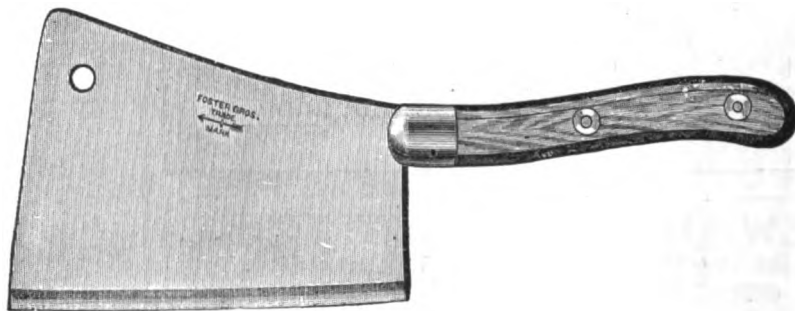


has our name as makers plainly on the dial, thus:



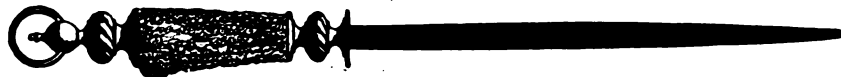
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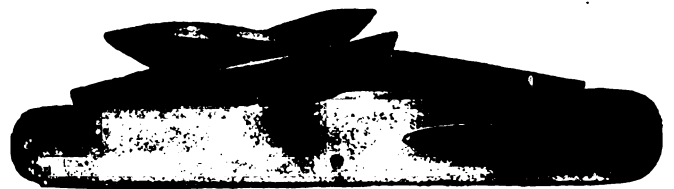
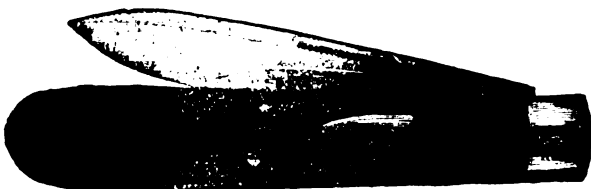
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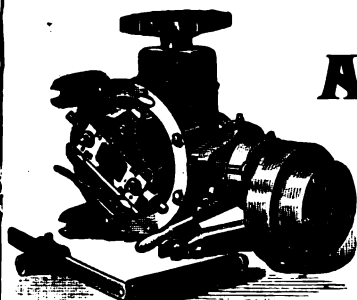
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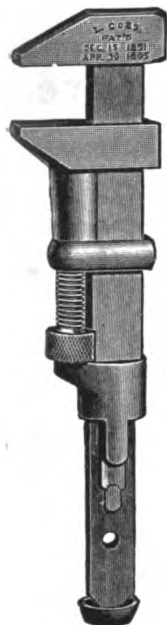


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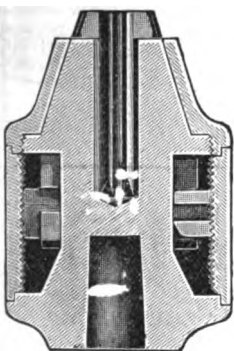
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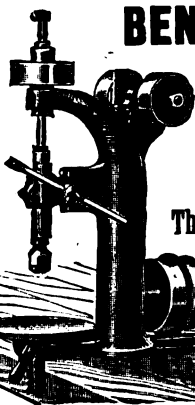


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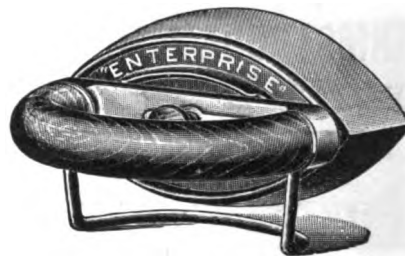




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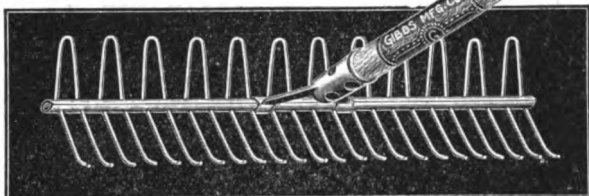
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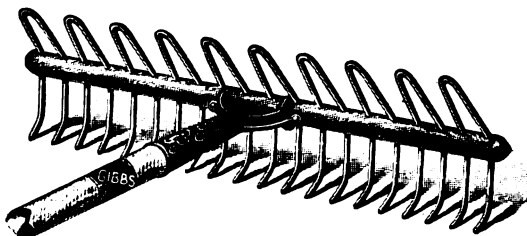
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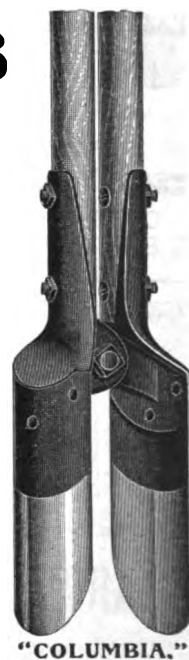
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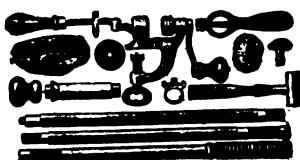
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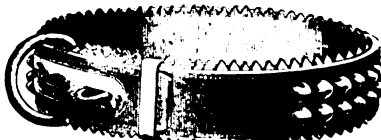
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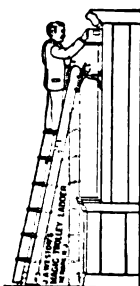
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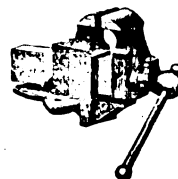
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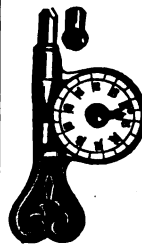
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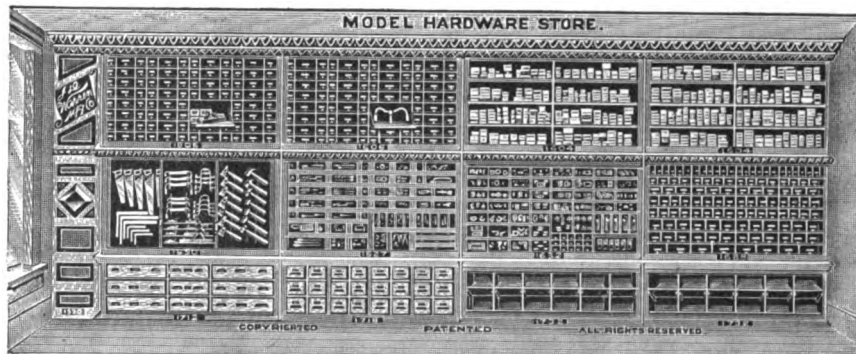
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CHICOPEE, MASS.

MANUFACTURERS OF

**Patent Perfection  
Padlocks.**

All sizes, 1/2 in. to 2 1/2 ins. Send for Catalogue.

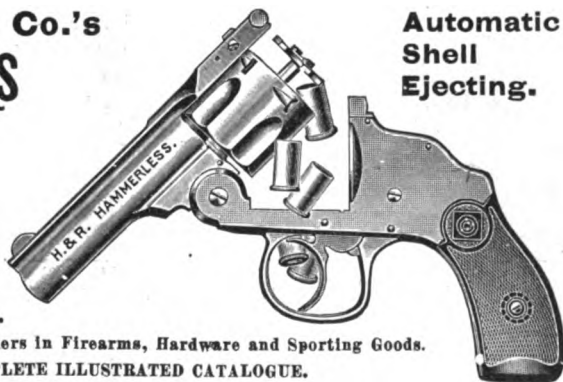
**UNDERHILL, CLINCH & CO.,****GENERAL HARDWARE,**

94 and 96 Chambers Street, - NEW YORK.

**Steel Snow Shovels,  
Wooden Snow Shovels,  
Side Walk Chisels.****H. & R. Arms Co.'s****HAMMERLESS****REVOLVER**An ABSOLUTELY SAFE Arm,  
Superior in Style to any on  
the market.It is now fitted with  
**INDEPENDENT  
CYLINDER STOP.**

For sale by the leading dealers in Firearms, Hardware and Sporting Goods.

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**HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass., U.S.A.****Automatic  
Shell  
Ejecting.**

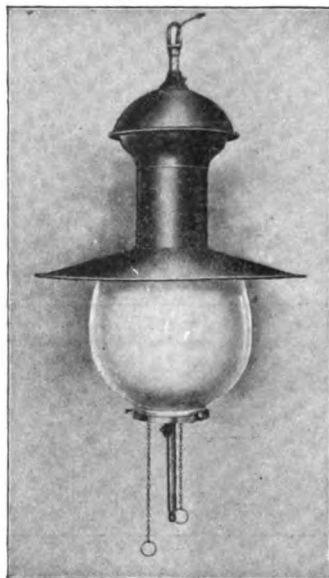
NOW IS THE TIME  
TO APPLY FOR  
THE

# Agency of the Doran Lighting System

USED FOR INTERIOR AND STREET LIGHTING.

Remember the **FIRST** in the Field will reap the harvest. Our improved Doran Lamp is the height of perfection in Hydro Carbon lamps. **DON'T** confound this with the common 100 candle power gasoline lamp. We have something entirely new, pronounced by **ALL** who have seen it the **BEST** thing they ever saw.

We are appointing agents now for every town and city in the U. S. It will be profitable to you because we have *positively* the best system of lighting ever invented. It has absolutely *no faults*. Every lamp guaranteed to be perfect and give satisfaction when received. As to our responsibility we refer to any bank or mercantile agency in Chicago.



## A Few of its Good Points :

- 1250 Candle Power.
- No fount to fill and break mantles.
- No shadow below, light all around.
- Turned up and down instantly with a chain.
- Simplicity. (It will surprise you.)
- Practically Noiseless.
- Handsome, looks exactly like the best electric arc lamp.
- Last, but not least, the cheapest system on the market, both in first cost and in operation, which is 1-6 of any other light of its power.

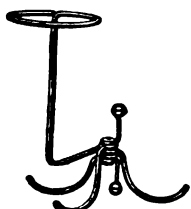
EVERY LAMP SOLD SELLS ANOTHER.

## ACORN BRASS WORKS...CHICAGO

19 H JEFFERSON STREET.

Special Notice:—All infringements on this patent will be prosecuted to the full extent of the law. *Exclusive territory will be granted.*

## The B.-R. Spring .. Wire Novelties.



HAT & COAT RACK.  
PRICE 15C.



CARPET  
WHIP.  
PRICE, 10C.

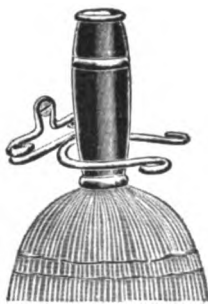
A Good Margin  
of Profit.

Send for Catalogue and Prices.

A High Grade Line of Quick-Selling  
Specialties, Carefully Constructed  
from First Class Material. Highly  
Finished.



TOWEL RACK.  
PRICE, 15C.



BROOM HOLDER.  
PRICE, 5C.

The Beckley-Ralston Co.,

180 LAKE STREET, - - CHICAGO.

ALL  
THE NEWS.

## HARDWARE

HARDWARE  
EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its *twentieth* volume and is consequently in no experimental stage, waiting to establish a subscription list.

**HARDWARE'S** rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

... PUBLISHED BY ...

THE HARDWARE PUBLISHING CO.,

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PRICE \$1.00 PER YEAR FOR 24 ISSUES.



# The Eclipse Cleanable.

(Made in Burlington, Vermont.)

The only removable ice chamber refrigerator that introduces cold dry air at the bottom of provision room, getting it under and between the food and forcing the warm, moisture-laden atmosphere upwards and away to the ice, the great condenser and purifier. This is positive circulation.

It is original and has no imitator or competitor. It is a success, and the dealer who wishes to build up a permanent trade in refrigerators can do it with the *Eclipse Cleanable*.

The people like it. It does good work economically, and is attractive in appearance. Made in plain and ornamental finishes. Every one sold is a standing advertisement.

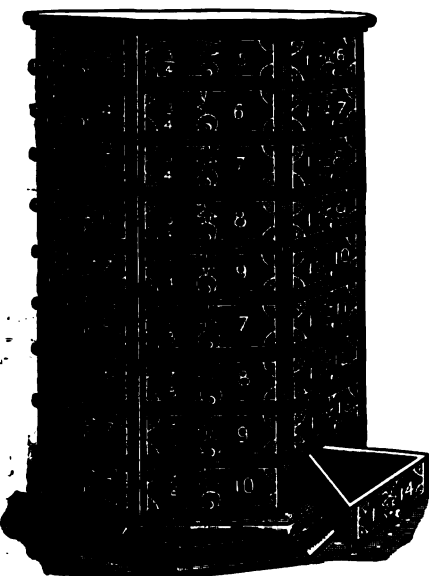
We want your trade. Let us send you a couple of samples and we will get it. We have the utmost confidence in what we are offering you. There is money in it for you and ourselves. Our interests are mutual.

1901 CATALOGUE NOW READY.

**Eclipse Refrigerator Works, . . Burlington, Vermont.**



## BOLT & SCREW CASES



ALL CASES GUARANTEED.  
For Sale by all the Leading Jobbers in  
Hardware.  
SEND FOR CATALOGUE AND PRICE LIST.  
**The American Bolt & Screw Case Co.,**  
DAYTON, OHIO.

Established  
1836.

## ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

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**HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.**

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BEST CUTLERY IN THE WORLD.

HORSE AND TOILET CLIPPERS.

CAPS, WADS, CARTRIDGE CASES, ETC.

FINE FRENCH PLYERS AND OTHER SMALL TOOLS.

SHEEP AND GARDEN SHEARS.

GRASS HOOKS, SCYTHES AND STRAW KNIVES.

GRASS HOOKS, SICKLES, ETC.

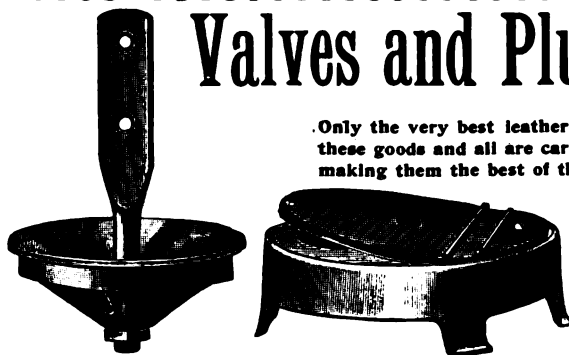
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Proprietors of the following brands of Cutlery.

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Only the very best leather and rubber are used in  
these goods and all are carefully and evenly fitted,  
making them the best of their kind.



**BERGER  
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CO.,**  
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## Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved  
and, consequently, money saved.

Assures accuracy, thereby saving you the neces-  
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Comprises 200 pages of conveniently ar-  
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any combination of complex discounts.

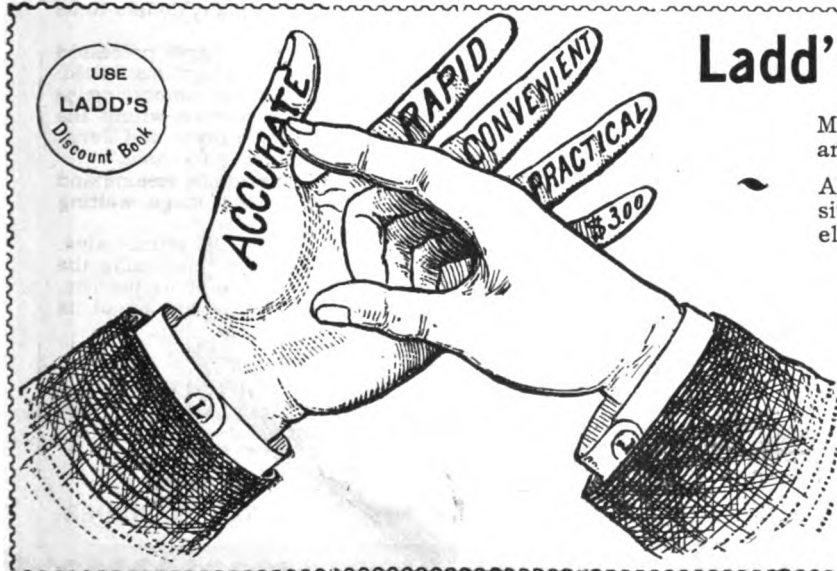
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DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by \_\_\_\_\_

**HARDWARE PUBLISHING CO.,**

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## Stove Hardware.

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These handles are always cold fine in finish, material of the best ; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

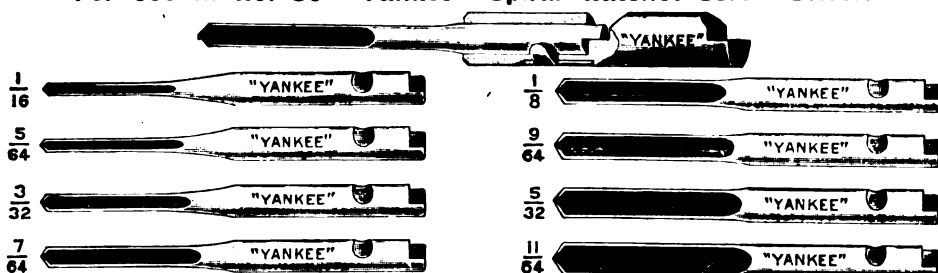
Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.



### "Yankee" Chuck, with Drill Points.

For Use in No. 30 "Yankee" Spiral-Ratchet Screw Driver.



### "YANKEE"

#### SPIRAL-RATCHET SCREW DRIVER, No. 30.

Sold by Leading Jobbers.

Send for "Yankee" Tool Book No. 2. . . . .

**North Bros. Mfg. Co.,**  
PHILADELPHIA, PA.

New York Agents,  
**JOHN H. GRAHAM & CO.**  
113 Chambers St.

**USE THE "NEW GEM" SAFETY RAZOR AND SHAVE YOURSELF.**

"This is fierce"

"I wish I was next"

"I'll have to catch that train"

"I wish he'd hurry"

**No WAITING-YOU'RE ALWAYS NEXT**

SEND FOR CATALOGUE NOW READY.

For Sale by All the Leading  
... Hardware Jobbing  
Houses,

OR

**The Gem  
Cutlery Co.,**

34 Reade St.,  
... NEW YORK.

"WELL THAT'S FINE"

# NEVER RUST

**D**OES just what its name implies. It protects all kinds of Machinery and Metals against decay and rust. It is easy to apply, and just as easy to remove. It never becomes rancid, nor will it get hard. \* \* \*

SAMPLE UPON  
REQUEST.

COUPOUND SPECIALTY CO.

SOLE AGENTS

**GEO. BORGFELDT & CO.,**  
48 WEST 4th STREET,  
NEW YORK CITY.  
Dept. Sch.

AGENTS WANTED ALL

OVER THE COUNTRY.

## The Horton Rotary Washer

Has proven to be  
decidedly popular.

### WHY?

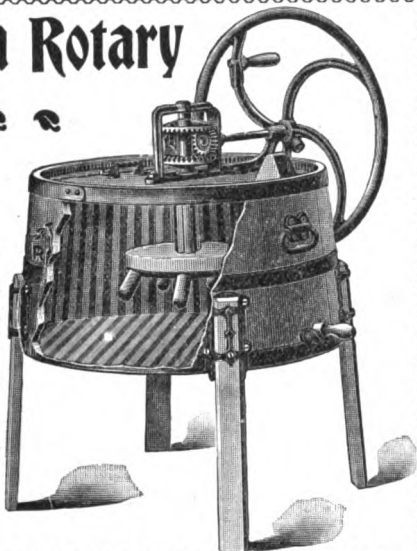
Because it is the up-to-date Washing Machine.

Because it sells readily and stays sold, and makes money and friends for the dealer.

Give it a trial, and we will guarantee the rest.

Catalogue and prices on application.

**Horton Mfg. Co.**  
FORT WAYNE, IND.



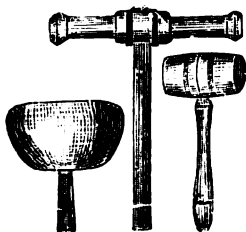
## WE ARE THE INVENTORS OF THE CAULKING MALLETS

NOW USED IN ALL THE SHIP YARDS OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

**N. Y. Mallet & Handle Works,**  
Established 1845.

454 E. HOUSTON ST., NEW YORK, U. S. A.



"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

## SOMETHING NEW.

BARNES' PATENT

## Lawn and Vine Trimmer

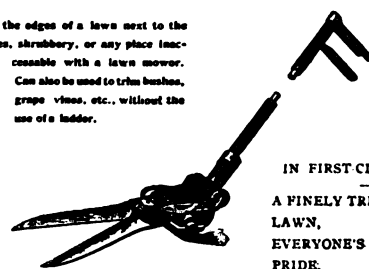
(BARNES' PATENTS.)

Unexcelled for trimming the edges of a lawn next to the fence or curbing, around trees, shrubbery, or any place inaccessible with a lawn mower. Can also be used to trim bushes, grape vines, etc., without the use of a ladder.



SIMPLE,  
PRACTICAL,  
DURABLE  
AND  
INEXPENSIVE.

This man uses a Canton Trimmer and does not suffer from backache.



MADE FROM  
FIRST-  
CLASS  
MATERIALS  
AND

IN FIRST CLASS MANNER.

A FINELY TRIMMED  
LAWN,  
EVERYONE'S  
PRIDE.



This man uses a Sheep Shears and has all kinds of aches.

WRITE QUICK FOR EXCLUSIVE SALE AND PRICE.

EXCLUSIVE MANUFACTURERS . . .

**LAWN MOWERS, POST AUGERS,  
HAND CORN PLANTERS,  
CHISEL AND FILE HANDLES.**

Special Handles Turned to Order.

Write for Catalogue.

**E. H. ERK HARDWARE SPECIALTY CO.,**  
RICHMOND, IND.



## EMPIRE DOOR HOLDER

Operated by a light pressure of the toe. No bending over. The Rubber Tip and Spring Action make it particularly desirable for use on carpet, polished wood or tiled floor.

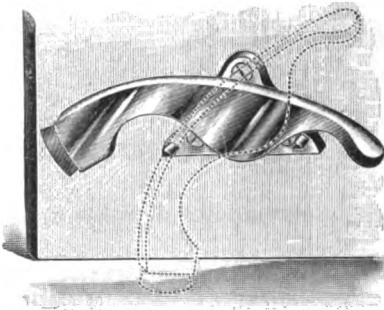
Sold by all the Leading Jobbers.

Manufactured by

**CALDWELL MFG. COMPANY**

No. 4 JONES STREET,  
ROCHESTER, N. Y., U. S. A.

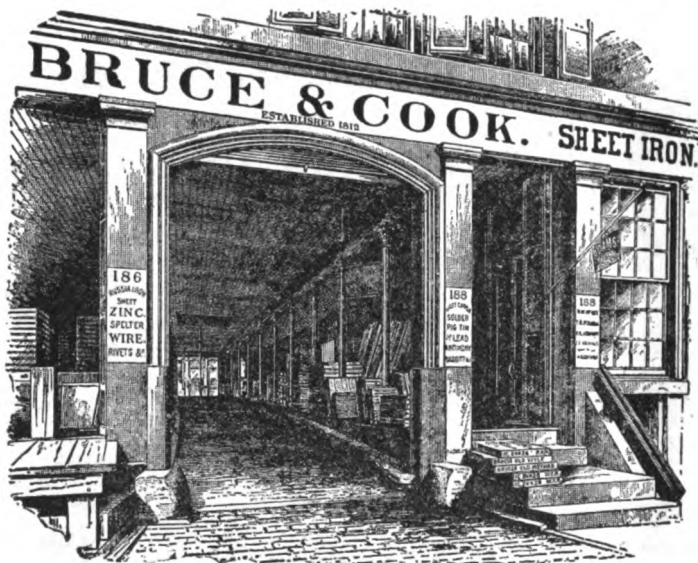
Drawer 1022.



## BRUCE & COOK, TIN PLATES AND METALS, NEW YORK.

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . .

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Saeos.  
Dampers.  
Eave Trough Leaded.  
Eave Trough Galvan'd.  
Eave Trough Mitres.  
Eave Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Ears.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Ears.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinners' Machines.  
Tinners' Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
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Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

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## Have You Tried a Banner Oil Heater For That Cold Room of Yours?

Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best



28 In. High.

When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

**\$5**

The Plume & Atwood Mfg. Co.

NEW YORK CHICAGO

Factories, . . . . . Waterbury and Thomaston, Conn

## Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

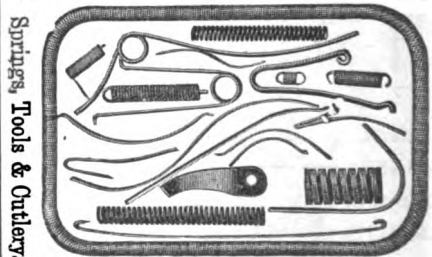
SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

42 Lincoln St. BOSTON.



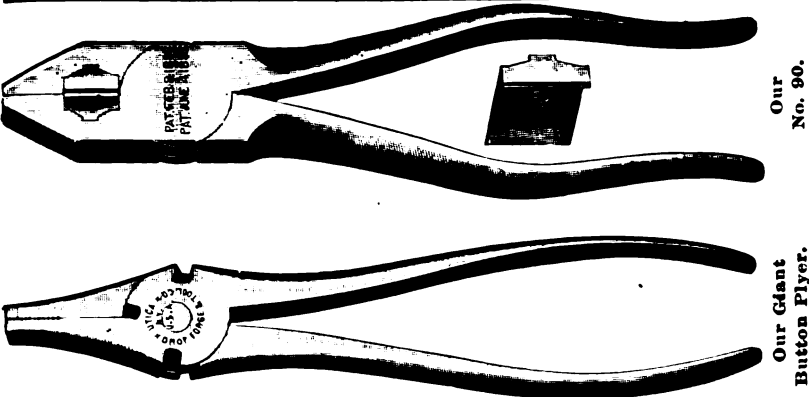
TUCK MFG. CO., Brockton, Mass.



Springs, Tools & Cutlery.

for Tool Catalogue.

Tempered Springs of all kinds.



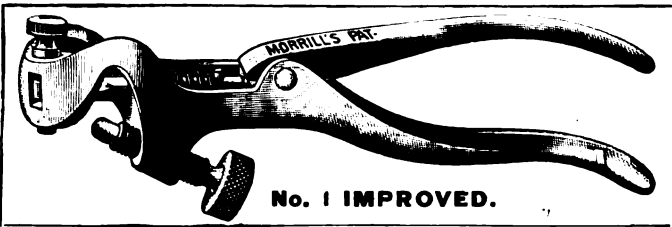
20th Century Doggerel.

Nippers and Pliers of *Utica's* name  
Put to hard usage remain just the same.  
Only the best is made in *that* town,  
All buyers' wives can have a new gown.  
  
MORAL: The Utica Drop Forge & Tool Co. make the best.  
Are they too good for you?  
See the *Green Book* for the rest of the story.

**Utica Drop Forge & Tool Co.**  
Smith & Hemenway Co.,  
Thomson Bros. & Co.,  
296 BROADWAY, NEW YORK.

**MORRILL'S Perfect Saw Sets,**  
Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE MARK  
  
Registered, Pat. No. 30,572.  
This Trade Mark is stamped on all Hardware Specialties of my make.



TRADE MARK  
  
Registered, Pat. No. 30,572.  
This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.  
  
Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

**FRANK MILLER'S**  
**CARRIAGE REQUISITES.**  
FRANK MILLER'S Carriage Top Dressing  
  
Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.  
  
FRANK MILLER'S AXLE OIL.  
  
Superior to Castor Oil; lasts longer, and will not gum.  
Manufactured by  
**THE FRANK MILLER CO.,**  
349 & 351 West 26th Street, NEW YORK.  
ESTABLISHED 1774.

**THE CLARK MFG. CO.,** Buffalo, N.Y.  
Manufacturers of  
Lull & Porter, O. S.  
**"DIXIE"**  
—AND—  
"BUFFALO REVERSIBLE"  
**SHUTTER HINGES.**  
—AND—  
CLARK'S SURFACE BLIND HINGES, GATE HINGES, SASH PULLEYS, SPRING HINGES, CAST DOOR BUTTS, STOVE PIPE DAMPERS, ETC. . . .

A detailed illustration of a heavy-duty metal hinge with the words 'THE CLARK MFG. CO.' and 'DIXIE' cast into it.

**AUGER BITS.**  
(BLACK TWIST)  
**JOB T. PUGH, PHILADELPHIA.**

The . . .  
"ORIGINAL JENNINGS"  
AUGERS and AUGER BITS  
  
Genuine have "Russell Jennings" stamped in full on the Round of each Bit.  
FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

**THE SUN**  
**Improved Odorless Gasoline Stoves**  
Ready to Light . . . the moment gasoline is turned on.  
**POSITIVELY ODORLESS.**—No soot, smoke or dirt.  
**SAFE.**—The tank is out of sight and away from danger.  
**SIMPLE.**—Burner has only three parts and it can't wear out.  
**A WARMING CLOSET** which doesn't heat the house.  
**MADE IN TWELVE SIZES.**  
  
**The Sun Vapor Stove Mfg. Co.,** 29 East Atwater Street, DETROIT, MICH.

**THE WALLACE BARNES CO.,** BRISTOL, CONN., U. S. A.  
Manufacturers of **SMALL SPRINGS** of every description; and dealers in **WIRE and COLD ROLLED STEEL.**  
ESTABLISHED 1857.

## ADJUSTABLE SOCKET WRENCH.

A TOOL THAT EVERY MACHINIST AND  
FARMER SHOULD USE.



Can be used in places  
that cannot be reached  
by other wrenches. . .

*Send for Catalogue of*  
**Hardware Specialties**  
AND **Cycle Sundries.**

**The Smith & Egge Mfg. Co.,**  
**BRIDGEPORT, CONN.**

## PAINTS PAINTS PAINTS PAINTS PAINTS PAINTS PAINTS PAINTS PAINTS PAINTS

THE KIND THAT ARE  
PROFITABLE:

"THE HARRISON."

ASK US ABOUT  
THEM.

**Harrison Bros. & Co., Inc.,**  
**White Lead, Colors, Paints, Varnishes & Chemicals,**  
**Thirty-fifth and Grays Ferry Road.**  
**PHILADELPHIA**  
**117 Fulton St. 27 Lake St.**  
**NEW YORK, CHICAGO,**

## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

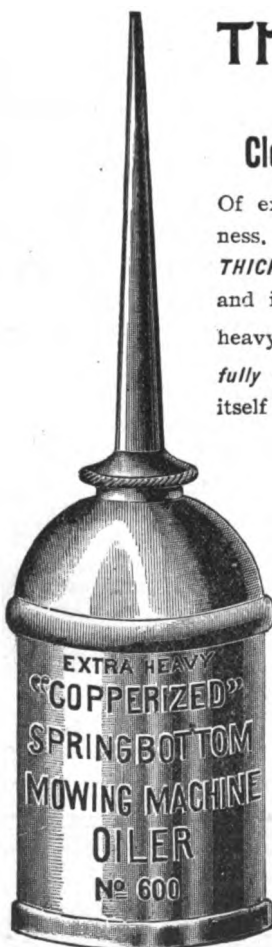
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders  
from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

**The Wilmot & Hobbs**  
**Mfg. Co.,**

**BRIDGEPORT,**  
**CONN. . .**



## A BUILDING'S CROWNING GLORY IS ITS ROOF

## P & B RUBEROID ROOFING

Is a "crowning glory" to any building. And it isn't a fleeting glory either! It is always *there!* Unlike its tar-and-paper or asphaltum imitators, it won't rot out or dry out. Its backbone is the best, strongest felt, specially prepared to resist weather, water, heat, steam, acids, gases, alkalies, etc., and *we can prove* that it will outlast any roofing made. Extremes of temperature will not affect it. It is clean and easily applied, tasteless and odorless. We'd like to send you samples.

EVERY  
ROLL  
BEARS



THIS  
TRADE  
MARK.

**THE STANDARD PAINT COMPANY,**  
**85-87 John St., NEW YORK.**



# HARDWARE

Joseph H. Williamson, Business Manager of the Viennot Advertising Agency, deciding that it would be greatly to the convenience of his clients and others to be more centrally located than was the case at his Duane Street address, has recently moved from there to Room 719, Temple Court, New York, where he trusts his friends will have no difficulty whatever in finding him ready to pay attention to their wants.

The Joseph Dixon Crucible Co., Jersey City, N. J., among the specialties for which they are known, have added Dixon's Novelty Eraser. This eraser is very convenient, as far as size is concerned, either for the desk or pocket, and in its shape is adapted for erasing fine lines. It has perfect erasive qualities for both ink and pencil marks, and this naturally places it among the extremely necessary articles for book-keeper or business man to have in his business.

In the editorial notice given to the "Search-Light" Spring Extension in our previous issue, some confusion was caused by the cut being placed in reverse order. The notice, however, being sufficiently descriptive of the merits of this popular appliance, prevented the error from being as fatal in its effects as would have been the case in a briefer article.

One of the best recommendations that can be given a new article in a line already recognized as popular by the trade, is mentioned by the Miller Ladder Co., Chicago, advertised in this issue, whose improved product has reached sales worthy of note, in such far-off places as Victoria, B. C., and Los Angeles, Cal., which represent almost the extreme points of the compass for intelligent distribution.

The Cincinnati Screw & Tap Co., Cincinnati, Ohio, the well-known manufacturers of set, cap and machine screws, rivets, bolts, nuts, taps, dies, etc., have recently been enlarging their plant by an additional story, which will provide them with an extra floor space 50x170 feet in its dimensions. It is in contemplation to re-equip the entire plant in all its departments with new and modern machinery. This would have been started some time ago, but a largely increased business that has come to this company during the past year, has retarded such improvements, which will now be undertaken without interfering with their facilities for prompt delivery.

The Union Metallic Cartridge Co., Bridgeport, Conn., and 313 Broadway, New York, in their 1901 Calendar present a characteristic picture of "A Chip of the Old Block," which consists of a half-grown boy standing in the attitude of extreme complacency. He is adorned with the hunting garb of his paternal parent, carries a full-size gun, and from over his shoulder is suspended a brace of birds that he has successfully bagged, and he looks as though he enjoyed the operation exceedingly. His pockets bulge with cartridges, and at his feet is noticed a box of Nitro Club Loaded Shells, with which the execution has been effected, which wreathes his face with smiles. In the background is represented a wooded hillside in the customary autumnal coloring. Altogether it is a very attractive picture that is presented, and fully up to the standard of other artistic work of the Union Metallic Cartridge Co. in the same direction.

The calendar annually distributed by Bruce & Cook, 186-190 Water Street, and 248-250 Pearl Street, New York, reaches our sanctum with all the interest and friendliness of an old acquaintance. It is one of the few calendars which never gives any appearance of age in its general makeup, looking just as youthful in appearance as when we first greeted it, too many years ago to be sure of the date. Representing and advertising in this unchangeable manner a landmark among metal houses, it celebrates its 89th year of successful business.

In the intelligent distribution of trade reminders, E. C. Atkins & Co., Indianapolis, Ind., the extensive saw manufacturers, exercise rare discrimination. Scarcely a month passes but what something from their office informs the wide-awake dealer that they are after his business, and almost everything emanating from this source possesses distinctive merit from an advertising standpoint. We have recently ornamented our sanctum with a handsome floral calendar of liberal proportions, in which each of the six large leaves constituting the calendar shows a leading variety of the roses which the poets are supposed to rave about. If each of our subscribers hasn't already secured one, he ought to send for it at once.

The Snell Mfg. Co., Fiskdale, Mass., announce to the trade that on and after January 1, 1901, John H. Graham & Co., 113 Chambers Street, New York, will be the recognized general selling agents for the sale of all goods manufactured by the Snell Mfg. Co. They will receive all orders and make all quotations of prices. The goods will be billed by the company through John H. Graham & Co., to whom all remittances must be sent. The company state in connection with this important change that unremitting efforts will be made by the representatives of the company to maintain the same high standard of excellence in its product which it has enjoyed during so many years, and request the continuance of the esteemed orders of their customers through the new agents.

Miller, Sears & Walling have recently embarked in the Hardware business at 20 Reade Street, New York. It is their intention to carry on a wholesale business in general Hardware, carrying a complete line of Shelf and Heavy Hardware, Agricultural Implements and Mill and Railroad Supplies, with desire on their part to canvass the retail trade in near-by territory, New York, New Jersey, Connecticut, Pennsylvania, etc. They state they will be pleased to receive catalogues from any of our advertisers, and others, to which they will give their prompt attention. They have already arranged with several manufacturers to represent them in New York as their selling agents, and they should be pleased to correspond with others having this object in view. William S. Miller, the senior member of the concern, and also Burroughs B. Walling, the junior member, were for several years with the Sickels & Nutting Co., New York, and are well and favorably known in that connection, and consequently are thoroughly equipped to make their present programme a successful achievement.

# HARDWARE

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**The Name** of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	-	-	President.
A. P. MITCHELL,	-	-	Secretary and Treasurer.
HENRY HOPKINS,	-	-	Editor.
A. E. BOLLES,	-	-	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The activity prevalent in the jobbing trade at the present time increases the confidence universally felt of a continuation of the satisfactory conditions with which the year opens. In a number of lines orders are coming in from the jobbers in satisfactory volume, with an apparent desire on their part to have a fair average working stock, but with no desire for excessive deliveries, especially on goods on which prices are considered by the dealers as being out of harmony with the general trend of current quotations. This applies to such goods as shovels, scythes, etc., now held at prices that are considered out of proportion to the cost of raw material, and partaking too much of the arbitrary character of a trust that controls the market. Such high-priced goods, when compared with the more moderate quotations formerly prevailing, behoove the dealer to go slow for fear of the sudden slump that occasionally astonishes.

A surprise was received by the trade on January 29th of an advance of 10 cents a keg on wire nails, and a corresponding advance on barb and plain wire. It was entertained with but little objection, although but few large buyers were enabled to take any advantage by the rise. The larger orders had not been coming in to the mills with the frequency which this time of the year should promote; so for fear the trade might imagine it was a weak market, it was braced up with a solid shove, which was enough, and had the effect of strengthening the demand and giving rigidity to the conditions of the market.

The decision arrived at by the associated makers of screws on February 1st, to make the base discounts on screws approach more nearly the selling conditions of

the market, was a wise one. When goods are selling at various extra discounts beyond the printed quotations on any special lines of goods, its lack of apparent strength in regular quotations affects many other lines, and makes a bidding market possible, to the detriment of a steady demand for other leading staples.

On a number of lines in Heavy Hardware the low prices prevailing have been modified to some extent, and the market consequently strengthened materially by this action of the manufacturers.

There is less apprehension among some of the leading buyers for large houses as to the probable tendency to a change in current prices than there is of a certainty of getting their orders delivered on specified dates. The sales for January line up with very satisfactory footings compared with a year ago, and a fear of losing a single sale for Spring trade through lack of the necessary stock is not to be entertained for a moment.

It is a satisfaction with most of the buyers that no possible slump in prices as important as the one which a year ago broke the back of the season's trade need be feared for the present business. The average of prices is at present so close to the expectations of the buying fraternity having a knowledge of cost of materials, that more than a trifling concession or advance need not be apprehended under any ordinary circumstances. Every indication seems to point to an increasing demand for the leading staples of the business as the season progresses, and the wants of the consumers are more systematically developed. Most of the leading factories are so well occupied with the filling of orders already received from their regular customers, which this season seem to loom up so largely on the commercial horizon, that their representatives on the road may leave the wants of the retail trade to be supplied from the nearest jobbing centre handling their line.

The disposition on the part of the wholesalers to carry more complete stocks than was the custom only a few years back, should lessen the manufacturers' anxiety to sell the large retail trade themselves, as the temptation formerly given of prompter remittances being obtainable from that class of trade is no longer placed in comparison with the larger trade, who are satisfied with the ordinary "dating ahead" now the principal concession.

## Suggestive Export Statistics.

No feature of the exportations of the calendar year 1900 has been more remarkable than that of manufactures of iron and steel. When the total for 1899 passed the \$100,000,000 line much surprise was felt in other parts of the world, and the opinion was expressed at home and abroad that the high prices which prevailed in the beginning of the year would cause a reduction of these exports rather than an increase. This expectation has not been realized. On the contrary the year 1900 made even a larger gain than did the year 1899, and brought the grand total of iron and steel, exclusive of iron ore, up to \$129,633,480, or more than \$100,000,000 in excess of the year 1890, when the total was a little above \$27,000,000 and more than double that of 1897 when it was \$62,737,250.

Almost every important article shows an increase in 1900 over any preceding year. Pig iron amounts in 1900 to four and a half million dollars, against three and a quarter millions in 1899 and two and a half millions in 1898. Builders' Hardware shows a gain of about one million dollars over 1899, and two millions over 1898. Steel rails amount in value to nearly eleven millions in 1900, against about six millions in 1899. Electrical machinery, which is greatly

in demand in all parts of the world, increased from two and a half million dollars in 1898 to five and a quarter millions in 1900. Sewing machines increased from three millions in 1898 to four and a half millions in 1900, and typewriters, from two million dollars in 1898 to nearly three millions in 1900.

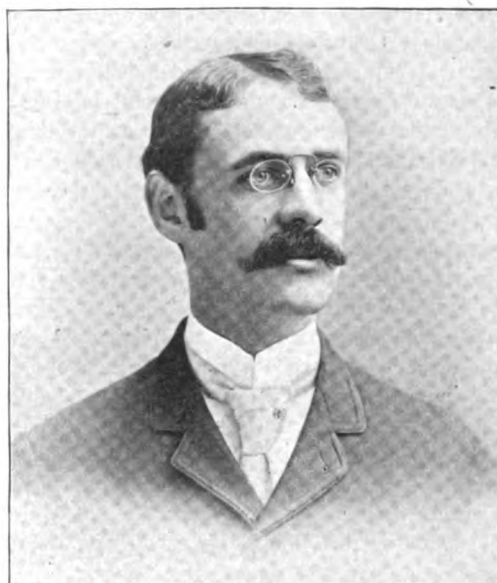
The destination of the articles of American manufacture, and especially of our machinery, is literally to every part of the world. Our sewing machines, typewriters, and scientific instruments go to Asia, to Africa, and to the islands of Oceania; and what is more remarkable they go to experienced Europe with all her facilities for manufacturing and her skilled workmen. Of the \$6,788,000 worth of instruments for scientific purposes, including telephone and telegraph instruments, over one million dollars' worth went to the United Kingdom alone, nearly a million dollars' worth to France, and a half million dollars' worth to Germany. The United Kingdom and Germany each take over a million dollars' worth of our sewing machines out of a total exportation of four and a half million dollars' worth. Over a million dollars' worth of typewriters actually went to the United Kingdom and a half million dollars' worth to Germany. Of the total exportations of builders' Hardware, amounting in value to \$9,782,402, over two million dollars' worth went to the United Kingdom, nearly a million dollars' worth to Germany, about a half million dollars' worth to France, and another million dollars' worth to other Europe. Of the \$10,895,416 worth of steel rails exported in 1900, over a million dollars' worth went to Europe and nearly four million dollars' worth to British North America.

### Death of William D. Supplee.

William D. Supplee, treasurer of the Supplee Hardware Co., Philadelphia, Pa., died at his home in the suburbs of that city January 24th after an illness of only a few days. The funeral services were held at his late residence January 28th.

William Danforth Supplee was born in La Crosse, Wis., in 1862. With his parents he came to Philadelphia when quite young. He was educated at Rugby Academy and the University of Pennsylvania. After finishing his course at the University he entered the service of Lloyd, Supplee & Walton, who were succeeded by the Lloyd & Supplee Hardware Co., which subsequently became the Supplee Hardware Co. He was rapidly advanced while in the employ of Lloyd, Supplee & Walton, each position qualifying him still further for continued preferment until he reached the important duties of treasurer, which place he held from the organization of the present company until the time of his death. He was the only son of William W. Supplee, president of the Supplee Hardware Co., and who was for four years the president of the National Hardware Association of the United States, being one of its organizers. William D. Supplee was an active member of the Union League Club, the Hardware Merchants and Manufacturers' Association of Philadelphia, the Historical Society of Pennsylvania and several minor organizations. His illness commenced on Sunday, January 20th, when he was thought to be afflicted with only a severe cold, but, as is frequently the case, it rapidly developed into acute pleurisy and from that by quick stages into pleuropneumonia. The family had hopes that his unusually strong constitution, combined with his exemplary habits of life, would enable him to pull through safely, but the rapid progress of the disease proved all such hopes were vain, and he passed away on the evening of the 24th inst. He leaves a widow and two children. It is given to few young men

to show in so short a life the combination of successful business qualifications and thorough experience in his vocation that have been the principal characteristics of his dignified business career. He had everything before him that would argue a promising and successful future, and his death comes with a severe blow to his distinguished father and to the hosts of friends in the estimation of whom he was held in that high and affectionate regard that forms the most worthy ambition a young merchant can aspire to. At a largely attended meeting of the Hardware Merchants and Manufacturers' Association of Philadelphia, the following resolutions of sympathy were adopted:



WILLIAM D. SUPPLEE.

*Resolved*, That, as we are called together by the sad news of the death of our friend and fellow member, William D. Supplee, we cannot refrain, even in these inadequate words, from expressing in some measure our grief and sorrow in the great loss which has befallen the community, his family and ourselves.

It is now our mournful privilege to state in what high esteem we regarded him in all the varied walks of life, whether in the social or business world. Genial and cordial in manner, bright and cheery in all the vicissitudes of life, he was a manly man, a faithful and loyal friend, who spoke of all in charity and kindness, and his name will ever be associated with the many gracious qualities by which he endeared himself to all.

In business his numerous friends bear testimony to his upright and truthful character, his frankness and unfailing courtesy and his intense devotion to business interests and duties. By faithfulness and perseverance he fitted himself to be his father's stay and help, and our association has suffered a severe loss, though the name of William D. Supplee descends unsullied to his sons, and will ever be fragrant in our memories.

Our hearts go out in loving sympathy to the widow and sons who mourn a devoted husband and father, to the mother and sisters who are called upon to bear this great sorrow, and lastly to the father, so well known to all of us and who is now required to face this crushing grief.

As the ways of Divine Wisdom are inscrutable and past finding out, we can only defer in trustful faith to the God of all comfort and trust His consolation may rest upon all who mourn so deeply and in whose sorrow we feel we have a share.

•

A boy, carefully reared in courtesy toward his elders, was instructed, on going away to school, to telegraph home "Yes" if he found everything satisfactory. He did so, and the busy father, having forgotten the arrangement, and being therefore puzzled, telegraphed back: "Yes, what?"

The answer came: "Yes, sir!"—*Tit-Bits*.



### Marshall-Wells Hardware Co.'s New Catalogue.

The Marshall-Wells Hardware Co., Duluth, Minn., have recently issued an immense catalogue, which is a noteworthy achievement in the history of the Hardware business in the Northwest. It is as fine a catalogue in every respect as has been brought to our attention, and when that is said it includes paper, which is first-class, heavy super-calendered, and superbly bound with heavy beveled covers, leather back and corners, and deserves to be well taken care of and last certainly for five years. In its compilation every effort has been made to make it the convenient assistant to the Hardware dealer, which it is the mission of such a catalogue to perform. The index is arranged carefully, the articles included in the catalogue are under as many headings as it is possible to place them, so that a single reference in almost every instance furnishes the required information, and this is a very important fact as any one knows who has had to wrestle with a catalogue which did not possess an index of this description. Even the type used in the construction of the index calls for praise, a good, clear, black letter that catches the eye at once. The catalogue is arranged under eleven different departments, which are as follows: No. 1, Builders' Hardware, to which about 150 pages are given; No. 2, Mechanics' Tools, covering 200 pages; No. 3, Miscellaneous Hardware, which takes in nearly 300 pages; No. 4, Farming and Lumbering Tools, are encompassed in about 100 pages; No. 5, Milling and Mining Supplies, takes in about 80 pages; No. 6, Heavy Hardware, including Vehicles and Stoves, has 100 pages devoted to it; No. 7, Tinnners' Trimmings, Machines and Tools; No. 8, Saddlery Hardware, Harness and Strap Work, together, take about 200 pages; No. 9, Cutlery, has upward of 100 pages devoted to its exhibition, while No. 10, Sporting Goods, has 130 pages, the volume finishing with Fishing Tackle and such supplies, which take about 60 pages to complete the volume. It may readily be understood from the number of pages that the volume is a portly one, as it contains 1580 pages. As the company state in their prefatory remarks, the mail order department being a special feature of their business, it is evident that this catalogue has been constructed with a view to increasing that branch of their business largely. They have endeavored to use factory numbers wherever it was possible, or in the absence of factory numbers they have supplied their own, relying upon the trade using the catalogue to make use of these numbers in making out their orders, thus avoiding all possibility of error. They state they do not issue a discount sheet, on account of the possible fluctuations on a number of lines; this course has been considered desirable among many Western jobbers, but they express their willingness at all times to promptly quote prices upon receipt of inquiries. They adopt one very good plan in the compilation of the catalogue of giving the weight of each article underneath the article, so that the customer making up an order can readily ascertain the amount of weight which his order calls for, and thus make up the minimum weight required by the transportation company for the lowest freight rate. The weights given, they state, are approximate only, but near enough to actual for all practical purposes. They call attention to the fact that it is their aim to carry a large and well-assorted stock, enabling them to fill orders complete, and with dispatch, offering the best railroad facilities in all directions from Duluth to make this promise on their part justifiable. By comparison with other catalogues it is safe to assume that within the covers of this book there is grouped a much larger assortment of articles than is usually found in the stock of a Hardware jobbing house even of the largest dimensions, and this makes the book still more valuable to the dealer who cannot be otherwise than pleased to find in this one volume the articles that ordinarily take a number of catalogues from which to get the same amount of information. It certainly seems exhaustive. It is well illustrated throughout, such descriptions as are necessary are plain and easily understood. The ad-

vantages of numbering everything and leaving nothing to be especially described by letter will greatly facilitate the filling of wants based upon the descriptions in this catalogue. Differing from other catalogues of similar construction, instead of starting off with Axes and so going uniformly through the book in a semi-alphabetical manner, they commence with Builders' Hardware instead, making a very striking exhibit of the line that is carried in this particular department, and creating at once from the multiplicity of its contents a good impression to the dealer handling the catalogue for the first time and unfamiliar with the facilities of this house for filling orders promptly. It is a very commendable piece of work, and would not be out of place for the compiler's name to be engrossed on the title page, which is a handsome one, showing the magnificent proportions of the establishment occupied by the Marshall-Wells Hardware Co., which from the description given on that page, shows it covers nine acres of floor space, the main building being 200x220 feet, and the iron warehouse 100x210 feet. It is certainly a mammoth establishment.

### Empire Prepared Paint.

Wm. Connors Paint Mfg. Co., Troy, N. Y., whose attractive advertisement will be found upon the third page of the cover, are making an extremely liberal offer to the readers of our paper by which any dealer may secure a stock of Empire Prepared Paint manufactured by them. They offer 50 gallons of this popular paint, put up in regular assorted size cans and pails, all very neatly labeled, in gallons, half gallons, quarts and pints, for \$45, at the same time agreeing to supply a good amount of their up-to-date advertising matter, with which they have always been regarded as more than generous. An offer of this description should interest every dealer among our readers who handles paints and oils, and any one who will secure the agency for this superior brand of popular goods may rest assured that he has an article that will give the best of satisfaction, not only to the consumer, but also the dealer handling the same. The shades from which selections can be made are of the very latest tints and colors, and are considered most durable for either inside or outside use on any surface whatever. It will be remembered in connection with this old established house that they manufacture a full line of floor, roof, carriage and wagon paints, and are also grinders of fine colors, umbers, siennas, ochres, white lead and zinc, putty, roofing cement, stove and asbestos furnace cements. We should advise our readers to enter into communication with them and receive their price list on the entire line, which may be had for the asking.

### Reduction in Freight Rates.

A change has been adopted by the new special tariff on manufactured iron, particularly that governing Pittsburgh territory. It has been agreed upon by the Trunk Line Freight Committee of the Trunk Line Association, and became effective February 1st. It makes a uniform rate on such goods as are in this special schedule of 13 cents per 100 pounds in car lots, and 16 cents per 100 pounds in less than car lots from Pittsburgh and Buffalo on East-bound shipments, and this will cover the traffic over the various Trunk Lines forming the Association. It covers many goods that heretofore have been in fourth, fifth and sixth classes, among them Nails, Spikes, Bar Iron and goods of this general character, and extensively the product of Pittsburgh mills. Over the Pennsylvania Railroad at Philadelphia, from Pittsburgh, the rate for this special class will be 1 cent per 100 pounds less than to New York, and from Pittsburgh to Baltimore 11-2 cents per 100 pounds less than to New York. Steel billets, Pittsburgh to New York, will be \$2.40 per gross ton, and pig iron \$2.20 per gross ton. This is a matter of special interest to Hardwaremen and iron and steel merchants, and will affect delivery prices in a similar proportion.

## COMPETITION IN THE HARDWARE TRADE.\*

Competition in the Hardware trade is not confined simply to that between Hardware dealers.

In the world there seems to be an absolute law of the survival of the fittest. We see it throughout the whole realm of Nature.

Every fish in the mighty deep is surrounded by a host of deadly enemies, intent upon his destruction. They have no malice or ill will toward each other, but simply devour each other as a means to their own existence. It is said that the big fish eat the little ones; this is true, but it is not all truth of the matter for the blood sucking leech and the microbe live off of the larger organisms. The Hardware dealer is as truly surrounded by competitors for existence. In the average town, his legitimate competitors are probably of about his own size, financially and mentally, and were these all, his troubles would not be great. But on one hand he has the great monsters, the mail order houses, the department stores, and the jobbers who will sell to a country boy as cheaply as to a dealer. On the other hand, he has the leech and microbe kind—the grocery store trade—the dollar, dime and nickle racket stores—the baking powder and furniture polish gift enterprises—easy payment furniture stores, selling stoves on the installment plan, the second-hand stores, lumber yard selling items of Hardware, range peddlers and farmer agents. Is it any wonder that it requires exertion to exist? There is no business with which I am acquainted, that has so many insidious competitors.

With our legitimate competitors, the Hardware dealers, if they are honorable, we can have no ill will, but ought to have the most cordial relations. Yet, strange to say, in many places they are hardly on speaking terms. This ought not to be. True, we are all running for the same goal, SUCCESS. There has been no unfair means used in making the entry, we all have the same right to the track, we all have our friends to cheer us on. Is it fair, then—is it, friends? The time in which to reach the goal is too short, the road is already rocky and barren enough.

Yet there are some who think anything is fair that will down a competitor. Nails at three cents when they cost four. Loaded shells at 35 cents, when they cost 40. Barbed wire at 3 1-2 cents, when it costs more, and if I cannot sell a stove at a profit, my competitor shall not. This is poor business policy, even should you win.

Vinegar never catches flies, neither will a dollar come out of the sordid principle that says he shall not make anything out of that because I cannot.

You may break him up in his business, but by that time you will probably not be able to meet your own obligations.

It will, no doubt, be a proud satisfaction to know that you have impoverished him and his family, but while this has been done, how much farther have you progressed on the way to the goal of success, how much more able are you to compete with the new blood, and new capital that will take his place?

How much more pleasant to greet your competitor and his family as friends and allies, meet them socially, get better acquainted, talk over business matters and troubles, agree upon fair and reasonable prices, black list dead beats for each other, borrow and lend of each other, as necessity may require, be honorable and fair with each other, combine your forces to meet the common enemies, large and small; to defeat them is to build yourselves up. By combined experience, exertion and capital, we ought to be able to buy and

sell goods cheaper than our blood leech and microbe competitors, the grocery and racket stores. I am a strong believer in co-operative buying, although I have not had much experience in it.

It is not legitimate competition that compels a dealer to sell his goods at less than a good living profit. It is dishonorable competition. But there are dealers in the Hardware business who think that they cannot win trade save by price cutting and other unprincipled ways, but in the end they never succeed. They may continue to exist, but that is not success. SUCCESS is the attainment of our purpose. There are very few of us in business for our health, or for pastime. Our purpose is to prosper financially, and with it mentally and morally.

Price cutting never leads to financial success. In your own mind just recall a few of the most prosperous dealers indifferent lines of trade, inquire into their manner of doing business. You will find that they are not price cutters. In a certain community there will be just about so many goods sold in a year.

Because you are cutting the prices of nails does not induce a laborer or a merchant to build a new house, or because you cut \$5 on a steel range, does not induce a farmer to throw away a good cooking stove in order to buy a new one from you. No, sir; he would rather pay a range peddler \$68 for one, than to pay you \$45.

There are only so many bale ties needed in your community. You cut the price to 90 cents when they cost 99. Your competitor will follow your price, and neither of you makes a cent. He is not a good business man who does business in this way. The most successful, the only successful merchants, are those who always ask and get a fair margin of profit on all their goods.

What I have said is intended to apply only to regular dealers, in competition in staple and standard goods. Each one must treat grocery and racket store trade as he may deem best; their goods are generally of inferior quality. The grocery store trade, I consider contemptible and illegitimate on their part, and I will not buy groceries from one who does it. But the less attention the dealer pays to them the better, as we cannot get their trade from them. They have a cinch on the farmers, who must buy their cheap wares from them in order to get anything for their produce. As to the racket store trade, the only way to combat them is for all the dealers in town to meet their prices, and they will soon quit.

We have had several strong attempts to establish large racket stores in our city, and although backed by good men, with plenty of capital, they have had to pull out.

Our meanest competitor at home is the easy payment furniture house, selling stoves on the installment plan, and these so-called second-hand stores selling new, cheap goods, and the lumber yards that sell nails, roofing, cresting, etc., to their customers. For these blood-sucking leeches I know of no remedy, but to treat them as serpents; whenever you see a head, crush it, if you can.

Our friends in the large cities can, no doubt, tell us more about the blighting and destroying power of the great department stores. They are recent innovations in the commercial world, yet their progress has been marked by the death struggle of thousands of legitimate business ventures, and their success largely attained by the life blood, purity and virtue of multitudes of young men and women, so poorly paid that honor ceased to be a virtue.

What the department stores have done for the cities, the

\* An address by J. H. Hamilton, of Arkansas City, delivered on January 15th, before the Kansas Retail Hardware Dealers' Association at its third annual convention.

catalogue houses are doing in the country. Our brothers in the larger cities find it an up hill work to do a profitable legitimate Hardware business. I am personally acquainted with dealers in a large city who occupied the whole three-story buildings with a general stock of Hardware and house furnishing goods twenty years ago, who to-day do not need one single room to carry such an assortment as they deem necessary to supply their demands. Year by year the growth in size and number of the great catalogue houses show that they are sapping the life of the country dealers. Some writers say to meet their prices. That is very good; if you had the opportunity, but nine times out of ten you do not get a chance. But if you did, where is your profit, as on most standard goods they sell them as cheap or cheaper than your jobber does to you. I must confess that I do not know of any way to compete with them and live. Then there are some so-called jobbing houses, especially in sporting goods, heavy Hardware and machinery supplies, who will send you a catalogue and price list, soliciting your trade, and will send the same lists to any country boy who will write for them, and sell him the goods, too, if he will send the money.

You are all acquainted with the gift enterprise, of the baking powder, furniture polish and soap manufacturers. You have seen whole loads of enameled ware, roasting pans, carving sets, butcher knives, boys' wagons, etc., given away to induce people to pay a big price for an article otherwise not worth a penny.

But there are some honorable dealers, in other lines of goods, who so far forget their honor in business and the rights of others that they will make such gifts as the dry goods merchant giving away scales, the clothing dealer giving away sleds, boys' wagons, slates, etc., with every suit of boys' clothing.

It seems that nothing is suitable for gifts, excepting in the Hardware line.

Then last, but not least, we have the range peddlers. I honor the range peddler, he is no cut price, or gift enterprise competitor. He is indifferent to all competition. He works for his living, but, unlike my legitimate competitor, he wants good pay for his work, and he gets it just as easily as he could get half as much—you pay him his price, or he keeps his goods, and he makes money by it.

Now, my friends, I cannot tell you how to compete with all of these last competitors, but it is the object and purpose of this association to work out plans to that end, and to help to accomplish that which you can never do alone.

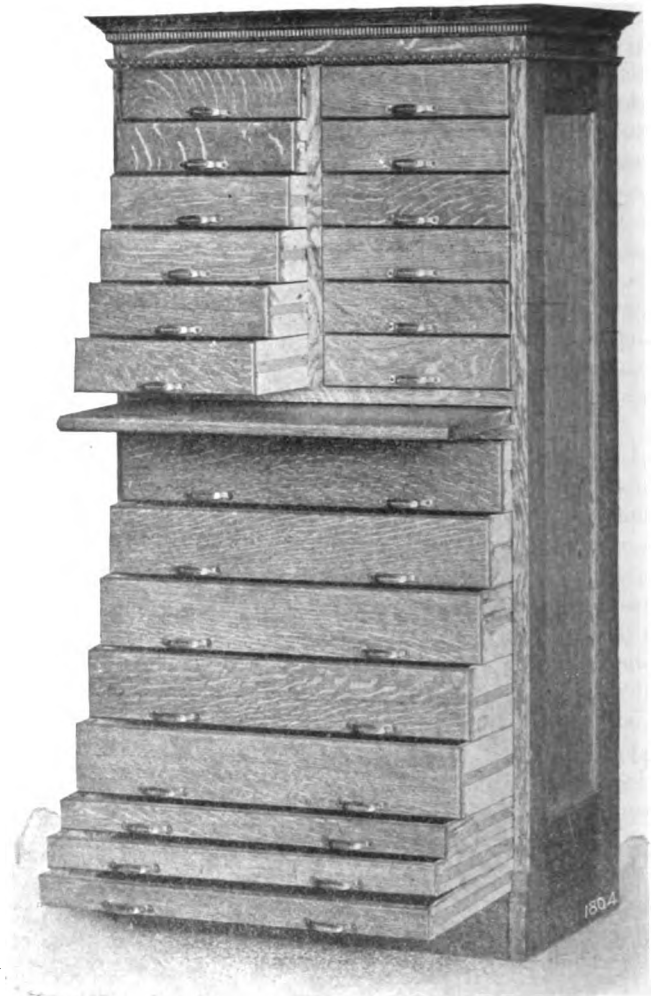
As individuals, we stand as powerless among a great host of illegitimate competitors, as the little snowflake upon the mountain side among the great boulders, but united in purpose, in plan, in demand, we become like the mighty avalanche that carries the boulders and all obstructions before it with irresistible force.

But remember, my friends, that the great avalanche was not formed in a day, or a week, or a year. It will take time, patience, labor, money, to accomplish our purpose.

### Warren's Catalogue and Stationery Cabinet.

The J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., are the manufacturers of the Catalogue and Stationery Cabinet, of which we give an illustration in the course of this article. The original cabinet of this construction was demanded by the wants of one of the leading Hardware journals of this city, who were in need of a suitable place in which to place catalogues and stationery, and, if necessary, have a few drawers for electrotypes, as well as large sheets of paper, blank contracts, insurance forms and such other paraphernalia inseparable from a publishing department. In its construction the original design has been changed but slightly in order to fit it more properly for the demands of the average Hardware store, and as far as it has been introduced it has given the greatest satisfaction to

all who have thus made themselves familiar with its merit. The present methods of buying adopted by every large jobbing house in the United States would make some such cabinet as this practically indispensable, and there are very few buyers who would not be attracted at once by its great utility should they be placed within reach of the same. It is made in two designs, one of which the illustration is a perfect copy, and the other having railings at the top, which enables large catalogues to be placed in that position to permit of their more frequent use. In the one shown in the illustration the trade number is 1804; the one with the railing on top is 1805. The cabinet is constructed of antique oak, mounted with solid brass pulls, and card frames for num-



WARREN'S CATALOGUE AND STATIONERY CABINET.

bers or names; is provided with a sliding shelf in the centre, upon which to rest catalogues when referring to them, a very important feature. The cabinet is 4 feet 6 inches high, and 2 feet 5 inches wide, and 1 foot 3 inches deep, and contains 12 drawers, which are 12 inches wide, 14 inches long, and 3 inches high; 5 drawers 24 inches wide, 14 inches long, 4 inches high, and 3 drawers, 24 inches wide, 14 inches long, 13-4 inches high. The manufacturers express their willingness to forward illustrations and descriptive matter upon application, and we would urge upon our readers that they send for the same, because a little more familiarity with the subject will result in the addition of this convenience to a great many jobbing houses.

Minister—How's that, Jackson—you say you are glad when Sunday comes round, and yet I never see you inside the church?

Jackson—No, but the old woman goes, sir!—*Ex.*

Flora—How could you ever fall in love with such a homely man? His figure is something awful.

Dora—Yes; but he has a perfectly lovely one at the bank.—*Ex.*



## CONSULAR COMMERCIAL COMMENTS.

### FOREIGN TRADE-MARKS IN GERMANY.

On the 24th of September last, a report was submitted to the Department from this office, calling the attention of American exporters of manufactured goods to the complications which might arise through the registration and the usurpation of their trade-marks in Germany by unauthorized persons or firms. It was explained that under the very liberal trade-mark statute of this country any person can, upon payment of a nominal fee (30 marks, equal to \$7.14), secure the registration in his own name of any trade-mark which has not been previously registered at the imperial bureau, no matter whether the applicant has or has not previously used such trade-mark or has any antecedent or exclusive claim to it.

That report, having been published and copied in Germany, was attacked by a leading Berlin newspaper on the incorrectly assumed ground that it had stated that Americans were unduly discriminated against by the statute in question, and that it gives less protection to American than to native trade-marks, or than is accorded to German trade-marks by the laws of the United States.

What the report did seek to do was to call the attention of American exporters to the fact that, whereas under section 4938 of the Revised Statutes a person or firm claiming protection for a trade-mark in the United States must file a verified statement that the claimant "has the right to the use of the same, and that no other person, firm, or corporation has a right to such use," no such proof or certificate of title is required in Germany; the sole essential being that the trade-mark shall not have been previously registered in this country. The report therefore sought to point out the consequent danger which they or any other manufacturer, alien or native, might incur by selling in Germany goods designated by a trade-mark not legally registered in this country. This danger would obviously inhere more especially to foreigners, who might be most naturally ignorant of the ease with which any trade-mark not already protected in this country may be registered, and thereby usurped, by an unauthorized person under the provisions of the German law. That this is true will be fully illustrated by two instances of recent occurrence, as follows:

For several years past the Griffin Mfg. Co., of New York, has been selling to the German trade through its agents—a German firm in Hamburg—a polishing paste for leather, each box of which bore its duly registered American trade-mark, viz., a "griffin," the fabulous antique monster, with the body of a lion and the head and wings of an eagle. As the Hamburg agents neglected to register this trade-mark in Germany, a certain maker of varnishes and similar goods in Berlin did so in his own name, and then, in April last, warned the Hamburg firm that they must not handle or sell in Germany any more goods bearing the griffin trade-mark without first purchasing his right to do so. As proceedings were threatened to enforce this mandate, the manufacturers in America, not choosing to submit to what they considered a species of blackmail, sought to avoid further complications by devising a new trade-mark for their goods intended for Germany, in which the picture of the animal was omitted and a device substituted consisting of a capital "G" with the legend "Mfg. Co." printed on a scroll across the letter, the whole showing that the preparation was made by the "Griffin Mfg. Co., of New York. Thereupon the Berlin claimant returned to the attack, declaring that he had obtained exclusive legal right to the word "griffin," and threatening proceedings if any further goods were sold under the name of the Griffin Mfg. Co. This latter claim is probably

untenable, as article 13 of the German statute for the protection of trade-marks clearly provides that no person can be prevented from using his name, the name of his firm, his place of business, etc., either in full or abridged form on his products or on the wrappings or packages which cover or contain the same.

The second instance is technically similar but morally somewhat less aggressive, as the claimant acted under different antecedent conditions. This was a case in which a merchant in Berlin who had several years ago imported, advertised, and introduced a certain American fruit sirup found that it was being imported and sold by other dealers, and sought to obtain from the makers the exclusive handling of their product for the trade in this country. This being refused, he had the special name of the sirup registered as a trade-mark under the German law, and sought thereby to enforce his claim to exclusive control of its sale to dealers in this country, or, failing in this, to compel the American manufacturers to purchase his claim to their trade-mark. This he felt justified in doing for the reason that he had been instrumental in introducing their product in what had proved a profitable and permanent market.

All these complications may be avoided if Americans or other exporters who seek to introduce into Germany goods protected at home by a trade-mark will request their agents in this country to first register such trade-mark in Berlin. The intent of the German statute is to treat all comers with fairness and equity. Section 23 of that act provides as follows:

Whoever does not possess an established place of business in Germany, has right to protection under this law only when the government of the country in which his place of business is established offers to German trade-marks, through the provisions of an officially published statute, the same protection that is accorded to trade-marks belonging to its own citizens.

The demand for protection of a trade-mark and for the rights which accrue from its registration in Germany can only be made and maintained by an agent duly established in Germany. The latter—i. e., such duly established agent—is the authorized representative in all proceedings which may be brought under this law before the patent office, and is endowed with all civil rights for the protection of such trade-mark by legal proceedings. For all processes relating to the trade-mark against the person or firm by whom it has been registered, the court of the district in which the agent resides shall have jurisdiction, or, in default of such court in that district, such jurisdiction shall revert to the court of the district in which the patent office is located.

Whoever presents a foreign trade-mark for registration (in Germany) must present with such application proof that protection for such foreign trade-mark has been sought and obtained in the country in which the chief office of the claimant is established. The registration (in Germany) is then authorized—in so far as international treaties do not otherwise specify—only when the trade-mark complies with the requirements of this statute.

On the 22d of September, 1894, an official announcement was published in the *Reichsanzeiger* (the organ of the Imperial German Government) that German trade-marks receive in the United States the same protection as those of native American citizens, so that from that date the legal status of such property became, as between citizens of the two countries, practically reciprocal. FRANK H. MASON,

BERLIN, December 27, 1900.

Consul-General.

### Iowa Retail Hardware Dealers' Convention.

The Iowa Retail Hardware Dealers' Association will hold their third annual convention at the New Julien Hotel, Dubuque, on February 13th, 14th and 15th. The following programme has been arranged:

WEDNESDAY, FEBRUARY 13.

9:00 A. M.

Meeting of executive committee at New Julien Hotel.

10:00 A. M.

Open meetings at Convention Hall.

Registering new members.

Payment of annual dues.

Presenting written questions for question box.

2:00 P. M.

President's annual address.

Report of secretary.

Report of treasurer.

Report of special committees.

Question box.

8:00 P. M. EXECUTIVE SESSION.

Members only.

THURSDAY, FEBRUARY 14.

9:00 A. M. OPEN SESSION.

Paper, "The Mutual Relation of the Retailer and Jobber," H. E. Tredway, Dubuque.

Paper, "Retail Business vs. Banking," A. T. Nelson, Wilton Junction.

Paper, "Side Lines," G. L. Miles, Grinnell.

Paper, "Some Elements of Success," W. A. McIntire, Ottumwa.

2:00 P. M. EXECUTIVE SESSION.

Talk, by Fred H. Cozzens, Detroit, secretary Inter-State Retail Hardware Dealers' Association—"Organization, the Key Note of Twentieth Century Methods."—Discussion.

Election of officers.

Question box.

8:00 P. M.

Attend Opera House in a body. Complimentary from Dubuque jobbers and manufacturers.

FRIDAY, FEBRUARY 15.

9:00 P. M. EXECUTIVE SESSION.

Closing the convention work and outlining plan of action for 1901.

Miscellaneous business.

Adjournment.

### Minnesota Retail Hardware Association.

The programme for the approaching meeting of the Minnesota Retail Hardware Association, which will take place in Minneapolis February 27th and 28th and March 1st, is not yet fully prepared, but the following circular emanating from Thomas McCracken, the Secretary, whose address is Boston Block, Minneapolis, gives the latest information regarding the coming convention:

"Our next annual convention will be held in Minneapolis February 27, 28 and March 1, 1901.

"A fare and a third will be granted on the certificate plan, if 100 certificates are presented (of which there is no doubt), you to pay full fare in and take a certificate from your local agent which will entitle you to a one-third fare on return. Some of the hotels have also granted reduction in rates to membership of the association.

"Don't neglect to take certificates.

"Neat gold badges will be furnished our members at the membership of the Association.

"We will forward you soon a programme of meeting, and trust there may be no reason why you cannot be present. Railroad tickets will be in force three days before and three days after close of convention, giving you in all nine days to spend in the Twin Cities.

"We cordially invite every dealer in the State to be present. Many important questions will come up for consideration in which you are interested, and your voice is needed to help shape our course of action, and should not be withheld."

### The Ohio Hardware Association.

From all appearances the meeting of the members of the Ohio Hardware Association, in Cincinnati, February 26th, 27th and 28th, will be the most memorable in the history of the organization. Every effort is being made by the manufacturers and merchants of that city to welcome the visiting delegates of the Association, and make their sojourn with them filled with enjoyment and hours of interest from every point of view. They have already succeeded in creating a large fund for the entertainment of the delegates, and the possibilities are that Cleveland will have to look to her laurels, for Cincinnati is on the warpath with a view of making comparisons between the two cities greatly in her own favor. When it is realized that over 400 of the representative merchants of the State attended the Cleveland meeting of last year, it can well be understood that the Committee on Entertainment realize the amount of work they have before them in this connection. Every retail Hardware merchant in the State has had forwarded to him a folder which reminds him that "The best convention in the history of the Ohio Hardware Association will be held at Cincinnati the last three days of February." With the hotels of the city also hustling in the same direction, giving all the information in regard to rates, points of interest, etc., that would make a stay in Cincinnati intensely enjoyable, they await with confidence the arrival of the distinguished guests. The official programme of the meeting will shortly be issued, and the members of the Association await its arrival with feelings of expectation that are tempered by the knowledge of a good time in future.

### "Anchor" Brand Hack and Butcher Saw Blades.

H. D. Lanfair, Springfield, Mass., manufacturer of the "Anchor" brand hack and butcher saw blades, saw frames, etc., has appointed the Allerton-Clarke Co., 97 Chambers Street, New York, their general agents. The "Anchor" brand saw blades are claimed to be made from the finest quality hot-rolled tool steel. The teeth have an improved irregular set, which causes them to run quite smoothly and cut very fast. Being tempered evenly throughout, they are exceptionally tough, and, consequently, hard to break. The butcher saw blades have the finest quality of steel used in their manufacture, and they are placed upon the market tempered, polished and set in file ready for use. The output also includes the "Anchor" hack saw frame, which is furnished in several sizes: 8, 9, 10 and 12 inch; also, the Lanfair saw punch, manufactured more expressly for punching the end holes in butcher saw blades. This enables such blades, which are furnished by this manufacturer in coils of 50 feet, as well as the special several lengths usually carried in stock, to be cut from the coil, punched with the saw punch above referred to, and fitted to rigid frames of any required length.

### The "Comet" Sprayer.

In another part of the paper will be found an advertisement of the new lawn and garden force pump which is advertised as well as a perfect fruit tree sprayer. It is manufactured by H. B. Rusler, Johnstown, Ohio, who will furnish upon application a free catalogue that will give hints on spraying, and testimonials regarding the value of the "Comet" as a fast-selling sprayer. The "Comet" is placed on the market at an extremely moderate price that would place it in reach of any one in need of a sprayer. Mr. Rusler is one of the oldest manufacturers in this line of business, having been manufacturing the "Comet" for the past eleven years, from year to year greatly improving the same.

## PACIFIC RETAIL HARDWARE ASSOCIATION.

The third annual convention of the Pacific Retail Hardware Association was held in Woodland, Cal., January 16-17. The meeting was an important one from the fact that a larger number of the trade were present who were interested in the proceedings, and also from the manner in which the various questions that arose were carefully considered. The first day was devoted more particularly to executive work, which enabled the members present to fully discuss the different questions as they came up. It has been the custom on the second day of the convention to welcome and receive the manufacturers and jobbing houses and their representatives, in order that any questions which arose in which they were interested could be discussed in connection with the members of the trade who were present as delegates. On this occasion this privilege was fully exercised, and a very harmonious state of affairs was the result.

When the convention was called to order by President John C. White, nearly seventy members responded. An invitation was extended to the San Francisco and Oakland Retail Hardware Dealers' Association to be present at the convention, and a delegation consisting of President O. F. Sites, S. V. Armstrong, C. A. Bennett and M. M. Brown were present at the proceedings.

President White delivered the annual address, in which, among many other things of importance, he said:

The value of business friendship needs no advocacy at my hands. The more we know each other and become acquainted, the better we are fitted to join together and act harmoniously for the benefit of all, and meetings such as these of men engaged in similar business pursuits are of great value from every standpoint.

The purpose of commercial organizations will be much underrated if looked upon as mercenary only or to maintain or get better prices or increase the volume of business. The fierce struggle for business sometimes leads men engaged in like occupations to distrust each other and take unfair means to promote trade, but it is to be hoped that one result of our meetings will be that we become better acquainted with each other and learn that our fellow members are just as honest as ourselves, and form friendships which we had not before.

### TRADE WARFARE.

There are times, with traders as with nations, when war becomes almost necessary, but we all know what war means, and its definition by a great American soldier who was well acquainted with the subject, that "war is hell," should be borne in mind and make us pause and think of the results before we plunge into trade wars or conflicts. Exhaust every resource to reach proper and fair understandings. If you have an agreed price with each other in your local sphere of business, stick to it. Let the customer go. If this be mutual, you will get the next customer—both have made a sale and each a profit; but cut your price and your neighbor will cut the next time—each has made a sale but neither a profit. So, when an aggravating case or condition presents itself or when some one has misrepresented, call on him for explanation, and you will generally find that the explanation can be given; or if a mistake, due apology can be made, which will restore confidence. But if it is an unmistakable case, showing bad faith, declare war, and the hotter the war, the sooner peace follows.

### PROSPERITY OF THE COAST.

By all reports and from what we can learn from all over California and the Pacific Coast, the season has been good so far for grain and fruit men. The other industries of the coast are in a prosperous condition, and the low prices for agricultural products we can reasonably hope will be advanced as freight becomes cheaper.

The first business to feel good times is the Hardware and Agricultural Implement trade. So let us take such action as we can to get our fair share of the results of prosperity that we are justly entitled to, and do all we can to promote confidence, uphold and spread abroad the fame of the great State of California, and assist the various organizations of

business men who have certain specialties intrusted to them, such as forest preservation and irrigation problems and conservation of the waters of the State, and, above, all that of inducing a desirable immigration of industrious people to share with us the blessings which California is abundantly able to bestow on capital, energy and well directed labor.

Next in order was the report of the Executive Committee, which was read by Vice-President Oscar C. Schulze. It was found full of the interesting matter that makes association desirable. It was listened to attentively by the delegates present. After the reading of the report of the Executive Committee, the convention then entertained the question of differentials as now existing, and the Executive Committee was fully instructed as to the enlargement and extension of the differentials desired on various lines of goods. A general discussion then took place on special organization in towns and districts, which brought out a very interesting interchange of ideas as to respective methods of conducting a retail business. The following resolution was offered by Vice-President Oscar C. Schulze, and was unanimously adopted:

*Resolved*, That inasmuch as the San Francisco and Oakland Retail Hardware Dealers' Association, by a committee of four, has visited our body at its annual meeting, at our invitation, and there signified a willingness to link its association with ours, for the purpose of increasing the scope of our usefulness, it being conceded that the aims and objects of both associations are identical; therefore be it

*Resolved*, That our Executive Committee meet with the Executive Committee of the San Francisco and Oakland Retail Hardware Dealers' Association, for the purpose of establishing a uniformity of action and work, and for formulating plans conducive to the mutual welfare of both associations.

The Pettigrew Parcels Post bill, now before Congress, was then brought to the attention of the convention by G. A. Gutman, of the Executive Committee, which resulted in the following preamble and resolution being passed.

### THE PARCELS POST BILL.

*Whereas*, We are informed that a bill is at present before the Congress of the United States, known as the Pettigrew Parcels Post bill, whereby it is proposed to carry packages from any point to any point in the United States at a common rate of postage; and

*Whereas*, We believe the question of the enactment of this proposed law is one which is of vital interest to every legitimate jobbing house and manufacturing concern on the Pacific Coast, and of equal or greater interest to every legitimate retail dealer, not only on the Pacific Coast, but in every other section of the United States; and

*Whereas*, If the Government should proceed to carry packages at the rates mentioned, we believe it is plain to any one what the result would be in relation to purchases being made in this way by people all over the Pacific Coast; and

*Whereas*, It is known that even now great quantities of all classes of goods are brought into Pacific Coast territory from the large department houses throughout the United States; and

*Whereas*, We believe it would prove extremely detrimental to every concern doing a legitimate business, be they manufacturers, jobbers or retailers, on the Coast, if such a law be passed; therefore be it

*Resolved*, That this association in convention assembled agree unanimously with the preamble as herein set forth and that we are unanimously opposed to the enactment of any such law, and we recommend that each member of this association enter into correspondence at once with the Congressman of his district and Senator of the State, urging them to use their utmost endeavors to defeat the passage of the said Pettigrew Parcels Post bill as a matter of public policy.

It was suggested, in addition, that this Association send a copy of this resolution to each of the Congressional representatives of California.



The enormous combinations of capital largely affecting the interests of the Hardware trade then became the subject of discussion, being unprecedented in the history of that industry, and the convention on discussing the matter decided that it would lead to unsatisfactory results to the individual dealer, and through him to his customer, unless some check was placed upon this desire to control absolutely the output in certain lines. Many letters were read from different organizations in the Middle West having reference to similar views, and substantiating those advanced by the delegates present.

Nevada City, Cal., was chosen as the place for holding the fourth annual meeting.

The former officers were re-elected for the ensuing year, as follows:

John C. White, president, Marysville, Cal.  
 Oscar C. Schulze, vice-president, Dixon, Cal.  
 William Earll, treasurer, Chico, Cal.  
 Robert W. Boyd, secretary, Marysville, Cal.  
 G. A. Gutman, member Executive Committee, Germantown, Cal.  
 George A. Legg, member Executive Committee, Nevada City, Cal.

An Auditing Committee of three was appointed, consisting of Elam Biggs of the Elam Biggs Hardware Co. of Nevada City, John Simpson, Tehama, and J. F. Sersanus of the Estate of George W. Freeman of Willows, Cal.

An invitation was then received from the ladies of Woodland, expressing a desire to give the members of the Association present a reception, which invitation was received and accepted with many thanks by the Association. The entertainment took place Wednesday evening in the spacious parlors of the Hotel Julien, which had been profusely decorated for the occasion, and the members present, with their guests, were provided with a very enjoyable musical programme, after which dancing and card playing were participated in and refreshments were served by the ladies, concluding an evening that will linger long in the memory of all present.

Thursday morning session was assembled at 10 o'clock, and, in accordance with the invitation extended by the convention, representatives of the jobbing interests of San Francisco and Sacramento were present in force, most of them being represented by the principal members of the firm or company. Nearly twenty concerns responded to the invitation, in addition to which William R. Wheeler and A. C. Rulofson of the Traffic Committee were present, Thomas P. Smith, secretary of the Pacific Coast Hardware and Metal Association, and a number of others representing the commercial and manufacturing interests of the Coast. President White giving a resume of the deliberations of the executive session, and calling attention to the different subjects that engaged attention, brought on a free discussion of the points of interest, which was followed by a free exchange of individual ideas entirely on the future interest and well-being of the Hardware industry. The convention expressed themselves, through their president, as being exceedingly gratified to find that the views of the manufacturers of California were at one with the views of the Association on so many subjects of interest to each, the general result of which was believed to be that the retail and wholesale Associations would be found to draw much closer together than could reasonably have been anticipated.

The Executive Committee were endowed with full power to act in joint session with the Executive Committee of the various chapters of the Pacific Coast Hardware and Metal Association. This intimation, affecting the principal questions at issue between the jobbers and retailers, was received with much pleasure by the delegates present. The business of the joint conference having been concluded in such a satisfactory manner, the convention then adjourned.

Under the auspices of the Entertainment Committee of Woodland, the members of all the associations were invited to meet with some of the prominent commercial and pro-

fessional men of Woodland at a banquet, which enabled 200 guests to sit down to a most enjoyable and delightful affair. Under the inspiring music of the Woodland String Band, and the able direction of Mr. Biggs, who acted as toastmaster, many responses were made, and a happy entertainment was the result, concluding at a late hour. After the singing of "Auld Lang Syne" and "Home, Sweet Home" had reminded the assemblage that the end of an enjoyable day was already reached, everybody departed with feelings of gratification and a sense of satisfaction with the day's employment.

### The Necessity of Paint

Is demonstrated more strongly every day—and of good paint only. By this we mean those paints serving the purpose for which they are intended, i. e., to preserve and protect the surface to which they are applied, and not to be merely ornamental. The value of good paints can hardly be estimated; while they are not cheap in the ordinary sense, they are far more economical in the long run than the so-called "cheap" paints. If two houses of similar architectural construction are painted, one with a good lasting paint, and the other with a paint made to sell cheaply, the former will soon prove that it has been a paying investment, as its appearance, after a short period of time, in comparison with the latter, will be far superior, thus tending to enhance the value of the former, while the latter will have deteriorated.

The Harrison "Town and Country" Paints can be depended upon to look well and wear well; they have made a world-wide reputation for durability, brightness, covering capacity and uniformity, having been on the market as standard since 1875.

Other Harrison paints of great merit are the Harrison Floor and Deck Paints, and the Harrison Roof Paints, their purpose being indicated by their respective names. For radiators and bath tubs the Harrison Enamels and the Harrison Bath Tub Enamels will be found desirable. Among the household effects there are numerous articles that can be reclaimed by the use of a little paint. For this purpose the Harrison Interior Decorative Enamels, Varnish Stains, Wire Screen Paints, Blackboard Slating and the Household Ready Mixed Paints are suitable and reliable, and are put up in small packages convenient for use. For re-enamelling the bicycle the Harrison Bicycle Enamel. Buggies and wagons can be easily brightened with the Harrison Varnish Carriage Paints and the Harrison Wagon Paints.

The Harrison White Lead is well known for its extreme whiteness, fine grinding and covering, and the Harrison Oil Colors are considered the standard for purity and strength. The Harrison Superfine Coach Colors have made an enviable reputation for fine carriage and car painting.

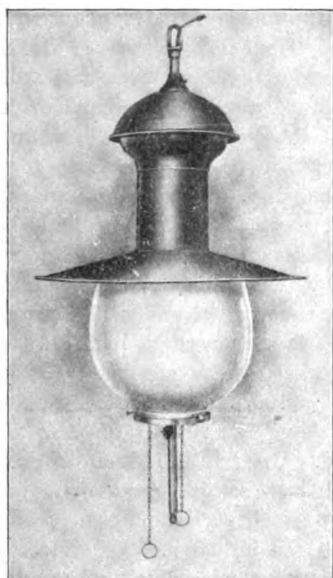
For the prevention of rust on structural and other iron and steel work, the thoroughly reliable paints are the Harrison Red Lead for Priming, and the Harrison Antoxide for finishing. The demand for the Harrison Varnishes, since they have been made on an extensive scale, has steadily increased, proving them to be of the same high standard as the other Harrison products. The Harrison "1793" Vermilion is a bright Vermilion that does not fade nor turn black, and being much lower in price than English Vermilion, is consequently much more economical to use. The Harrison "Weatherproof" Enamels are for exterior use only, and will stand the most severe exposure test. They are especially adapted for marine and other work exposed to a salt, moist atmosphere, and will not chalk, crack or scale.

For any information on paints mentioned above or any other paint, Harrison Bros. & Co., Inc., will gladly furnish same. Address the Company at 35th and Gray's Ferry Road, Philadelphia; 117 Fulton Street, New York; 27 Lake Street, Chicago.

The one eternal lesson for us all is how better we can love.

### The Doran Lighting System.

The Acorn Brass Works, 19 H. Jefferson Street, Chicago, Ill., whose advertisement appears upon page 12, are the sole owners and general agents of the Doran Lighting System, which is claimed to be the ideal of perfection in hydro-carbon lamps. The system is one in which the use of gasoline is the important agent. It is in this system designed that the gasoline should be conveyed throughout an entire building through a flexible hollow wire that can be put through crevices or around corners, and concealed the same as electric wires. As many lights as are desired, both inside and outside of a building, can be supplied from the same tank. As the tanks are tested to 150 pounds pressure, there is claimed to be absolutely no danger, for in use they are not subject to more than 60 or 70 pounds pressure. The construction of the light is such that when it is once put into operation it is always ready for instant use through the medium of a by-pass operated by small chains hanging within easy reach attached to a lever that opens and closes a small valve. (See illustration herewith.) When the use of the light is desired, all that is necessary is to pull one of the chains, which opens the gas orifice to its full capacity. When not in use, the light is turned down to a very small flame, that is scarcely noticeable, yet high enough to keep



"DORAN" STREET LAMP.

the generator hot and the light ready for instant use. The generator is situated between the mantles, and the gasoline is conducted to the generator, where it is immediately changed into gas from the heat of the flame or mantles. The generator is the only wearing part of the entire outfit, and is interchangeable; any one can change it. An extra generator accompanies each light, which practically insures the light for years, for when a generator has shown a defect the user can change it for the good one and mail the defective one to the manufacturer, who will put it in shape or return a new one for it free of expense for two years from the time the lights are installed; thus the user is placed in direct communication and is assured that his lights will always be kept in order. This light is particularly desirable for factories, foundries, stores, churches, armories, halls, docks, picture galleries, open air and indoor gardens, bar and billiard rooms, restaurants, Summer hotels, grounds, piers and excavations. For photo-engraving, printing and half-tone work, in a general way this light is invaluable. Aside from being considered superior to the Electric Arc or Acetylene, the cost of installation and operation is fractional. The system lights are just as convenient as electricity or gas, as they are so constructed that it is only necessary to pull the chain to switch on the light. Once put into operation they are always ready for instant use. The expense of installation is nothing in comparison with electricity or gas, and the cost

of maintenance is away below either Electricity or Gas. Posts are also supplied for street lighting or gardens. The lamps that are used in the operation of this system present features of importance that are worthy of study. They should not be confounded with lamps limited to 100 candle-power gasoline. These are claimed to give 1,250 candle-power. They have no fount to fill nor mantles to break. In



GASOLINE TANK WITH PUMP.

operation there is no shadow below—light is thrown all around without obstruction. It is simple in operation and practically noiseless, and the ease with which it can be operated, turned up or down instantly with a chain, is a most attractive one. In use, the arc lamps possess every appearance of the best electric lamp, and, as the manufacturers demonstrate in the circulars that they send in connection with its introduction by agents, it is deemed by them to be the cheapest system on the market, both in first cost and in operation, over any similar light of comparatively as strong power. They desire to appoint agents for every town and city in the United States, and solicit correspondence having this object in view. Exclusive privileges will be given to the agents that will make it an object to cover the field, with a certainty of producing profitable results.

F. CORTEZ WILSON & Co., 239-241 Lake Street, Chicago, Ill. are the manufacturers of the Acetogen, which is an apparatus for generating acetylene gas. They recently issued an extremely interesting booklet on the subject of Acetylene Generation, in which is fully described the method of generating gas by this apparatus. As the literature emanating from this firm is prepared with a view to avoiding as many technicalities as is possible, the contents of the booklet are very easily understood by any one unfamiliar with gas-making processes. The process by which the Acetogen generates gas is a method that introduces the carbide to the water, and the superiority of the claims of this special method is set forth in the booklet under review in very convincing language. The book is attractively gotten up, with wide margins and small illustrations of various kinds adopted for the purpose of presenting the illuminating devices popular among the ancients. Illustrations are also given of the Acetogen and its method of construction and operation. It will be found well worthy of perusal.

## RECENT TRADE PUBLICATIONS.

MILWAUKEE AUTOMATIC MACHINE Co., Milwaukee, Wis., are distributing a handy blotter, composed of several sheets of blotting paper with a celluloid ornamental top to the same, very attractive in appearance and making a very neat piece of advertising.

GENEVA TOOL Co., Geneva, Ohio, send out on their own account a 1901 greeting commemorating their 55th birthday. This is a long time for one concern to be in business, and as they say, they have found in the progress of the number of years they commemorate the elixir of life, for they are at the present time younger than ever in everything that would count for success in their special line of business. A very clever little four-page booklet, printed in two colors on attractive paper, and would command attention wherever sent.

ECLIPSE REFRIGERATOR WORKS, Burlington, Vt. The 1901 catalogue of Eclipse Refrigerators, of 40 pages, shows this attractive line handsomely illustrated, and well printed on good paper. This covers a desirable line of goods manufactured with a removable ice chamber and possessing a positive circulation of dry air by means of removable flues, introducing cold air to the bottom of the provision chamber. It covers a line of domestic refrigerators with and without water coolers; also grocers' refrigerators, ice chests, etc. It is a desirable pamphlet for the approaching season for such goods, that should be in the hands of all of our readers.

GEORGE W. SOUTHWICK & Co., 147-149 Centre Street, New York. Four-page booklet having reference to Southwick's Wire Belt Lacing, which is referred to as possessing great economy in the saving of belting alone, as a joint properly made with this lacing is claimed to last ten times longer than most of the material used for that purpose. They also catalogue an Automatic Belt Hook Tool, which insures perfectly made joints, every joint being alike. In connection with this tool, they advertise a Cold-Rolled Steel Belt Hook, which when used with the Automatic Belt Hook Tool makes a perfectly made joint of great strength. Included in the contents of the booklet is reference to the Polar Belt Dressing, a leather preservative and dressing easily applied with a brush or a piece of woolen cloth.

SMITH & HEMENWAY Co., 296 Broadway, New York, have recently issued a new edition of that catalogue of theirs which they characteristically denominate "The Green Book of Hardware Specialties." This certainly is a publication in which a great many salable articles in the Hardware line are crowded, and makes the little pamphlet as full of interest as the latest novel. There is scarcely a page in the book but of which the Hardwareman would say: "If I had those goods in stock I could sell them at a profit." They are Hardware goods from the word "Go," and include the line of tools made by the Utica Drop Forge and Tool Co., the Engstrom Swedish Razor, the Ran-Tan-Ka-Rus Razor, a full line of Butcher, Kitchen, Shoe and Hunting Knives, Byrnes' Glass Cutters, Giant Nail Pullers, Giant Tack Pullers, etc., etc. They also publish in connection with this a memorandum book covering the entire year under the head of "A Daily Reminder of Important Matters," in which the line of products handled by them is incidentally referred to, and a lot of space left for important items to be needed day by day, being in the form of a diary, five lines constituting a record of each day in the year.

CLARK MFG. Co., Buffalo, N. Y. Pamphlet catalogue, oblong in shape, of 54 pages, covering the line of Clark's Blind Hinges, which have been made by this company for 33 years. This is a handsomely printed catalogue on extra fine paper, well illustrated throughout, showing the many improvements adopted in the construction of these desirable goods. Included in its contents, in addition to Blind Hinges, will be found their line of Gate Hinges and Latches; Loose pin door butts, with the manufacture of which they have been identified for many years; "Buffalo" and "Olympia" Spring Hinges; "Buffalo," "Eclipse" and "Square" Sash Pulleys and "Niagara" Stove Pipe Dampers, to which an additional reference is made in another column of this issue. It is a very complete catalogue on these lines of goods.

UNDERHILL, CLINCH & Co., 94-96 Chambers Street, New York, are the agents for the Geneva Tool Co., Geneva, Ohio, manufacturers of the superior line of goods which is marketed under the name of "Geneva." They are also noted for sending the trade occasionally something new and novel in the stationery line. Hardly anything emanating from the literary department of the company but what is well worth reading, and calls attention in a dignified way to the products of this well-known company. Underhill, Clinch & Co., following in their footsteps, issue a very artistic little booklet denominated "Little Preachment on the Up-to-Dateness of Geneva Steel Goods," in which attention is called to the immense assortment that is constituted under that name at the present time, and the fact that they carry in their stock in this city the largest and best assortment of agricultural steel goods possible. This line includes every description of hoes, rakes and forks, with the great variety of uses for which these goods are wanted. Underhill, Clinch & Co. have recently completed in their new sample rooms a magnificent display of the various types and styles of such goods which are the most important in the industry. They state that they have in course of preparation a catalogue that will illustrate the entire line, and it is their endeavor to make this catalogue the best of its kind representing this important branch of the business.

E. C. ATKINS & Co., Indianapolis, Ind. Pamphlet catalogue of 174 pages of Saws and Saw Tools, under the subtitle of "The Sawyers Hand Book." This includes their line of saws of every description for the Lumberman, together with the various appliances needed in the proper use of the same. It is filled with suggestions to lumbermen and sawyers in their use and care of saws, and also includes all additions and changes that has been required by their rapidly increasing business. This is not intended to cover the full Hardware line of saws, but only such as are of interest to lumbermen and sawyers, more particularly. In their several branch houses at Memphis, Tenn.; Minneapolis, Minn.; Atlanta, Ga., and Portland, Ore., E. C. Atkins & Co. carry a full line of saws of all kinds, also tools and other specialties of their manufacture, constituting a well-assorted stock of mill supplies. In connection with these branch houses, they have shops well equipped with improved appliances and tools, and a corps of skilled workmen by whom repairing will at all times be carefully and promptly done. The volume under review is an extremely interesting and very desirable one for the distribution of which it is more especially limited, and the lumberman or mill sawyer who does not send for a copy of it makes a big mistake.

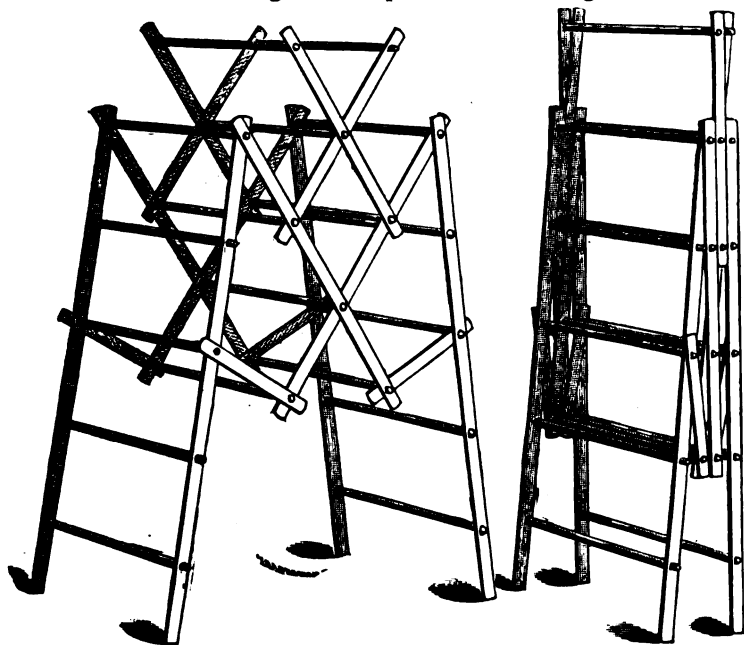


## NEW GOODS AND SPECIALTIES.

### Rogers' Clothes Rack.

Rogers & Son, Kendallville, Ind., are manufacturing and distributing through the Hardware and house-furnishing goods trade a new and improved Clothes Rack, which we illustrate herewith. It is a very useful appliance of a house-keeping character, and is intended to be marketed at a low price, one that will bring it into general use. Among its many advantages, the manufacturers refer to the fact of its self-adjusting qualities, which permit of its being extended or constructed regardless of hooks, latches or any other mechanical contrivance, which makes it superior to the old-fashioned method of manufacturing similar household specialties, and the fact that it also operates equally as well with clothes upon it as when entirely free from them, makes it more convenient for closing and setting out of the way without the necessity of removing anything from it. It is also referred to as being well adapted for the airing of bed-

and adjusted in accordance with the height of the steps upon which the legs rest. The device has been regarded with great favor by progressive decorators, its utility for the combination of circumstances rendering such a step ladder desirable being fully recognized. The head of the ladder is protected from wrenching by a lug of band iron, and every step is braced on each side with a patent drive brace, which makes the whole structure absolutely rigid, while the metal tie bands in front hold the steps securely in their mortises and prevent spreading apart. The manufacturers claim that no trestles are needed by any one using this description of step ladder. Every care is taken in the construction of these ladders to make them perfectly safe and reliable. The braces that are attached are prevented from splitting by iron trimmings that are attached with real screws, not tacks. In the Miller No. 1 even coated wire nails are used in the construction, as they are considered exceedingly tenacious in their

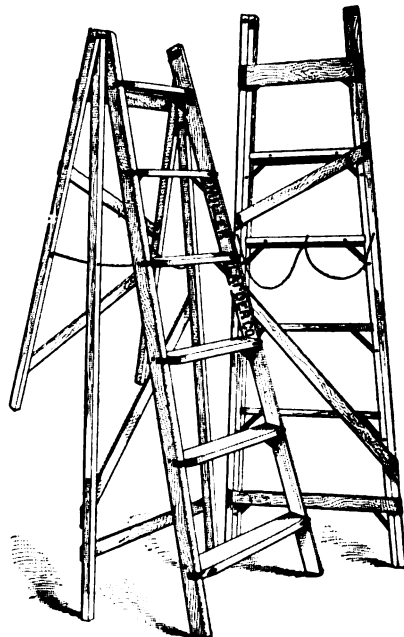


ROGERS' CLOTHES RACK.

clothes, and even feather beds, being so constructed that its surface is much greater than would appear to be the case. It has a hanging surface of 36 feet; is made of hard wood with oil finish, and will no doubt meet with successful sales wherever it is introduced.

### The Miller Ladder.

The Miller Ladder Co., 204 Orleans Street, Chicago, Ill., are placing on the market, through the Hardware and House-furnishing goods trade, the Miller Ladder, an illustration of which we give in the course of this article. This is one of the strongest and most desirable ladders for the purpose that has been brought to our attention. In fact, it is a radical departure from the conventional style of step ladder. It has an individuality entirely its own, arising from the fact that it is made with or without a stairway attachment, which is shown in the illustration herewith. Hinging the legs above the top step makes that step as steady as the lowest one. The horizontal brace level with the top step gives a broad foothold or pail-rest. When the Miller Ladder is desired to be used with the stairway attachment, the longer extension is folded entirely out of the way, leaving the shorter one to be used independently, which can be used upon any stairway



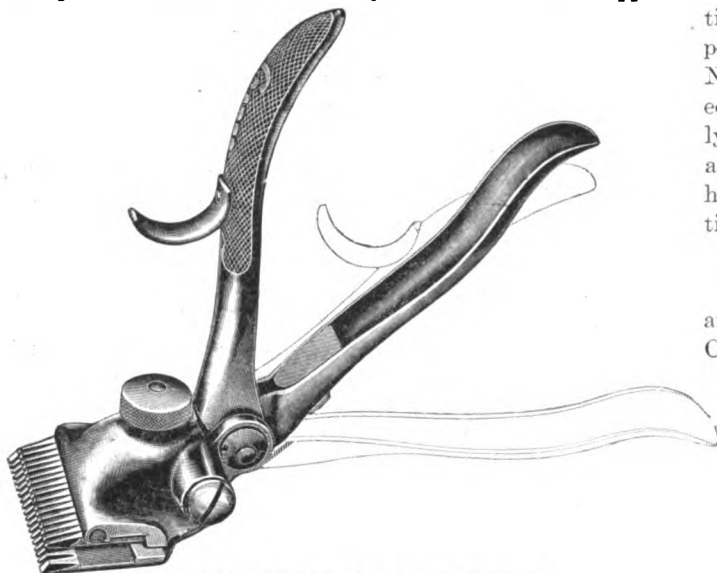
THE MILLER LADDER.

holding powers and less likely to work loose. This is mentioned to show the care given to their construction. It is the policy of this company to establish local agencies in every town or city, thus making it extremely attractive for local dealers to interest themselves in pushing the sales of these ladders, enabling them to enjoy a fair profit therefrom. Dealers acting as their agents are furnished with advertising matter to assist them in pushing the sale, and the manufacturers state with authority that the demand steadily increases wherever they are introduced. Janitors, plasterers, plumbers, electric light construction men, as well as painters and decorators, find this a very desirable ladder to purchase on account of its important features of steadiness, rigidity and convenience, which qualities the conventional step ladder is frequently without.

### The Twentieth Century Model Clippers.

The Coates Clipper Mfg. Co., Worcester, Mass., have recently added to their line of popular barbers' hair clippers the Twentieth Century Barber Clipper, which bids fair to lead the procession in this important line. The Twentieth Century Model is the latest in the clipper line. It is a combination which the manufacturers thoroughly believe cannot be equalled for the purpose given, as it includes a right-hand, left-hand, No. 1, No. 2, ball-bearing, adjustable spring,

jointed and straight handled all in one. This would seem to indicate that it was the only clipper constructed on such principles as would provide it with so many estimable points. In working this clipper the hand is always in its natural position (Fig. 1). This has the advantage of enabling its use for a longer period of time without fatigue than the ordinary common clipper. By pressing the check the handles are enabled to assume any position that will meet the requirements of the operator. The handles are so designed that a simple movement makes an easy as well as a fine clipper.



TWENTIETH CENTURY BARBER CLIPPER.

The handles may be placed in any position, and the clipper will operate with the same facility. To insure a firm grip the permanent handle is checked, in the midst of which appears the name of the makers, "Coates." The handles of the Twentieth Century Barber Clipper are built on the same principle as a pair of pliers. While the fingers of the hand are moving on a perpendicular plane the plates are vibrating on a horizontal plane. The movable handle is of such a form that the fingers have no tendency to slip off. One of the most attractive features in connection with the sale of this clipper is the fact that it is adaptable for the use of different sized hands. It is well known a large hand requires a larger working space than a small hand. This ob-



FETLOCK CLIPPER.

jection is overcome with this particular clipper, for, as the manufacturers say, "All hands look alike to the Twentieth Century Model." This model is furnished with the No. 151 spring, which is always kept within its torsional limits, and the tension is the same throughout its entire pull. It is a pull spring, and the tension may be changed to suit the

strength of any hand. The comb used in connection with this model is extremely light, but very strong. The teeth are made of sheet metal inserted into a steel band. This enables the manufacturers to make a very strong tooth, and give them a fine polish, and by an improved process of manufacture it very materially adds to the readiness with which it goes through the hair, making it, in the estimation of the manufacturers, superior to a cast tooth for the purpose designed. In Fig. 2 is shown the Twentieth Century Fetlock Clipper, which is made upon the same principles covering the Twentieth Century Barber Clipper, except that it has a grasshopper spring between the handles, the same as the "Coates" old No. 71 model. By its aid the fetlock may be trimmed with equal facility by the right or left hand, and it is not especially necessary to lift the hoof from the ground. These goods are new, and their merits should be inquired into by those handling this line of products, as they will bear full inspection, and be found deserving of all attention given to them.

#### Self-Chalking Chalk Lines.

The Smith & Hemenway Co., 296 Broadway, New York, are just putting on the market the Automatic Self-Chalking Chalk Line. This is a very unique specialty in its way,

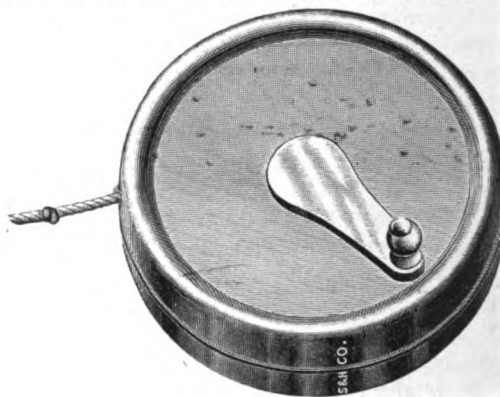


FIG. 1.

and is so constructed as to make it impossible for the line to get bound in its frequent operation. The flat spring with which it is provided keeps it wound perfectly tight, not only in drawing out, but also in closing up. The accompanying cuts, Figs. 1 and 2, will give those interested a good idea of the merit of the article, showing its general appearance

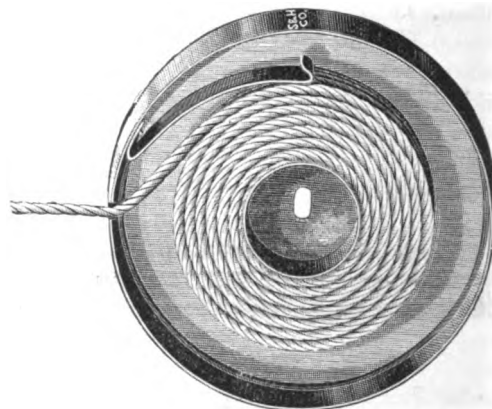


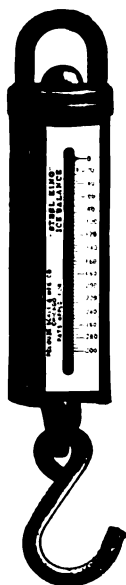
FIG. 2.

and its mechanical novelty. The above firm publishes what is known to the trade as "The Green Book of Hardware Specialties," which will be sent out to any one in the Hardware business on application.

#### New "Steel King" Ice Balance.

The Pelouze Scale & Mfg. Co., 133-139 South Clinton Street, Chicago, Ill., are the manufacturers of the new steel Ice Balance which is marketed under the name of the "Steel King." It is claimed by the manufacturers to possess all the good points that are considered requisite in the make-up of a perfect ice balance, and in addition it is more thoroughly constructed with a view to meeting the requirements of the ice trade, that one special feature being deemed of the

greatest importance. It is made entirely of steel, and therefore has no liability of broken castings, neither are there any screws to shake loose, and so impair its utility. The dial, as will be noticed, by comparison is much longer than many other makes, and is marked in a very distinct manner. It is handsomely nickel-plated, the figures being large and black. One peculiarity in the construction of this scale is that it is provided with a "limiter," which is an improvement preventing the spring from being strained beyond its



NEW "STEEL KING" ICE BALANCE.

capacity. When necessary, it can be quickly adjusted by simply removing the cap on top and slightly turning a screw. The simplicity of this movement insures a permanent scale. Any part can be supplied separately, and replaced by the owner without any necessity for returning the scale to the factory. It weighs, boxed, 4 1-2 pounds, and is made in three sizes, with a capacity of 200, 300 and 400 pounds respectively. Prices will be furnished on application, and the manufacturers solicit correspondence having this end in view.

#### Toe-Calks.

Among the advertisements in this issue of the paper will be found that of Leonhardt & Co., Berlin-Schoeneberg, Germany, who have been patrons of our paper for a number of years, and are known as the manufacturers of the H Toe-Calk, which has been noted for a long time as being one of the safest toe-calks possible to be used in the construction of a perfect shoe. By the use of this special calk all anxiety is overcome and all danger for the horse is set aside. The form of the toe-calk being the letter H, presents a number of advantages, which give a perfect grip, always stays keen and form a constant guard against the horse slipping, and the step becomes strengthened and steady. Smooth streets, roads covered with ice and snow, which have heretofore been the terror of all owners of valuable horses, require that every



TOE-CALK.

care and attention should be devoted to the providing of shoes properly protected. By the use of the H Toe-Calk the annoying and frequent tearing of the hoofs is obviated, and the harmful sharpening of the iron becomes superfluous. The general appreciation with which the H Calk has been accepted by the horseshoers is well deserved, and shown by the testimonials of thousands who have been benefited by the continuous use of this small specialty.

# PATENTS

Preliminary Consultation Free.

HENRY J. MILLER,

55 Equitable Building,

BOSTON.

#### Niagara Stove Pipe Damper.

Clark Mfg. Co., Buffalo, N. Y., among the numerous specialties which they have been manufacturing for a number of years, have had great success with the Niagara Stove Pipe Damper, an illustration of which we give herewith. This is one of the most popular Dampers that has ever been placed on the market, and has been uniformly liked by every stove dealer who has been made familiar with its merits. The tension is secured in the usual manner, and projections on the stem, bearing each side of the blade, prevent its turning. It



NIAGARA STOVE PIPE DAMPER.

is made in five sizes, running from three to seven inches by inches, and is made with either polished iron or japanned wood handle, as shown in the illustration. The manufacturers state that the sales are largely increasing from year to year, and it has received frequent commendation for its perfect construction and smoothness of castings.

#### Hollow Grip Horse Shoe.

The Hollow Grip Horse Shoe Co., Room 1303, Chamber of Commerce, Chicago, Ill., are placing before the Hardware trade the advantages to be derived from the use of the Hollow Grip Horse Shoe manufactured by them, and which should make them a popular article to be handled by that important industry. We illustrate herewith the article referred to. Fig. 1 shows the upper view of the shoe, and Fig. 2 shows the bottom, the hollow grip being indicated by the depression shown in the cut. In designing the Hollow Grip Horse Shoe it was the aim of the inventor to produce an article which, while possessing durability, would also afford the horse a secure hold upon the ground or pavement. At the same time the construction is of a character to relieve the muscles and joints from any strain or jar. It is claimed that this has been fully accomplished in the shoe as at present perfected, the sole or under side of the shoe being provided with an outer and inner circle, located at a convenient distance apart, which extends entirely around the inner and outer edge of the shoe, thereby forming a groove or channel. The two rims act as calks, and it will be observed that the inner rim extends below the lower edge of the outer circle at the toe, so that said inner part will first come in contact with the ground as the horse's foot is lowered, and as a means of relieving the muscles of the leg and shoulder from the strain generally experienced the inner rim is made elastic or resilient, and this effect is produced by sloping the same inwardly. It is enhanced somewhat by making the same relatively thin. The outer rim, as will be seen, is comparatively thick at the toe of the shoe, thereby securing rigidity at this place, which is frequently subjected to violent blows. From the preceding description it will be seen that as the foot is lowered the inner circle will strike the ground, and if the surface is hard it will spring upward, and then the thicker or outer circle will also strike the ground, but the blow will be materially lessened, and to such an extent as to cause no harm to the horse. Horse owners are constantly on the alert for an improved shoe that will enable the owner of the horse to proceed



will safety, at the same time utilizing the best advantages of the animal in the employment of which he may be engaged. Among the several advant-



FIG. 1—UPPER VIEW OF SHOE.

ages which are claimed for this shoe we may mention the following: It is relatively cheaper, because it must be fitted without heating; it will wear



FIG. 2.—BOTTOM VIEW OF SHOE.

longer, having no calks to sharpen; it is less liable to cause an accident to a horse, because it cannot get wedged in crossing railroad tracks, cable slot, etc. It lessens all fear of a horse interfering or cutting himself. It prevents a horse from slipping on smooth pavements or on ice. It greatly increases the knee action of the horse by its peculiar construction and the elasticity of the inner circle. As a driving shoe it has all the qualities for ease, comfort and safety obtainable from any form of horse shoe. In fact, it represents more nearly the natural hoof of a horse than any other shoe put on the market, and is claimed to be the only shoe that gives the horse absolute relief from the concurrent jar and strain of the muscles of the leg and shoulder. The utility of this article is well worth looking into, and we should advise those interested in the marketing of horse shoes to write to the company at the above address for a pamphlet they publish in connection with the same.

#### The Kelly Handle Bar.

The Kelly Handle Bar Co., Cleveland, Ohio, are manufacturing and distributing through the Hardware trade and dealers in bicycle sundries, the Kelly Handle Bar, which we illustrate herewith. They have been for five years engaged in the manufacture of these bars, and feel that to-day their production is of the most improved construction connected with this branch of the business, their handle bars having

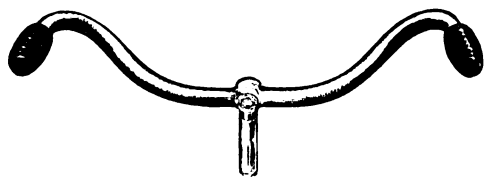


FIG. 1.

already an international reputation, as many of them are sent abroad under a popular demand that has been created in foreign countries. In the manufacture of the Kelly Handle Bar nothing but the best of forged connections are used, and no brazed tubing. It is claimed that the advantages of a divided bar over a rigid or reversible are so many and various that they are especially popular from this their principal

# Take Hold of This

The dealer who takes hold of

## THE SHERWIN-WILLIAMS PAINT

and makes use of the liberal helps we give him can do the biggest paint business in his locality.

Not only that, but he can build up his whole business and advertise his whole store by pushing **S. W. P.**

The advertising brings the trade.

The quality of the paint holds it.

There's money and reputation for you in **S. W. P.**

Take hold of it.



**THE SHERWIN-WILLIAMS CO.**

PAINT AND VARNISH MAKERS.



CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.



Write 31 Michigan Street, Cleveland for the  
"B-13" illustrated booklet on our Paints and Methods.

feature. In Fig. 1 is given their regular Handle Bar with a regular stem. It is 18 inches wide and 20 inches when level, and this is the bar that is used by the general riding public. Fig. 2 shows their Racing Bar with a 2 1-2-inch forward ex-

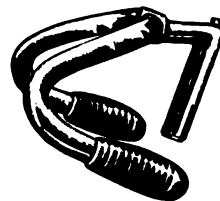


FIG. 2.

tension. This is 20 inches wide and 22 inches when level, and is intended for racing and club men. Fig. 3 is their California Handle Bar, with 1-inch forward extension. This bar is 20 inches wide and 22 inches when level. The manufacturers claim there is no fear of their handle bars not

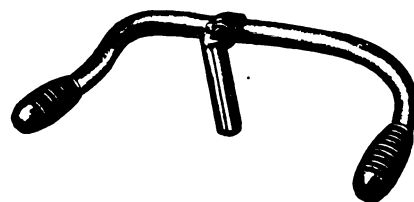


FIG. 3.

working, or of wearing loose. A correct pitch of grips is given in all positions. The Kelly Handle Bar can be converted from a drop to an up-turn by simply removing the locking screw and reversing handles. In fact, it is claimed by the manufacturers that by adopting the Kelly Bar the dealer is saved the expense and annoyance of handling a large assortment of bars to meet any of the special requirements.

"De man dat's dissatisfied an' shows it by workin'," said Uncle Eben, "kin be credited wid hones' ambition; but de man dat shows it by talkin' ain' nuffin' but a plain kicker."—*Ex.*

## REVIEW OF THE MARKETS.

**Wire Nails:** The trade was somewhat surprised to receive notice from the American Steel and Wire Co., under date of January 29th, that they had advanced Wire Nails and Plain and Barbed Wire \$2 per ton, the advance to take effect at once. The previous price had been maintained so long the supposition had been strong that when a change was made it might be one making prices a shade lower, and stocks were uniformly low, although some good orders had been placed. The recent reduction in freights agreed upon will make the advance slightly less than the 10 cents referred to, and the business done since the market was strengthened by this action of the company would indicate it was just the thing needed to stimulate orders, as business is referred to as being very good. Quotations based on the advance are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots.....	\$2.30
"    less than carload lots.....	2.35
To retailers in carload lots.....	2.40
"    less than carload lots.....	2.50

New York prices are not affected seriously by the slight change, and are quoted as follows:

To retailers, carloads on dock.....	\$2.53
Small lots at store.....	\$2.55 to 2.60

**Cut Nails:** The manufacturers of Cut Nails were not long in taking advantage of the action of the Wire Nail producers, and agreed to advance their price 5 cents a keg. Quotations consequently are as follows, f. o. b. Pittsburgh, plus freight, terms 60 days, or 2 per cent. off in 10 days:

Carload lots.....	\$2.00
To jobbers in less than carload lots.....	2.05
To retailers in less than carload lots.....	2.15

New York quotations are as follows:

To jobbers in carload lots on dock.....	\$2.15
"    less than carload lots on dock.....	2.20
To retailers in less than carload lots on dock.....	2.30
Small lots from store.....	\$2.25 to 2.30

**Screws:** The manufacturers viewed the unsettled conditions of the screw trade with apprehension for the demand for Spring, which is usually a good one, and thus should be large. Reduced quotations have been decided upon to stop the floating of so many special discounts. The following reduced list of discounts was agreed upon, and the change being a radical one, concessions of moment are not looked for or anticipated:

	Discount.
Flat Head Iron.....	90 %
Round and Oval Head Iron.....	87½ %
Round and Oval Head Piano, unpollished.....	87½ %
Fillister Head Iron.....	85 %
Flat Head Brass.....	87½ %
Round and Oval Head Brass.....	85 %
Flat Head Bronze Metal.....	80 %
Round and Oval Head Bronze Metal.....	77½ %
Flat Head Nickel Plated on Iron.....	80 %
Round and Oval Head Nickel Plated on Iron.....	80 %
Flat Head Nickel Plated on Brass.....	80 %
Round and Oval Head Nickel Plated on Brass.....	80 %

Flat Head Iron Screws, Blued and Black, 5 per cent. advance on net.

**Barb Wire:** The advance of \$2 a ton applied also to this important line, and the advance not being a very important one, will have but little effect on the large demand anticipated for Spring trade. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted.....	\$2.60
"    Galvanized.....	2.30
"    less than carload lots, Painted.....	2.65
"    Galvanized.....	2.35
To retailers in carload lots, Painted.....	2.70
"    Galvanized.....	3.00
"    less than carload lots, Painted.....	2.80
"    Galvanized ..	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** The mill prices of Plain Wire were affected by the advance the same as other Wire products, and changed the prevailing prices; business is noted as being quite fair, with a large demand in sight. Quotations are now stated as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. off for cash in 10 days:

	Base sizes.	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.25	\$2.65
"    less than carload lots.....	2.30	2.30	2.70
To retailers in carload lots.....	2.35	2.35	2.75
"    less than carload lots.....	2.45	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Plain Fence Wire Advances (Catch Weights).			
Nos.	Base	Galvanized.	
6 to 9.....	\$0.05 advance over base.....	\$0.40 extra.	
10.....	.10	.40	"
11.....	.10	.40	"
12 and 12½.....	.15	.40	"
13.....	.25	.40	"
14.....	.35	.40	"
15.....	.45	.40	"
16.....	.55	.40	"
17.....	.70	1.00	"
18.....	.85	1.00	"

For even weight bundles, 50 pounds or over, 5 cents per bundle advance on above.

**Rivets:** The American Screw Co., Providence, R. I., under date of February 1st, quote as follows:

In Bulk.....	75 %
Tinners' in Bulk or Papers.....	75 %
Coopers' in Bulk.....	75 %
Block and Carriage in Papers of 100.....	75 %
Hame.....	75 %
Belt, with Burrs.....	75 %
Burrs for Rivets.....	72½ %

**Sink and Stove Bolts:** The present discount on these goods is quoted at 72 1-2 %.

**Tire Bolts:** Under date of February 1st the American Screw Co. quote as follows:

	Discount.
Norway, Philadelphia.....	82½ %
Eagle, Philadelphia.....	85 %
Bay State, Plain.....	77½ %
"    Fluted.....	77½ %

**Cordage:** The market is well sustained, Sisal being exceedingly firm and liable to advance at any moment. The following quotations represent the market:

	Pounds.	Cents.
Manilla, 7-16 inch and larger.....	98	4
¾ inch.....	101	4
½ inch and 5-16.....	105	4
Sisal, 7-16 inch and larger.....	71	½
¾ inch.....	71	½
½ inch and 5-16 inch.....	8	
Lath Yarn, Medium and Coarse.....	7	
Jute Rope No. 1.....	61	½
No. 2.....	51	½

**Linseed Oil:** The Dean Linseed Oil Co., under date of January 30th, 1901, quote as follows:

In lots of less than 5 barrels.....	.68 cents per gallon.
In lots of 5 barrels or more.....	.67 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil, 85 cents per gallon.

### THE PHILADELPHIA TRADE.

February opened with somewhat of a surprise, owing to the action of the American Steel & Wire Co. in advancing Wire and Wire Nails ten cents per hundred pounds. This, however, does not seem to check the demand, which continues in satisfactory volume, and the fact this advance has been successfully made, seems to foster a desire on the part of some other manufacturers to make similar advances in their lines. While this advance may or may not be justified by circumstances, it is undoubtedly true that some goods are entirely too low, considering the present cost of materials, and advances have likewise been announced on Picks, Mat-

tocks, Crowbars, Wedges, Chains and some other goods which lie near the raw material.

The price of screws, which, ever since the first of the year, has been greatly demoralized, now seems to be approaching stability by the issuance on the part of the American Screw Co. of a new discount sheet, which tends to put prices on a more even basis.

In Wire Cloth and Poultry Netting there is a very curious situation at present. The demand for both lines of goods has been abnormal. Possibly the cut prices tempted freer buying, with the result that jobbers have already sold a large portion of their quota, and find themselves unable to place new contracts at profitable prices, and already some hardening in prices is the result, and it looks as if the tide in these lines might be on the turn.

From many sides we still hear reports of a very flourishing business—the encouragement from the West being particularly strong—many manufacturers saying they are greatly crowded to their utmost capacity. BIDDLE HARDWARE CO.

#### THE PITTSBURGH TRADE.

The quantity of goods moving for this time of year is quite large. All reports show that January sales were the largest of any corresponding month on record.

Prices have been on a very conservative basis, and merchants feel safe in buying for their requirements for Spring business.

We hope this active demand will not lead manufacturers to advance prices above what will give them a fair margin for profit, for there is nothing that will shut off the demand so quickly as this course. The advance of \$2 per ton on Nails and Wire came quite unexpectedly to the trade, so that very moderate stocks were held. The price was thought to have been fully as high as it should be, and the present advance is only possible because the new makers are not yet ready to put their goods on the market.

Western Pennsylvania is fast becoming one big manufacturing city. One of the latest projects is to connect Pittsburgh and the coke regions by trolley cars, running through Homestead, McKeesport, Connellsville and smaller towns dotted along the route. There are plenty of people to make it pay, and we have no doubt before long the Shenandoah Valley will be connected in the same way, bringing New Castle, Sharon and Youngstown into street-car communication. LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

Wealth has become so common that it modifies the awe it once produced. This is well, for there is nothing more contemptible than an aristocracy based upon wealth. When it becomes arrogant, it justifies revolution. The question is more frequently being asked, "How was it attained?" and if manhood was sacrificed to get it, even church eldership fails to command respect. It is to be hoped the time will come when it will be "as easy for a camel to go through the eye of a needle," as for a disreputable millionaire to hold a high place in respectable society. It is easier to get rich than it once was, as accumulated knowledge makes it possible to crowd into a day what it once took months to accomplish. Accumulated capital in the hands of so many makes it easy to float humbugs; promoters multiply and prosper on the desire to get rich quickly. For a young man to fall in love with a bank account instead of a young lady is esteemed prudent by some, but marrying money does not open all doors to a beautiful home life. Everything seems balanced by compensations.

Wealth does not insure happiness; therefore, it is not the greatest thing in the world. However, the whole tendency of business life is to develop the best qualities and strengthen what is best in life.

January has been one of the best in trade for years. There is less spirit of speculation in business than usual; the demand for goods is based upon needs, and it is sure to decrease



if for any reason consumers' demand decreases. It will be wise to avoid advances if possible, as that is likely to restrict the demand from consumers, and if that is stopped, the back water will very soon reach the manufacturers, when we shall all be waiting for trade.

Farmers will refuse to build if they feel that they are imposed upon by trusts, and they are very sensitive.

THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE SAGINAW TRADE.

We are pleased to report that the recent advance of \$2 a ton on Wire and Nails has had a good effect on the Hardware trade. It has awakened many buyers who were dozing, and the feeling that other lines may follow in sympathy has given a general stimulus to buying. The general outlook for business this year seems to be exceedingly good, especially in the building line; that is, of course, if people are wise enough to avoid any labor difficulties.

A large plate glass factory has just been organized here, and building will commence as soon as the weather permits. The local coal developments seem to be progressing rapidly; 22 shafts are in operation within a radius of twenty-five miles, and 4 shafts will probably be put down this year. The excellent quality of the Saginaw coal, and other natural advantages, are attracting manufacturing industries to Saginaw. MORLEY BROTHERS.

#### THE COLUMBUS TRADE.

The closing of the nineteenth century (the first one we ever saw come to a close and certainly the last one we will ever see come to a close) was a very busy one. I wonder what the conditions of trade will be at the close of the twentieth century? Anyone now in business whether as manufacturer, jobber or retailer will not be here to see. The whole list, from the youngest man to the oldest, will be either playing a harp or shoveling coal a century hence; but when we come to think of it, it takes iron and steel to make harps and shovels, so we can still be in the Hardware business to a limited degree. I trust not any of us will have to handle shovels, as the profit is too small, and I am sure not any one will care to handle them in the way suggested, even if they could make 7 1-2 per cent., which would be fabulous compared with the present profit.

Well, shovels are not the only "scoop" on the dump, either. Jobbers are carrying on a merry war on a number of articles this year so far. The jobber is certainly the retailer's friend. He buys in carloads or trainloads to get an extra 5 per cent. and then gives it to his customers. If goods go up, the kind-hearted jobber has a stock and fixes his customers. When the drop comes, as it did on screws, Mr. Jobber gets fixed "nit," but he must immediately meet the cut prices. But the Good Book says we were put in the world to do good and I suppose the Hardware jobber thinks he is fulfilling his mission, but not filling his pocket. I wonder what the standard will be a century hence as to measurement, weights, etc? If dealers



would investigate sometimes what they are buying at some especially low prices, they would be surprised. One dealer sells full-sized Pails, Boilers, etc., and full-count tacks, also full-length Picture Cord, Fish Lines, etc., and wonders how his competitors can make the low prices he does; but if he measures, he will find a 10-quart bucket holds 8 quarts and a No. 8 boiler is a No. 7, and tacks, instead of having the marked count, will be 20 to 25 per cent. short. Picture cord and fish lines marked 25 yards have 18 to 21 yards and so on. This is no fairy tale, but will often account for the very low prices made by some manufacturers and jobbers, mostly by jobbers. The fellow who adopts such business methods should be made to shovel coal in the future.

Trade is starting out (or perhaps it is better to say continuing) first class. Those of us who have thus far escaped the pesky grippe have had more than we could do. We have done first what crowded us most. The demand for goods is earlier than usual. Merchants seem to be ready to buy further ahead each year. Goods that will be needed by customers in April are bought as early as December, and even November. Of course prices must be guaranteed and they must have April 1st dating. Often after goods have been shipped, you will get a letter saying they return the goods as they had forgotten the order had been placed with another house 60 or 90 days before. It is a bad policy to sell goods to the average retailer so long before he needs them. He is liable to get overstocked and it is the cause of many failures. Better by far wait until he is ready to sell the goods and then buy, and he will be money ahead in the long run.

The advance on wire and nails of 10 cents was somewhat of a surprise to the trade. The wording of the notice of the advance is nervy. It reads: "Owing to present conditions of the market we find it necessary to advance prices." After clearing over \$7,000,000 in 1900, it would seem that they could have squeezed along for a while yet. Evidently they decided the dealer and consumer had another squeeze coming and they are giving it to them. Prices as a rule are steady for the Hardware trade. The snow blanket we have had on the ground for the past ten days is fine for wheat, and is doing it great good. Sleighs and sleigh bells have been in good demand the past week, but few jobbers in Ohio carry much of a stock as snow is as uncertain as our street car franchise. The outlook for a good business during this year is very flattering. Money seems to be plenty in the banks and rates easy. Some fine business blocks will be erected in our city this year, and a large number of fine residences. Columbus is all right but some of our Councilmen are wrong.

THE SMITH BROS. HARDWARE CO.

#### THE BALTIMORE TRADE.

Due largely to the condition of country roads and the unfavorable weather, trade has been exceedingly quiet the past week, and collections are in sympathy.

The grippe has caught us all and experience meetings are quite frequent. Trade, we hope, will soon reopen with a rush, and all indications now point to a heavy Spring business.

H. W. WEBB & SONS.

#### THE CHICAGO TRADE.

The good results likely to come to the jobbing trade from the late advanced prices in steel and iron, and more especially in Nails, Barbed and Plain Wire and Fence Staples, are already being experienced by us in quite a largely increased demand for finished Hardware. These advances have had a tendency to show to the general trade that the time has arrived in which to call a halt on any further declines in the metal market, for the Spring trade at least, and for this we are truly thankful. As a matter of fact, both jobbers as well as retailers are better satisfied when there is a firm feeling with respect to prices and something like an advancing tendency in goods. Our traveling salesmen report that there is more than the usual preparations being made at this season of the year for building operations

throughout the towns and cities on their respective territories, and while it is to be hoped that nothing like a boom in price shall come to us, we have good grounds for believing that the Chicago wholesale Hardware trade is about to experience the most satisfactory business, if not the very largest trade, that we have ever had.

WELLS & NELLEGAR CO.

#### THE DAVENPORT TRADE.

Under the stimulus of two dollars per ton advance of the American Steel & Wire Co. on Nails, Wire, Barb Wire, etc., there is an active demand for these articles. It may be that this advance will influence the manufacturers of another line, the price of which is now fearfully demoralized, to screw up their courage to make a price more remunerative to themselves.

The Mississippi has at last frozen over and snow enough fell yesterday for the first time this Winter to make sleighing. It may be possible now to sell a few Skates, Sleds, Snow Shovels, Ice Tools and other Winter seasonable goods.

Architect Hammatt reports that the prospects for building the coming season are unusually bright; this being true, there will necessarily be a large demand for Builders' Hardware. On the whole it would seem safe to predict continued prosperity for Hardware dealers.

SICKELS, PRESTON & NUTTING CO.

#### THE ST. PAUL TRADE.

Conditions are improving, and as Spring gets nearer, we feel that we will have almost an average trade, though we must expect some bad conditions because of our short crop last Fall. Still, as this was exceptional, we feel that next season will prove at least up to the average, and that it will put us on a sound footing.

With the trust prices on such things as Sheet Steel, Galvanized Sheets, Nails and Wire, and all such things as are controlled by trusts or combinations, we have many contentions. The position taken by the American Sheet Steel Co. to control freight, is to us particularly aggravating, as we have sometimes been able to get a concession on freights, but the idea that we do not control our own freights is the worst feature. Why should this be so? Have we no rights which these people are bound to consider? Possibly we may find a worse condition some time, but just now this is the worst. We trust that all jobbers will contend for their rights to control their own freights.

C. W. HACKETT HARDWARE CO.

#### THE SAN FRANCISCO TRADE.

Only one discordant note in local trade is reported for this correspondence, but all the mercantile associations in the city, headed by Hardware dealers, are at work to correct the discordant note, the belief being that all will soon be again in agreeable concert tune. The trouble was the discovery that goods were being shipped from Eastern points to the Orient at lower rates than could be obtained from San Francisco. In other words, this city, standing at the Western gateway of the country, sees merchandise bought in the East for Oriental consumption shipped over its head, to its neglect as a shipping point. In more specific terms, the freight from Chicago to China is less than the freight from San Francisco to China. And so the sense of this business community is that there is something wrong when such an abnormal condition prevails, and that it is damaging the business of this port.

Otherise, from the trade standpoint, everything is indicative of good cheer. Collections were never better, and the business troubles to record in this connection, and there are only two, are not bad ones. The crop outlook is fine, as the weather has thus far this Winter been ideal, with enough rain and sunshine for the growing crops, and enough frost to keep plants and trees from prematurely developing, to their almost inevitable damage later on. With such a Winter it is believed by the trade that a highly successful Summer is assured.

# NICHOLSON.

FAMOUS FOR TEMPER  
AND CUT.

NICHOLSON FILE CO., Providence, R. I., U. S. A.

SOLD ALL OVER THE WORLD.

Supplied to 24 Foreign  
Governments.

Within the last fortnight the Board of Trade of San Francisco has reported the assets, \$5,182.48, of A. Watkinson, Hardware merchant at Corning, Cal., transferred to R. N. Nason for the benefit of creditors. Liabilities are listed at \$7,911.57. Also, that the assets of the E. P. Frost Co., Hardware dealers at Paso Robles, Cal., have been transferred to Sanford Bennett and Joseph Sloss, for benefit of creditors. The figures in this case are: assets, \$12,378.09; liabilities, \$9,267.61.

Progress is all the report there is to make at this time in furtherance of what was said in this correspondence two weeks ago relating to the formation of the California Association of Retail Hardware Dealers. A southern California association is in process of formation, and between these south coast brethren and the Pacific Retail Hardware Association of northern California, and the San Francisco and Oakland society, correspondence is now being exchanged with the view of selecting an all-around suitable time this month for delegates from these several associations coming together to effect the State organization.

The local trade is pleased to report among visitors now here enjoying themselves, President D. W. Simpson of the Wilcox Mfg. Co., of Aurora, Ill., and George W. Corbin of P. & F. Corbin, and Wm. E. Bartholomew, coast traveler for the P. & F. Corbin house.

TRADES PRESS ASSOCIATION.

## THE MINNEAPOLIS TRADE.

This is the time of year when people generally have finished taking inventory, closing up the past year's business and opening up for the new. Taking 1900 as a whole and by itself alone, we do not think it has been satisfactory to the trade at large. The volume of business has been fairly satisfactory, but the shrinkage in values from those prevailing at inventory time the previous year has been considerable. Of course, as a matter of fact, the two years, 1899 and 1900, should be taken together.

On account of the very mild weather and lack of any considerable quantity of snow, such building operations as were started in the Fall have been kept up. In consequence there is considerable work going on at the present time, and exceedingly good prospects for the coming season. There are several important buildings under way, and the architects report a great deal of work in prospect. It looks now as though there will be more building than for any time during the past ten years, while the prospect of business from the country immediately surrounding the Twin Cities is very good.

While we do not want to see a boom, there is every probability of an exceedingly good trade, and we believe there will be reasonable prices in all lines during the coming season.

The good weather we have been having has been excellent

for logging operations. Last year was disastrous. The stock of lumber we understand is moderate and fairly complete, with reasonable prices, which we understand are well maintained.

W. K. MORISON & Co.

## THE OMAHA TRADE.

The unseasonable weather prevailing for several months past in this locality still continues and makes the condition of trade a matter of considerable uncertainty. Season goods that should have been disposed of last Fall are still in stock and likely to remain with us until another season, while the demand for goods not ordinarily called for at this time of the year is considerably in excess of the supply. The volume of business is satisfactory and the general conditions throughout the territory apparently in excellent shape, though considerable complaint is heard regarding lack of moisture, which is necessary for the successful development of both agricultural and range interests. Collections are good.

RECTOR & WILHELMY Co.

## The Shipbuilding Industry of the United States.

"The Shipbuilding Industry of the United States and Its Relation to the Foreign Trade" is the title of a document just issued by the Treasury Bureau of Statistics. It discusses the economic conditions which surround the present state of the shipbuilding industry in this country in both their industrial aspects. Historically it finds that the use of ironclads in the Civil War sounded the doom of wooden ships as instruments of national defense, and thenceforth turned over maritime ascendancy to the iron-producing nations, in which Great Britain had then held the leadership. But with the ascendancy of the United States in iron and steel production and the advent of this country into the new era of oceanic responsibility, both commercially and politically, the present period of our maritime progress is clearly marked off from all that has preceded it. Historically our development in shipbuilding has reached the point at which the economic outlook is based upon the most favorable industrial and commercial conditions ever known in the history of our merchant marine. These conditions are shown first in the internal development of the shipbuilding industry. The influence of the naval policy on merchant shipbuilding has developed shipbuilding plants to a point of equipment with tools and machinery, and to a scale of production which, with a larger demand for ships, would almost put the best American shipbuilders on the same plane as British shipbuilders as to cost of production. The use of electricity in the operation of shipbuilding plants, the employment of pneumatic tools and the services of cranes and derricks in handling heavy materials at every stage have revolutionized shipmaking methods in the United States to such an extent that the best ship yards in America are even better equipped than those of Europe. The chief obstacle to shipbuilding in com-



THREE-BAR LEATHER  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

Baxter Schenkelberger & Co,

350 Congress street, Boston

### THE DUCHARMES & CO.

Manufacturers of

Electricians' Insulated Screw Drivers,

Also a line of Common Screw Drivers.

SHELburnE FALLS, MASS.

### BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York.  
[Ammunition]: We have been with HARD-  
WARE as advertisers from the beginning and  
expect to continue.

### BALL-BEARING CASTERS.

Samples and Catalog free.

Standard Caster & Wheel Co.

314-333 E. 23d St., New York



petition with foreign shipbuilders is the lack of sufficient orders at our ship yards to keep them busy on a sufficiently uniform volume of work.

The difference in the labor cost of production in foreign and American ship yards is conceded to be about 25 per cent. greater on the hull, and 50 per cent. greater on the machinery in the American yard. This difference, if accepted as correct, it is held, must be overcome by the introduction of piece-work methods of labor and the standardizing of types and parts. The report finds that as compared with British ships, comparatively little progress has been made in this country in either of these respects, except in those located upon the Lakes. The Lake ship yards have turned out a volume of tonnage which has enabled them to utilize European methods of reducing cost more generally than is the case on the Atlantic seaboard.

The progress on the Lakes in productive economics has arisen largely from consolidation of plants, whereby specializing could be more generally developed and uniformity in type of construction introduced. The consolidation of shipbuilding plants with steel-making establishments seems to be another direction in which economics in productive cost of ships must be realized. Shipbuilders complain that the fluctuation of prices in the steel market have been among the greatest hindrances to the development of steel shipbuilding in the United States, as compared with European prices, which are more stable.

The second part of the inquiry is devoted to the study of the merchant marine as a part of the national distributive system. It cites the fact shown by statistics that with the growth in the volume of ocean commerce an increasing proportion of our surplus wealth has been handled by sea, so that the national interest has been forced to avail itself of agencies not of its own control in order to reach and maintain foreign markets subject to the discrimination of shipping lines organized in the service of our competitors. The growth in the volume of our foreign commerce is mainly responsible for the fact that American capital has practically overcome its timidity for investment in either shipbuilding or shipping. Under existing conditions, however, distribution by sea between the United States and the outside world is in foreign control. For the fiscal year ending June 30, 1900, imports and exports by sea aggregated \$2,089,528,666, only 9.3 per cent. of which value was carried in American vessels. Numerous tables are given, showing the growth in our foreign commerce and the decline in our foreign shipping.

### "USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.

### "The" Mouse Trap.

The J. K. Osborn Mfg. Co., Harrison, N. J., New York office, 487 Broadway, are manufacturing and distributing through the Hardware and housefurnishing goods trade an improved Metal Mouse Trap, illustrations of which we give in the course of this article. It is the invention of C. R. Botsford, who has combined in the design and plan of its operation a novel and unique article of its kind. (See Fig. 1.) It has among its great improvements the little bait box shown in Fig. 2, in which the crumbs of bait are placed

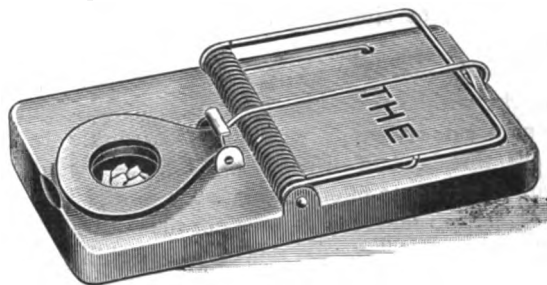


FIG. 1. "THE" MOUSE TRAP.

either before or after it is set. This enables the trap to be set in an accessible place frequented by mice with no fear of the bait being lost by the trap being moved. It is constructed entirely of metal, and consequently is not liable to warp nor split, these characteristics pertaining only to wood traps. Then again it can readily be kept clean and is easily washed. They are set on a regular hair trigger that is guaranteed not to spring of its own accord, but is quick acting

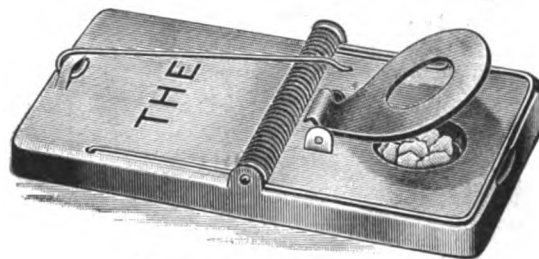


FIG. 2. "THE" MOUSE TRAP.

upon the touch of a mouse. It is extremely easy to set, and not at all dangerous. It is intended to be marketed at a very moderate price, the trade price being 75 cents per dozen, and the manufacturers desire to handle their production entirely through the jobbing trade, so that inquiries for "The" Trap addressed to the jobbing house patronized by the dealer will result in their being obtained in the readiest manner.

### "JUST THE PAPER RETAILERS WANT."

Henry E. P. Pritchard, Philadelphia, Pa.: Enclosed find \$1 for which please send me HARDWARE for one year. It's just the paper retailers want.



## THE "DISSTON SAW" WILL DO MORE WORK

WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

### DISSTON SAWS

Are Fully Warranted

As to  
Material  
and  
Manufacture.



No. 112



Owing to the  
Demand for a  
**SKEW BACK SAW**  
of the superior quality  
and finish of our No. 12  
we have placed on the  
market the  
No. 112.

**HENRY DISSTON & SONS, Inc.,**  
Keystone Saw, File, Tool and Steel Works,  
**PHILADELPHIA, PENNA.**

### Work.

Mr. Alfred C. Harmsworth is visiting the United States. He is the proprietor of the London *Daily Mail*, a millionaire in money, a millionaire in circulation and a millionaire in ideas. Although only thirty-five years old, he is the owner and conductor of many papers and periodicals.

It is claimed that the secret of his success lies in the fact that he is a restless and never-tiring worker. It is always the worker that accomplishes the best results. Bismarck urged hard work as the only safeguard for a true life. A few years before his death, when asked for a rule of life which could be simply stated and easily recommended, he said:

"There is one word which expresses this rule, this gospel—Work; without work life is empty, useless, and unhappy. No man can be happy who does not work. To the youth on the threshold of life, I have not one word, but three words of advice to offer, 'Work, work, work.'"

Don't be afraid that you have not the natural ability to win the coveted position. If you have the ability to work you

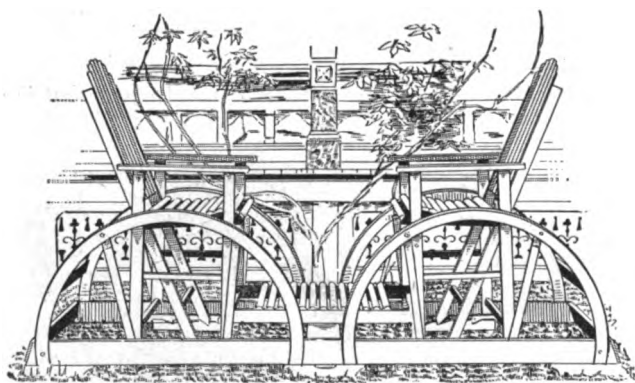
have the chief requisite. Dr. Halbrook claims that two persons of equal ability in youth will be of very unequal ability in mature age if one has a large experience in the world and the other a small one. Indeed, an inferior man in natural ability may outstrip a superior man if he will seek opportunities to improve himself and is willing to work hard.—*Graphite*.

Suitable Side-lines for a Bicycle Dealer.—One of the most difficult problems confronting the dealer in bicycles in all countries is what to carry as part of his stock that will enable him to at least pay running expenses during those months when the bicycle trade must necessarily be dull. An English paper suggests a list to its readers that may be of some service to all who are interested in this question. "Among the articles which one can select as suitable to the average cycle agent's limits," it says, "are typewriters, phonographs, guns and ammunition, safes, photographic apparatus, lamps, stoves and incandescent gas fittings, domestic machines such as washing and wringing machines, and the various ingenious American novelties which reach us in a never-ending stream."

## TWO AND FOUR PASSENGER

### "Home Comfort" Low Down Lawn or Porch Swing.

New and Novel in Construction.



Light, Strong, Durable, Easily Handled. Can be placed on any Porch under any Shade Tree or Arbor, or in any Room in the House. The backs are adjustable to any desired position. With one thrown back and foot rest raised, it makes a comfortable Swinging Couch. Adjustable Foot Rest to suit the Children, and it is so perfectly balanced that the smallest child can operate it. The "HOME COMFORT" is not only the best Lawn Swing Ever Invented, but is an Ornament to any Lawn or Porch.

For further information address

**M. C. HENLEY.** Manufacturer of Henley's Celebrated Ball Bearing Rink and Club Roller Skates, **Richmond, Ind.**

# STANLEY RULE & LEVEL CO.

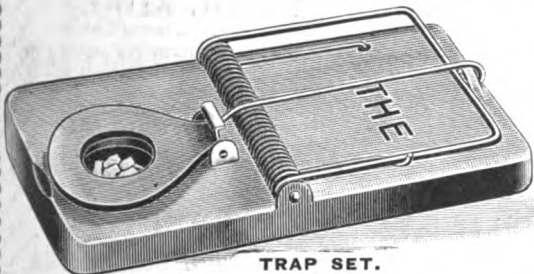
NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

A 20th CENTURY PRODUCTION "THE" TRAP IS "AT THE TOP"

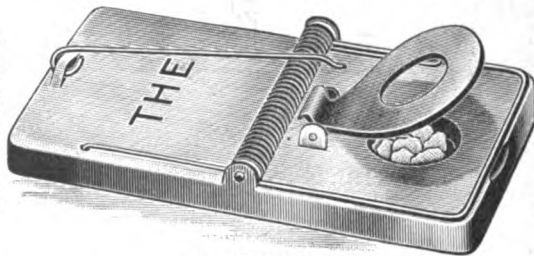
As compared with all other traps, it is SUPERIOR. It is ALL METAL and will never warp nor split like wood block traps. It can be washed and kept clean. "THE" Trap will never spring of its own accord, but will always spring for a mouse. It is easy to set. It has the safest set and quickest trigger ever produced.



TRAP SET.

The manner of baiting "THE" is superior, crumbs of bait being put in the bait box either before or after it is set, and "THE" trap can then be put in a less accessible place, frequented by mice.

The bait cannot be touched by mice without springing "THE" trap.



BAIT BOX, SEE?

"THE" stamped on every trap, and is a guarantee that it is the BEST.

FOR SALE BY JOBBERS EVERYWHERE.

J. K. OSBORN MFG. CO.

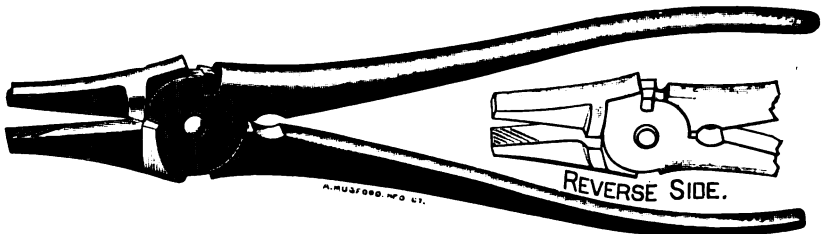
HARRISON, N.J., U.S.A.



FARMERS' CHOICE PLIER.

THIS PLIER HAS OUR STAPLE PULLER ON ONE SIDE AND CRONK CUTTING PLIER ON OPPOSITE SIDE, ALSO ONE BUTTON CUTTER AND A WIRE SPLICING CLAMP.

IT IS MADE FROM FORGED TOOL STEEL AND THEY ARE FULLY WARRANTED.



REVERSE SIDE.

WRITE FOR CATALOGUE SHOWING FULL LINE OF PLIERS AND OTHER GOODS.

CRONK HANGER CO., - - - ELMIRA, N. Y., U. S. A.

READY FEBRUARY 1.  
OFFICIAL  
COMMERCIAL DIRECTORY  
of the Entire  
WEST INDIES,

Complete, Accurate and Up-to-Date, including CUBA, PORTO RICO, HAITI, THE DOMINICAN REPUBLIC, BERMUDA, THE BAHAMAS, BARBADOS, JAMAICA, CAICOS AND TURK'S ISLANDS, THE WINDWARD ISLANDS, TRINIDAD, TOBAGO, THE LEEWARD ISLANDS, GUADELOUPE, MARTINIQUE, ST. THOMAS, ST. CROIX, ST. JOHN AND CURACAO,

For 1901

will appear on February 1st and be sent to any address, post-paid, on receipt of the

PRICE, \$5.00

A most important work containing in its 1,000 pages ONE HUNDRED THOUSAND of the principal Business Houses, Individual Traders, Planters, etc., of the West Indies, whose names are of commercial value, CLASSIFIED by OCCUPATION and LOCATION in the 250 CITIES and TOWNS covered by the Directory, and a complete presentation of the latest import and export duties and customs regulations, together with local statistics, populations, routes of communication and transportation facilities, financial, commercial, industrial and manufacturing conditions, etc., etc.

FOR SUBSCRIPTIONS AND BUSINESS ANNOUNCEMENTS APPLY TO THE

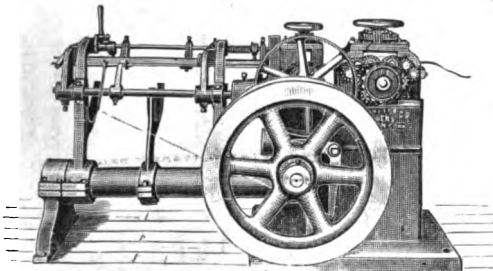
SPANISH-AMERICAN DIRECTORIES COMPANY,

SINGER BUILDING, 149 BROADWAY,

NEW YORK.

Telephone 1249 Cortlandt.

Automatic Strip Metal Straightening and Cutting Machine.



Straightens and cuts strip metal in lengths of 36 inches and shorter at the rate of 200 feet per minute.

This machine can be built to cut 20 feet and shorter lengths. Is built in various sizes to handle material from 1/2 to 4 inches.

Write for Catalogue.

THE F. B. SHUSTER CO., New Haven, Conn.

Formerly John Adt & Son.

Gasoline Motors,

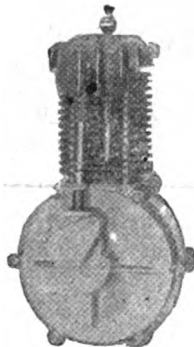
One to Seven H. P.

Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches and Other Purposes.

ADVANCE



BICYCLE MOTOR.

Also Complete Sets of Castings and Working Drawings for Constructing these Motors.

Lowell Model Works

LOWELL, MASS.

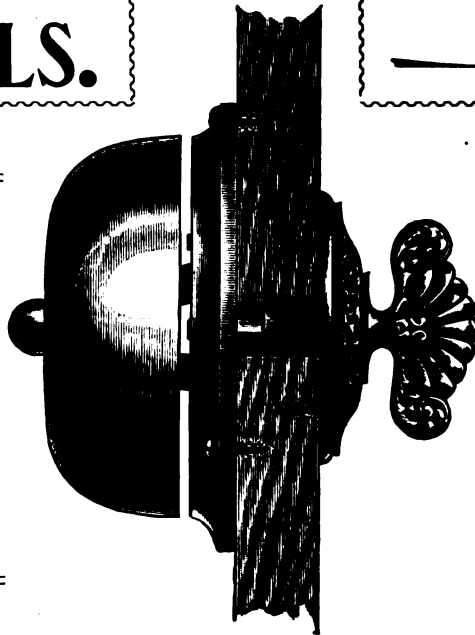
Box 292.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [Corkscrews]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

# DOOR BELLS.

Builders' Hardware,  
Padlocks,  
Shelf Brackets,  
Sash Fasteners,  
Door Locks,  
Transom Lifters,  
Brass Butts,  
Jack Chain,



WITH TURN HANDLES  
AND ELECTRIC RING.

Wood Screws,  
Machine Screws,  
Stove Bolts,  
Tire Bolts,  
Escutcheon Pins,  
Steel Squares,  
Pulleys,  
Car Hardware.

## RUSSELL & ERWIN MFG. CO., NEW BRITAIN, CONN. NEW YORK, Chambers Street.

PHILADELPHIA,  
No. Fifth St.

CHICAGO,  
Marquette Bldg.

BOSTON,  
Exchange Bldg.  
DAYTON, OHIO.

SAN FRANCISCO,  
Mills Bldg.

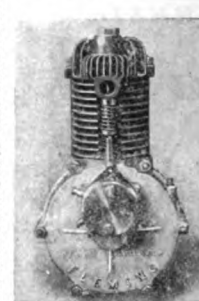
BALTIMORE,  
So. Charles St.  
LONDON, ENG.



ROCHESTER, N. Y., March 13th, 1900.  
GENTLEMEN:—Our workmen are very enthusiastic in their praise of your Miller Ladders. They give perfect satisfaction.  
Yours truly, COLBY & AMENT.

For Catalogue and Description, Write to  
**MILLER LADDER CO.**  
204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.



INVESTIGATE  
THE  
"Fleming"  
MOTOR  
Before building your  
Motor Cycle.

**FLEMING MFG. CO.,**  
93-95-97 ELIZABETH ST., NEW YORK, N. Y.

## "NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

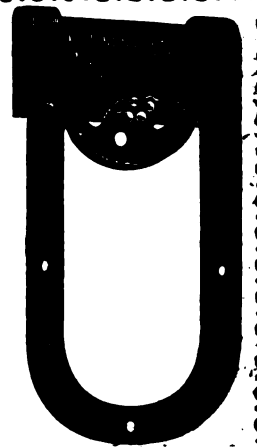
. . . . Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

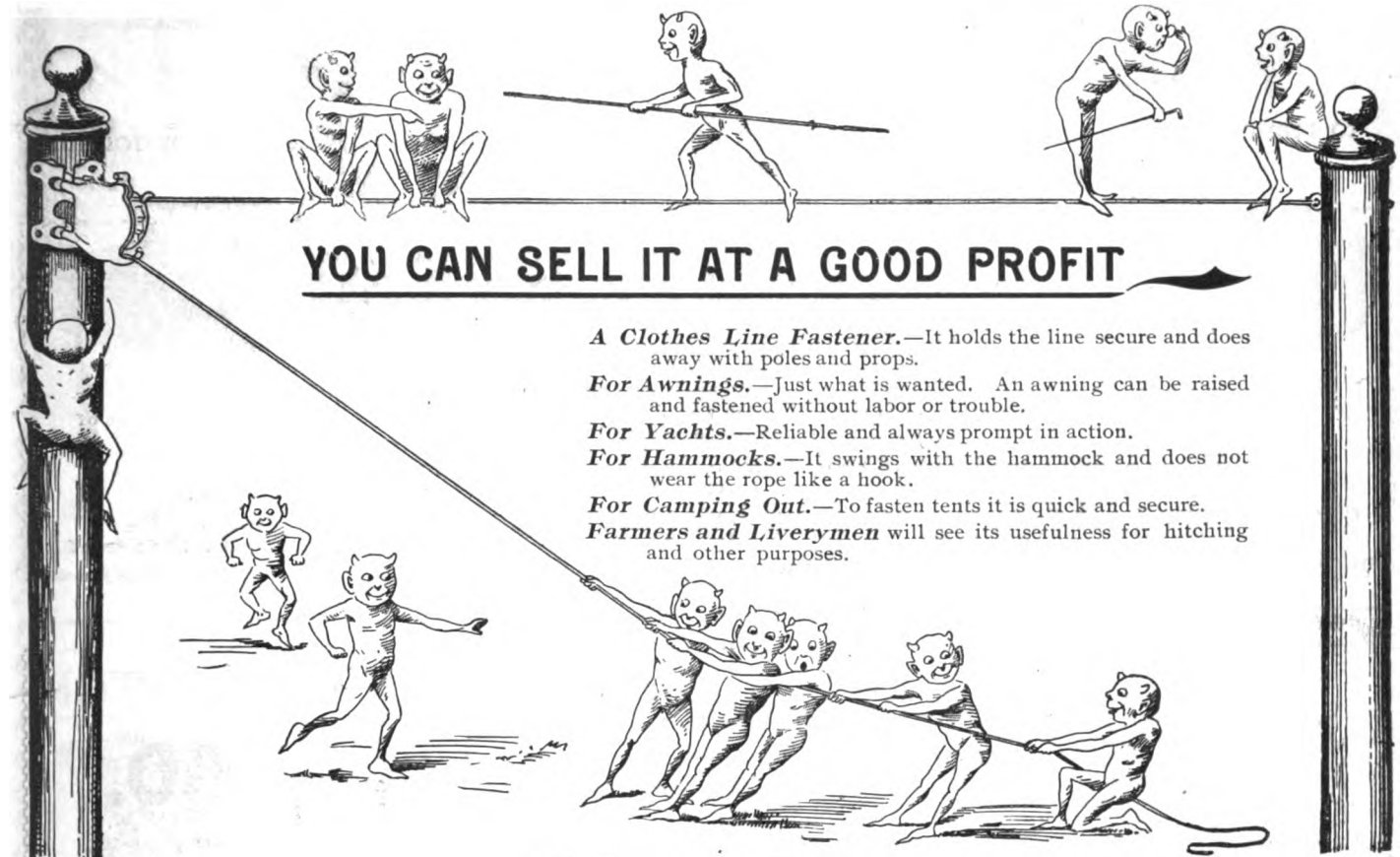
**McKINNEY MFG. CO.,**

**Allegheny, Pa.**





# THE AUTOMATIC ROPE ATTACHMENT



**YOU CAN SELL IT AT A GOOD PROFIT**

*A Clothes Line Fastener.*—It holds the line secure and does away with poles and props.

*For Awnings.*—Just what is wanted. An awning can be raised and fastened without labor or trouble.

*For Yachts.*—Reliable and always prompt in action.

*For Hammocks.*—It swings with the hammock and does not wear the rope like a hook.

*For Camping Out.*—To fasten tents it is quick and secure.

*Farmers and Liverymen* will see its usefulness for hitching and other purposes.

ORDER FROM YOUR JOBBER  
OR DIRECT FROM

**THE NEWTON MFG. CO., ERIE, PA.**

Write for handsome descriptive circular and prices. Also our plan for helping you make sales.

## LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . .

Sample Prepaid, 50 Cents.

Lindley's Julep Strainer.

Patented May 28, 1889



**The Holmes & Edwards Silver Co.,**

**BRIDGEPORT, CONN.**



THE CELEBRATED  
**BOSS WASHER.**

MADE ONLY BY

**ANDREW BELL,**

375 Market St.,

Newark, N. J.

SAMPLES SENT BY MAIL.

TAKE NOTICE.

No Boss Washers are Genuine that do not have the inventor's name

**"ANDREW BELL"**

on Label of Box.



## Remember

When ready to place your order for perfect working and economical line of

**Blue Flame Wick and Wickless Oil Cook Stoves and Ranges,  
Gasoline Vapor and Evaporating Stoves and Ranges or  
Gas Ranges, Stoves, Cookers, etc., etc.,**

that the **DANGLER** lines are to-day the most popular in the market.

FOR FURTHER INFORMATION SEND FOR CATALOGS, ETC.

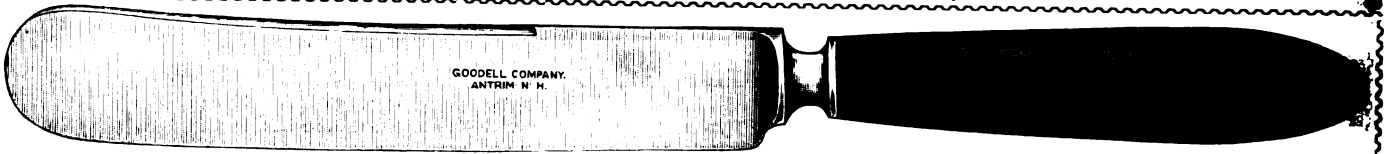
**THE DANGLER STOVE & MFG. CO.**

CLEVELAND, OHIO, U S A.

# LEST WE FORGET

to remind you, remember that we make the most complete line of table Cutlery to be found.

GOOD 3333 GOODELL QUALITY IS GOOD QUALITY 3333



A specialty of high grade celluloid and hard rubber handle work. Superior finish Handsome appearance. Wide range of patterns with forks to match.

**GOODELL 400 LINE—Best Wood Handle Cutlery Ever Made.**

Ask Drummers to show you Goodell Cutlery.

**GOODELL COMPANY, ANTRIM N. H.**

NEW YORK OFFICE:  
10 Warren Street.



## A Great Labor Saver.

Will pay for itself in a single day. Where Steel Giant Grubbers are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

**New Century Manufacturing Co.,**  
48 East 8th Street, New York.

## REFRIGERATOR



New Construction.  
New Features.

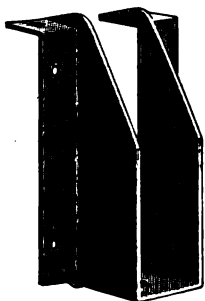
...GLASS LINED.

MANUFACTURED BY

**Cooper & McKee,**

Catalogue on  
Application.

113 to 121 Gwinnett St.  
Brooklyn, N. Y.



Patented May, '96

## NATIONAL STEEL JOIST HANGER, FOR WOOD HEADER AND BRICK WALLS.

*The best, cheapest, and latest improved  
on the market. Send for Catalogue.*

**THE NATIONAL IRON AND WIRE CO.,**

Structural and Builders'  
Iron Work.

Sole Makers,  
**CLEVELAND, OHIO.**



## DO YOU SELL OR USE VAPOR LAMPS?

Nearly everybody does, the rest are going to. You will need a

### "SEARCH-LIGHT" SPRING EXTENSION.

Saves its cost in mantles in a short time. It is the only extension which locks without jar. Your jobber will get them for you, or we will ship direct.

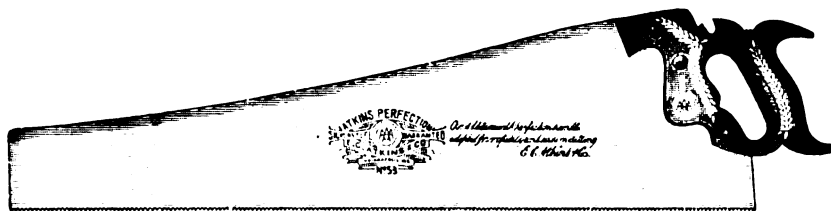
### WE MAKE "SEARCH-LIGHT" LAMPS, TOO!

Sample Lamp sent on approval to the trade. Agents wanted.

**"SEARCH-LIGHT" MFG. CO.,**

358 Dearborn Street, Chicago, Ill.

HIGHEST AWARDS, TWO GOLD MEDALS AT THE PARIS EXPOSITION.  
 ...IF YOU ARE AFTER TRADE....



# ATKINS SAWS

WILL BRING IT YOUR WAY.

**E. C. ATKINS & CO.,** Manufacturers,  
**INDIANAPOLIS, IND.**

Memphis, Tenn.

Minneapolis, Minn.

Atlanta, Ga.

Portland, Ore.

## WHY IS THE

PAT. 1898.



## O.K. WASHER THE BEST WASHING MACHINE?

—BECAUSE—

- 1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
- 2.—The tub is made of Louisiana Red Cypress Lumber.
- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
- 5.—The lid on tub closes tight, no escape of steam.
- 6.—Has a solid wringer box with iron brackets.

Manufactured by **H. F. BRAMMER MFG. CO.**  
**DAVENPORT, IOWA.**

## LEATHER BELTING

**W. J. SCHAEFER & CO.,**  
 33 Barclay St.,  
 —NEW YORK.

Manufacturers of GARDEN, DUMP, RAILROAD and CANAL



## WHEELBARROWS,

Factory Trucks,

"Victor" Boxes and Crates  
 For shipping merchandise.

Also Woven Wire Poultry Coops.

Catalogue and Price List furnished on application.  
 Mention this paper.

**THE DEFIANCE BOX CO., DEFIANCE, OHIO.**

## An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.

## Proposals.

### ENGRAVING AND PRINTING SUPPLIES.

Treasury Department, Bureau of Engraving and Printing, Washington, D. C., February 1, 1901.—Sealed Proposals will be received at this office until 2 P.M., Monday, March 18, 1901, to furnish during the fiscal year beginning July 1, 1901, the following classes of supplies, viz: Dry Colors, Hardware, Engravers' Supplies, Binders' Supplies, Lumber, and Plumbers' Supplies. Sealed proposals will also be received until 2 P.M., Monday, April 8, 1901, for the following classes of supplies, viz: Textiles, Grocers' Sundries, Rubber Goods, Oils, Chemicals, Paper, Postal Gum, and Brass and Iron Castings. Awards will be made only to established manufacturers of or dealers in the articles. Blank forms with specifications for proposals and further information desired will be furnished intending bidders on application to

WM M. MEREDITH,  
 Director of Bureau.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Benton, Tenn.—Jarvis Hillard.  
Camden, N. J.—Richard Chambers.  
Chicago, Ill.—Solle Hardware Co. has been incorporated with a capital stock of \$4000. Incorporators, Arthur D. Solle, Marie Solle and Daniel F. Flannery.

Des Moines, Ia.—Articles of incorporation of the Central Supply Co., with a capital stock of \$25,000, will be filed for record in a few days. The company has been organized to engage in the jobbing of all kinds of farm and well machinery, wagon stock, Hardware and Hardware specialties. The incorporators will be F. C. Pollard, C. K. Downs, H. H. Smith, J. Billingsley and James D. Burns. The company has leased the three-story building on West Second Street, abutting the Des Moines Union tracks on the south, and the work of putting the building in shape to receive the stock has been commenced.

Freeport, Ill.—Hoffman & Buss.  
Gainesville, Tex.—The Durant Hardware and Implement Co., of Gainesville, Tex., and Durant, I. T., has been incorporated with a capital stock of \$25,000. Incorporated by J. M. King, M. W. Stainporter and D. C. Jamison.

Gallatin, Mo.—The Lawrence Hardware and Implement Co. has been incorporated; capital stock, \$6000. Incorporated by J. L. Netherton, T. G. Netherton and M. W. S. Lawrence.

Greenwood, B. C.—The formation of the Russell-Law-Caulfield Co., Ltd., has been completed. The capital of the company is \$100,000. The principal shareholders are William Law, of the firm of Wm. Law & Co., groceries; J. J. Caulfield, of Caulfield & Lamont; Mayor Thomas Hardy and James Russell, of the Russell Hardware Co., and Duncan McIntosh, mining operator and capitalist. The aggregation is amply supplied with capital and will carry on both wholesale and retail trade in dry goods, Hardware and groceries.

Le Mars, Ia.—Smaltz Hardware Co.  
Mound Ridge, Kans.—Western Hardware Co. has been incorporated; capital stock, \$10,000.

New York, N. Y.—Woods-Bacon Co. has been incorporated to deal in Hardware; capital stock, \$25,000. Directors, B. R. Bacon, South Orange, N. J.; T. R. Sully and H. H. Meyer, New York City.

Quanah, Tex.—W. G. Lewis Hardware Co. has been incorporated with a capital stock of \$20,000. Incorporated by Mary B. Lewis, Alex M. Lewis and J. R. Sanders.

Redding, Cal.—James Young Hardware Co. has been incorporated; capital stock, \$25,000; principal place of business, Redding. Directors: A. E. Kinney, W. E.

Price, W. M. Campbell, G. C. Young and M. W. Kinney, of Redding.

Springfield, Ill.—Oscar F. Stebbins Co. has been incorporated; capital stock, \$15,000. Incorporators, Mary F. Stebbins, M. W. Stebbins and Mary S. Brown.  
Winthrop, Me.—Frank Libby.

### Changes and Improvements.

Alliance, O.—The Wright & Pennock block, including the entire Hardware stock of this pioneer establishment, has been sold. The sale was made by Arthur Wright and Mrs. Elizabeth Pennock. The new owners are John F. Kryder and Benjamin C. Allott, both of this city. An inventory of the goods is now being taken. As soon as this is completed, Messrs. Kryder and Allott will take full possession.

Angleton, Tex.—William Penman has sold out his entire stock of Hardware to John Faickney of Columbia. Mr. Faickney will run his store in connection with his Columbia business. Mr. Frank Faickney will be in charge of the business here.

Bowling Green, O.—A. J. Ross, of the Hardware firm of Ross & Avery, has disposed of his half interest to J. A. Folk, of Findlay.

Branchport, N. Y.—Edward C. Brown has purchased Pearce & Huntley's Hardware and implement business.

Cameron, W. Va.—J. I. Spragg is removing his Hardware store from the east business room at the Hotel Creed into the north room of the Hicks Building on Pike Street.

Canton, Pa.—The Hardware firm of Lindley, Ronan & Co., has dissolved. L. E. Manley retires. Lindley and Ronan will continue the business at the old stand.

Denton, Tex.—R. S. Taylor & Son are successors to G. W. Wilson & Co. in the implement and Hardware business.

Fairmount, W. Va.—J. M. Jacobs & Co. are taking an inventory of their stock of Hardware, which has been sold to Lee Hall of Palatine, who will soon assume control of this store.

Farmington, Ill.—The copartnership heretofore existing between F. E. Crane and W. J. Connell under the firm name of Crane & Connell in the Hardware business has been dissolved by mutual consent, W. J. Connell retiring from the firm.

Farmington, Minn.—The firm of F. Kloepping & Co., dealers in Hardware and machinery, have dissolved partnership. F. Kloepping retains the machinery business, and A. H. Sprute the Hardware business.

Greenfield, Mass.—William Henry Allen, the president of the Franklin Savings Institution, has retired from the firm of S. Allen's Sons, Hardware merchants, after being a member for fifty-two years. His son, Franklin Allen, takes his place. Franklin Allen has been employed in the store for many years. There will be no change in the firm name. Franklin R.

Allen continues the head of the firm.

High Bridge, N. J.—The High Bridge Hardware Co. is now located in the new bank building.

Hubbard, Ia.—George C. Cable has purchased the Webster Bros. Hardware building and stock and taken possession.

Jasper, Tenn.—S. T. Wood has sold out his interest in the Hardware store to Mr. Haven.

Kirkwood, Ill.—Harry Young has disposed of his interest in the Hardware store to his partner, P. W. Kessler, who will continue the business.

Morning Sun, Ia.—J. F. Bonner & Co. have sold their Hardware and implement establishment to McKinley and Vertress.

Mt. Sterling, Ill.—The Sumners Hardware Co. have moved across the street to the building formerly occupied by the Booth Mercantile Co.

### Business Embarrassments.

Brazil, Ind.—The Owl Hardware Co. of this city has gone into the hands of a receiver on petition of one of the stockholders, of whom there are four—three residing here and one at Greencastle. The liabilities are placed at \$6800; assets, stock \$3500 and \$3000 in accounts, one-third of which are collectible.

Fond du Lac, Wis.—William J. Bennett, a Hardware merchant, in a petition asking to be declared a bankrupt, sets forth that he owes \$1195.03. His assets foot up to \$2335.08, but of this amount goods valued at \$1295 are claimed as exemptions. The stock in trade is valued at \$850.

New Haven, Conn.—The Hardware establishment of George H. Baker, at 956 and 958 State Street has been attached by Deputy-Sheriff Beach in a suit for \$1200 brought by the Buckingham Hardware Co. of this city.

### Fires in Hardware Stores.

Albion, N. Y.—Tyler & Bennett.  
Elgin, Man.—Temple & Maguire.  
Elizabeth City, N. C.—Sharber & White.  
Fessenden, N. D.—H. M. Hendrickson.  
Junction City, Ark.—Junction City Hardware Co.

Matawan, N. J.—Chas. A. Gerau.  
Montreal, Canada.—Seybold Son & Co.  
New York, N. Y.—Bergen & Blumberg.  
Pittsburgh, Pa.—Demmler & Schenk.  
Reading, Pa.—Bright & Co.  
Twin Valley, Minn.—Naasgaards & Ramsey.

### Burglaries in Hardware Stores.

Eldorado, O.—J. M. Kimmel.  
Frederick, Md.—Central Hardware Co., \$125.

New York, N. Y.—John Hannon, \$75.  
Richview, Ill.—Wm. Sprout, \$40.  
South Bay City, Mich.—South Bay City Hardware store, \$26.

Waycross, Ga.—Blackshear Hardware Co., \$30.

Willimantic, Conn.—Jordan Bros., razors, etc.

### THE BURR PATENT STEEL SAFETY LIFT BLOCK.

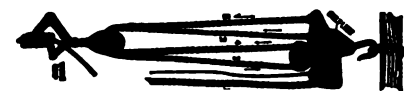
A Perfect Self-Locking Rope  
Tackle Block.

Runs as freely as an ordinary  
rope tackle block.  
Holds more securely than a  
chain block.  
Locks instantly and does not  
cut the rope.  
Allows the load to be lowered  
safely and slowly, the operator  
using only one hand.  
Cannot stick nor jam when  
the load is to be lowered.  
Adopted by the Penna. R.R. Co.,  
Western Union Tel. Co.,  
and many others

Liberal Discounts to Hardware  
Dealers.

Send for circulars and prices.

THE...  
BURR MANUFACTURING CO.,  
223 Society for Savings Bldg.,  
Cleveland, Ohio, U. S. A.



USED AS A WIRE STRETCHER.

### "MATHER THOUSAND MILE AXLE OIL."



A pure lubricant,  
especially pre-  
pared for "Thous-  
and Mile," "Long  
Distance" and  
Roller Bearing  
Axles.

Guaranteed to  
run longer than  
any other oil or  
grease made.

Write for prices.

COMMERCIAL  
OIL CO.,  
Cleveland, O.

### The Peoria Vapor Lamps

Are the oldest and most reliable  
Vapor Lamps on the market.  
Simple in construction, low in  
price, 90 to 100 candle power of  
**PURE WHITE LIGHT**

Approved by the insurance un-  
derwriters. Safe, a child can  
operate them.

**BIG MONEY FOR AGENTS.**  
WRITE FOR PRICES TO-DAY.

Peoria Vapor Lamp Co.,  
413 So. Washington Street,  
PEORIA, ILL.

### "PERFECT"



**OILER.**

For Bicycles, Guns, Typewriters, etc. The best  
and neatest Oil in the market. **DOES NOT  
LEAK.** The "PERFECT" is the only Oiler that  
regulates the supply of oil to a drop. Is absolutely  
unequaled. Price, 25c. each.

CUSHMAN & DENISON Mfrs. 240-2 W 23d St., N. Y.

### THE COMET

Double Acting  
\$2 to \$4

### SPRAYERS

The only Spray Pump that Dealers can handle  
successfully. Sprays from bucket or barrel 50 feet.  
New scientific and mechanical principle. Special  
low rates to dealers. Catalogue free.  
H. B. RUSLER. - Johnstown, Ohio.

### THE OGDEN AUTOMATICALLY REGULATED LIQUID DOOR CHECK & SPRING



"The Ogden Check" in Brief is

The only check that controls the door entirely.  
The simplest and strongest check made.  
Easily applied by anyone of ordinary intelligence.  
Refilled with liquid, when necessary, through the fill-  
ing chamber without removing from the door.  
Positively regulated under all conditions and cannot  
leak.

**SIMPLICITY SIMPLIFIED.**

MANUFACTURED BY

**THE OGDEN MFG. CO., NEWARK, N. J., U. S. A.**



Indoor.

### THE NULITE 750 Candle Power ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper  
than Kerosene Oil.

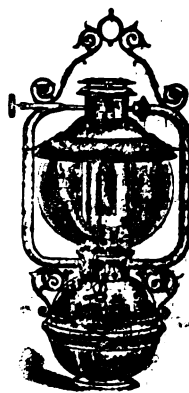
A 20th Century Revolution in the Art of Lighting.

They darkness into daylight turn,  
And air instead of money burn.

**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**  
They are Portable. Place them anywhere.

We also manufacture Table Lamps, Pendants, Wall Lamps,  
Chandeliers, Street Lamps, etc. The best and only really  
successful Incandescent Vapor Gas Lamps made. They sell at  
sight. Good Agents Wanted. Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO** Garden City Bldg.  
CHICAGO.



Outdoor.

### INVINCIBLE

7 CENTS PER FOOT.

I will be pleased to have you favor me with an order for a sample length, and have  
you give it a thorough trial before you place your order for this season's hose.

Send for Illustrated Catalogue of Rubber Goods and Fittings.

**J. W. BUCKLEY RUBBER CO. - 69 Warren Street, New York.**

### "THE WOODS" No. 100 CAN OPENER



Two Can Op-  
eners in One.

The Best not  
the Cheapest!

The Cutters are made from CUTLERY STEEL, finely tempered. The Shank is Drop Forged Cold Rolled Steel.  
Handsomely Nickel Plated. Hot-Water-Proof Enamelled Handles. Samples 25c. postpaid. Write for Prices to  
**FRANK WHITE, (Manufacturer)** or **WOODS & RACON,**  
76 Park Place, New York, U. S. A. 127 Duane St., New York, U. S. A.

### THE DANDY SINK CLEANER.

A perfect and complete

Household  
Specialty.

A Sink Cleaner  
and Shovel  
Combined.

Tidy housekeepers  
will throw away the  
dirty sink broom  
and buy the Dandy  
Sink Cleaner on  
sight.

**TRY IT AND BE  
CONVINCED**

For sale by all Wholesale Hardware Dealers, and  
by the patentee and manufacturer

**John W. Sudlow, 986 HALSLEY STREET,  
BROOKLYN, N. Y.**



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Akron, O.—Akron is about to have another new industry added to the already large number which have their homes here. M. F. Christenson, who recently invented a device for the cold forging of ball bearings is at the head of the scheme. It is intended to build a factory in Akron for turning out this class of work.

Akron, O.—The Oyler Plow Co. has been incorporated; capital stock, \$50,000. Incorporators: John C. Immel, Fred E. Koerschner, William R. Oyler, George Doll and A. J. Commins. They will make plows and cultivators.

Baltimore, Md.—A certificate of incorporation of the American Manufacturers' and Savings' Association has been filed in the clerk's office of the Superior Court. The incorporators are Leonard H. Neudecker, Winfield E. Beveridge, Louis M. Elbersen, Harry Welles Rusk, Patrick H. Philbin, D. Eldridge Monroe and Clarence M. Kemp, who are also named as directors for the first year. The objects of the association are, as set forth in the charter, to manufacture and deal in house furnishing goods, cooking utensils and steam cookers and to procure by purchase or otherwise letters patent of the United States for new and useful inventions in housefurnishing goods and cooking utensils.

Chicago, Ill.—Scott Drive Well Point Co. has been incorporated. Capital, \$5,000. Manufacturing well supplies and Hardware specialties. Incorporators: John H. Scott, E. T. Osgood, L. N. Husted.

Davenport, Ia.—Articles of incorporation of the W. W. Whitehead Co. have been filed with the county recorder. The incorporators are J. H. Flick, Dr. A. L. Hageboeck and W. W. Whitehead. According to the incorporation papers, the general nature of the business will be the manufacture, building, buying and selling of engines, boilers, tools and machinery of all kinds and the general rebuilding and repairing of all machinery of a kindred nature and such general work of construction as pertains to the same.

Dexter, Me.—The papers of incorporation of Fay & Scott, for the purpose of establishing a plant for the manufacture of lathes, machines and tools for general use, have been filed at the office of the register of deeds.

Dover, Del.—The Secretary of State has granted a charter to the following company: The Columbia Lock Nut Co., with a capital stock of \$50,000, to manufacture and sell brass lock nuts. Its incorporators are from New York City.

Farmersville, Tex.—The Farmersville Mfg. Co. has been organized by prominent

citizens for the purpose of manufacturing a patent washboard with a patent obtained by a Collin County man.

Geneva, N. Y.—A new factory is soon to be erected for the manufacture of anti-rust tinware and will be located temporarily at East Geneva. At the start the new concern will employ from twenty to thirty men. Later on it is expected to increase the force to seventy-five. The stockholders have elected the following directors: William L. Young, Howard E. Merrill and O. J. C. Ross and Samuel D. Pearson, of Geneva, and J. E. Byrnes, of Newark, and the superintendent J. E. Byrnes. Howard E. Merrill is secretary and treasurer. The new concern is capitalized at \$15,000. A name has not as yet been selected.

Hartford, Conn.—The certificate of organization of the Fernside Mfg. Co. has been filed in the office of the Secretary of State. The purpose of the corporation is the manufacturing of circular-saw clamps. The company is to be located in this city and its paid in capital is stated to be \$1500. The subscribers are William B. Mucklow, R. P. Chapman, G. W. Fernside and Frank H. Bosson.

Lorain, O.—The stockholders of the Cleveland Metal & Stamping Co., a newly incorporated company, have selected the following directors: J. H. Hills, Rudolph and George Huffman, J. B. Chapman, Herman Barshaw, of Lorain; William Murbach and E. A. Rice, of Cleveland. The directors elected William Murbach, president; Rudolph Huffman, vice-president, and J. H. Hills, secretary and treasurer. The plant will be located in Cleveland.

### Changes and Improvements.

Akron, O.—The Falls Rivet and Machine Co. will begin the manufacture of nails in a short time. This addition to the company's products will result in an increase in the number of men employed. The company will engage in this particular line of manufacture on an extensive scale.

Akron, O.—A deal has been completed by which the works of the Dauntless Burner and Gas Stove Co. will be removed from Massillon to this city. The company has been in operation about two years and has developed into a very promising concern. The capital stock has been increased from \$6000 to \$30,000 and a large and well equipped plant will be erected here. About one hundred men will be employed.

Chicago, Ill.—Home Stove Works. Capital stock increased from \$12,000 to \$180,000.

Erie, Pa.—The Modern Tool Co., an Indianapolis manufacturing concern in which the late J. B. Wallace was the leading spirit, has been absorbed by the Erie Foundry Co.

Everett, Mass.—Everett is to have another industrial enterprise at the "Line." The New England Bolt and Nut Co. are to locate on the land adjoining Washburn's brickyard and the railroad. It will erect a building 125 by 175 feet. Work is to be started immediately.

Findlay, O.—In order to take care of the rapidly increasing business, the Chamberlain Cartridge and Target Works has placed two new target machines in position, and from now on the entire plant will be operated to its fullest capacity.

Fishkill, N. Y.—The Dutchess Tool Co. is to build a factory at Englewood, N. J.

Muncie, Ind.—The plant of the Enterprise Stove Co. has been ordered sold by the court to satisfy the claims of creditors.

Reading, Pa.—The Reading Hardware Works is pushing work on the equipment of the six-story annex on Willow Street, which will be ready to be put into service by the latter part of February. The firm is taking up several new lines of Hardware and these departments will be located in the new building.

Rochester, N. Y.—The Robeson Cutlery Co. has increased its capital stock from \$125,000 to \$150,000. The certificate of increase has been filed with the county clerk. The stock will consist of 1500 shares at a par value of \$100 each.

Spencer, Mass.—The Spencer Wire Co. has bought out a buckle-making concern in New Hampshire and will move the business to their Worcester works.

St. Louis, Mo.—The Ludlow-Saylor Wire Co., at a special meeting, voted to increase its capital stock from \$100,000 to \$400,000. The company recently built a large factory, at Newstead Avenue and the Wabash tracks, in addition to its large plant at Fourth and Elm Streets.

### Recent Fires.

Elizabeth, N. J.—Fire was discovered in the engine room of the Newark Wire Works on South Front Street recently. The fire consumed everything perishable about the plant before it was controlled. The loss is placed at \$50,000, partly covered by insurance. The wire works were organized three years ago and turned out some of the finest copper wire. Over two hundred were thrown out of employment by the fire.

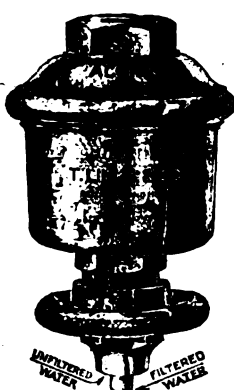
Granby, Que.—Fire has destroyed the warehouse of the Granby Enamel Works, including several hundred bath tubs. The loss is partly covered by insurance.

Springfield, O.—The shops of E. W. Ross Co., manufacturers of feed cutters, etc., have been burned to the ground. The origin of the fire is a mystery. Loss \$75,000, partially covered by insurance.

West Cornwall, Conn.—Fire which broke out in building occupied by Union Shears Co. resulted in loss of \$4500, partly insured. Cause, defective flue.



IMPROVED TO PERFECTION.



The Linke,  
Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.

Cleaned in a few  
seconds without  
taking apart. . . .

The "ACORN"

Is conceded the best Filter made to screw  
on a faucet.

A constant new surface is produced on  
stone and Filter is washed clean  
for every filtration.

Booklets and Display Cards with all orders.

PATENTEES AND MFRS.,

**T. LINKE & CO.,**  
1559 BROADWAY,  
NEW YORK.



AN  
ODORLESS  
LAMP

The "ARGAND" is absolutely  
without odor. That's a big point  
when you are showing a lamp to a customer. A  
long list of arguments for the ARGAND will be  
sent for the asking

GOOD PROFITS TO DEALERS.

Retails for \$4.00 and upwards.

**ARGAND VAPOR LAMP CO.,**  
DETROIT, MICH.

**SUPPOSE**

Four "ad." was here! You would  
read it with the other "ads." and  
it would be read by twenty thou-  
sand other people. Advertising in

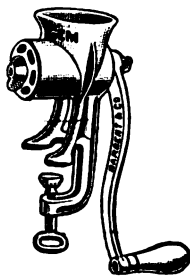
**"HARDWARE"**

is the cheapest, and most profitable,  
because its contents are brought di-  
rectly to the notice of the Hardware-  
men with nothing else to divert  
their attention. : : : :

**ALUMININE.**

The original and patented Aluminum Finish for  
Stoves. Carried by jobbers in all parts of the  
country. Send us your order and we will forward  
to the one nearest you. Manufactured only by  
**ALUMININE PAINT & POLISH CO.,**  
707 W. Lake St., Chicago, Ill.  
RUTLAND FIRE-CLAY CO., Rutland, Vt., Eastern Agts.

## It Won't Chop Wood



but Sargent's Gem Food Chopper will chop raw  
meat, cooked meat, vegetables of all kinds, fruit,  
crackers, bread, eggs, cheese, nuts, figs and other  
foods, and

## It Will Chop

them all rapidly, easily, coarse or fine, in uniform pieces, without  
mashing, squeezing, tearing or grinding.

SARGENT &amp; COMPANY,

Manufacturers,

New Haven, Conn., New York, Philadelphia, Boston.

## FORKS, HOES, RAKES, &C., FOR EXPORT.

We make more than . . .

740 KINDS OF FORKS.

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In Sizes, Patterns and Grades . .

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WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

**THE IOWA FARMING TOOL CO.,**

Illustrated Catalog  
on Application. . .

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### CHAMPION FLY TRAP.



Largest and Best  
Trap  
in the market.

Write for  
Special Prices.

THE FRED. J. MEYERS MFG. CO.,

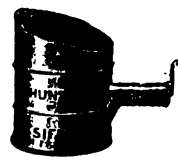
### Hunter's Sifters.

THE BEST IN THE WORLD.

The Genuine  
Hunter Sifter.

Electric Light and Hunter's  
No Name Sifter.

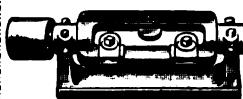
The only Sifter with a  
loose cap on the handle,  
so as to clean out the  
flour that accumulates in  
it while Sifter is in use.



Write for Special Prices.

Hamilton, Ohio, U. S. A.

### C. & F. WIRE STRAIGHTENER.



Straightens wire  
from No. 3 to No. 20.  
It is 14 inches long,  
4 1/2 high and 5 wide.  
Weight 25 pounds.

Send for Circular.

Chandler & Farquhar, 181 Congress St.,  
BOSTON, U. S. A.

The Only First Hand Source of  
**GENUINE  
MARTY  
TRAPS**



is with  
**BURDITT & WILLIAMS,**  
Sole Importers.  
BOSTON, MASS.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Baltimore, Md.—The American Mfg. Co., for the manufacture of guns, targets and novelties, has been incorporated by Halleck A. Penrose, Hiram H. Taylor, James S. Barnard, Campbell Carrington, Edward C. Carrington, Jr., and Frederick J. Morton. Capital stock, \$40,000.

Binghamton, N. Y.—W. L. Montrose & Co., 17 Washington Street.

Chicago, Ill.—E. W. Zander & Co. report the closing of a \$9,900 lease for three years with Ralph Temple, on stores at 293 and 295 Wabash Avenue. Mr. Temple expects to fit these premises up for a cosmopolitan automobile and bicycle salesroom.

Dover, Del.—The H. W. Vandever Co., of Wilmington, Del., has been incorporated to manufacture and sell bicycles, tricycles, &c.; capital, \$50,000.

Harrisburg, Pa.—A charter has been granted at the State Department to the Cambria Powder Powder Co. of St. Clair Township, Westmoreland County, with a capital of \$5000.

Portland, Ore.—Henry Goodman & Co. Southport, Conn.—Southport Bicycle Co. has reopened.

Syracuse, N. Y.—Breeze Cycle Mfg. Co. has been incorporated; capital, \$100,000. Directors: J. S. Bretz, G. M. Burns, and Bella I. Bretz, Syracuse.

Utica, N. Y.—The Wadman Cycle Co. has been organized. Capital, \$25,000. Directors: F. D. Crim, F. J. Wadman, and H. W. Millar, of Utica.

### Changes and Improvements.

Abington, Mass.—The Lamson Machine Co. have a new motor for attachment to a bicycle, which they expect to place on the market shortly.

Dayton, O.—Niehaus & Dohse have moved to 35 East Fifth Street, Central Block. They handle a full line of 1901 bicycles, including a full line of rubber goods, cameras and supplies.

Ellwood, Pa.—The Standard Seamless Tube Co., which was recently purchased by the powerful National Tube Co., will be continued under its old title, with general offices in Pittsburgh. Under the new organization F. J. Hearne will be president, and W. H. Latschaw, secretary and treasurer.

Erie, Pa.—Charles H. Lejeal has begun the erection of a factory at Seventeenth and State Streets. He believes that it would be greatly to his advantage to manufacture his own wheels, thereby enabling him to place them on the market at a much cheaper rate, and still be first class bicycles.

Indianapolis, Ind.—The Patee Cycle Co., which recently removed from Peoria,

Ill., to Indianapolis, has absorbed the business of J. D. Morris, of Rochester, N. Y., which will be removed to Indianapolis at once. Mr. Morris has perfected a gasoline motor which is well spoken of and which it is anticipated will be applied to the promised Patee motor bicycle. Mr. Morris will continue with Mr. Patee in Indianapolis.

Indianapolis, Ind.—Carl G. Fisher, an automobile and bicycle dealer at 112 North Pennsylvania Street, has sold his business to C. Koehring & Bro. The store will be maintained at its present location, and bicycles and automobiles will be sold exclusively.

Litchfield, Conn.—The Bantam Mfg. Co. have erected a fine shop at the old Slitting Mill dam in Bantam. It is 120x30 feet, two stories high and the company are placing machinery necessary for the manufacture of bicycle and wagon hubs and other heavy iron ware.

New York, N. Y.—Cornwall & Jespersen, dealers in sporting goods at 310 Broadway, are about to dissolve partnership.

New York, N. Y.—The well-known jobbing firm of E. A. Brecher & Co. has been dissolved by mutual consent. A. W. Steiner retires from the firm. Mr. Brecher, however, will continue the business at the same address and under the same firm name, assuming all liabilities and accounts of the copartnership.

New York, N. Y.—J. F. Hollingworth, former manager of the Electro Lamp Co., has been added to the staff of the Willis Park Row Bicycle Co., and is in charge of the sales department. H. M. De Silva, formerly the Southern and New England representative of the Delaware Rubber Co., has also been added to the Willis staff.

New York, N. Y.—Harris Parker has engaged with C. B. Barker & Co., the well-known jobbers of this city; he will have charge of their cycle and sundry department.

New York, N. Y.—The Straus Tire and Rubber Co. has entirely recovered from its recent visitation of fire, and are now in business at 351-353 East Sixty-first Street. The Straus people have abandoned bicycle tires, and now confine themselves to the production of solid rubber tires for carriages and other vehicles. They will continue, however, the manufacture of pedal rubbers, and other desirable cycle sundries with which they were identified.

Park View, N. J.—The old Newark Novelty Works in Elizabeth Avenue have been newly fitted up as a factory for making all sorts of sporting goods.

Philadelphia, Pa.—The Manhattan Storage Co. has thrown out an offshoot in that city, the Puritan Tire & Rubber Co.; the latter concern is at present dealing with tires only, but later, it is understood, sundries in general will be added.

Toledo, O.—An important business deal has been closed by which the bicycle lamp business of the E. P. Breckenridge Co. was formally disposed of to the National Cement Rubber Mfg. Co.

### Recent Fires.

East Boston, Mass.—Howard S. Hunter, Brooks and Princeton Streets. Loss, \$1200; insured.

Joliet, Ill.—Jas. McCann. Loss, \$1000. Perth Amboy, N. J.—A. J. Anderson. Loss, \$1000.

Philadelphia, Pa.—About \$3500 loss has been entailed by a fire which broke out at the factory of the Eclipse Cement & Blacking Co., 1238 Belmont avenue. The concern manufactured, among other articles, cements for the bicycle trade.

Rochester, N. Y.—The four-story brick building occupied by Francis L. Hughes, manufacturer of baby carriages, bicycles, and toys, 67-71 Exchange Street, has been destroyed by fire. The loss is estimated at \$40,000, with \$35,000 insurance.

Washington, D. C.—Fire has completely destroyed the building owned and occupied in part by the Columbia Bicycle Co., on Fourteenth Street, causing a loss of about \$100,000. The building was erected by the Pope Mfg. Co., four years ago, at a cost of \$87,000, and was designed as a model showroom for bicycles. The Columbia company used the first floor.

### Recent Embarrassments.

Akron, O.—The Union Cycle Co., wholesale and retail bicycle dealers, have made an assignment to Attorney W. A. Spencer.

Bristol, Conn.—George B. Parsons, who has just filed a petition in bankruptcy, has conducted a bicycle repair shop on Riverside Avenue for several years past. The assets as given in the schedule are \$446.23, and his liabilities are \$789.93.

### Miscellaneous.

Fulton, N. Y.—At the annual meeting of the Hunter Arms Co., the following officers were elected: Thomas Hunter, president; R. B. Hunter, vice-president; John Hunter, Jr., secretary; J. C. Hunter, treasurer; William Hunter, general manager. The board of directors are the above officers and Mrs. John Hunter, Jr.

Middletown, O.—The Miami Cycle and Mfg. Co. have elected the following officers and directors: P. J. Sorg, president; J. D. Alsop, vice-president and treasurer; P. J. Sorg, F. H. Ray, George H. Shafer, Harry Walburg and J. D. Alsop, directors.

Milwaukee, Wis.—The Milwaukee Patent Puncture-Proof Tire Co. have re-elected officers as follows: President, George H. Benzenberg; vice-president, G. Podoll; secretary and treasurer, W. D. Halsted; directors, George H. Benzenberg, G. Podoll, W. D. Halsted, Emil Durr and Thomas Spence.

# MORROW

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.

**ECLIPSE MFG. CO., ELMIRA, N. Y.**

NEW YORK BRANCH:  
105-107 Chambers Street.

## THE CHAMPION SASH LOCKS

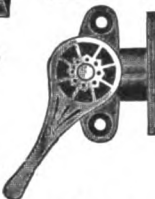


ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and  
all finishes.

Catalogue on Application.



**The Champion Safety Lock Co.,**

CLEVELAND, OHIO.

## Hardware Dealers, Do You Know

That if you are in need  
of a Self-measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,

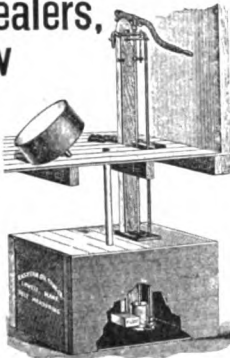
"The Eastern."

Send for catalogue,  
containing price and  
points of merit.

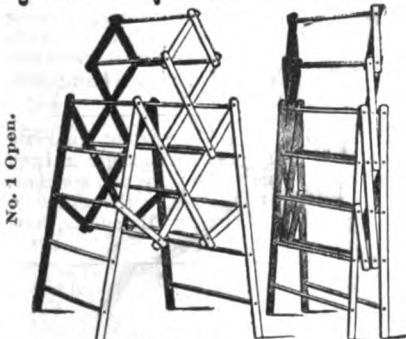
All Outfits War-  
ranted.

**Eastern Oil-Tank Co.**

146 Fletcher St., Lowell, Mass.



## Rogers' Patent Adjustable Extension Clothes Rack.



No. 1 Open.

No. 1 Closed.

—A QUICK SELLER.—

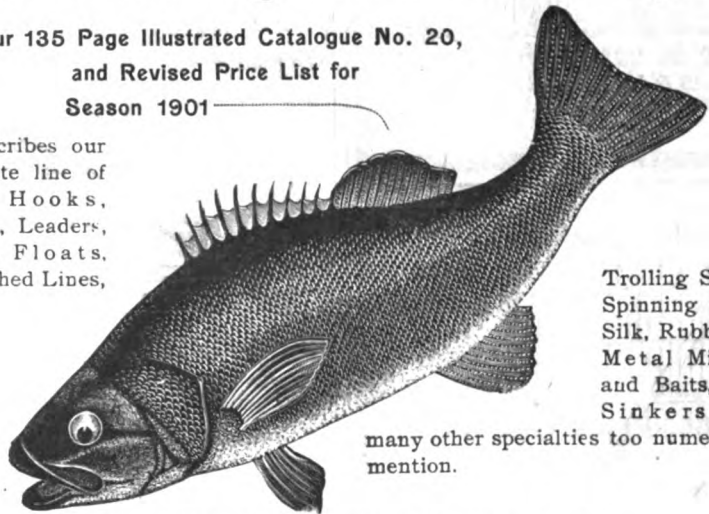
Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1880.

**ROGERS & SON, KENDALLVILLE, INDIANA.**

# Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
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Trolling Spoons,  
Spinning Baits,  
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and Baits, Lead  
Sinkers, and

many other specialties too numerous to  
mention.

**THE ENTERPRISE MANUFACTURING CO.,**

The Largest Manufacturers of Fishing Tackle in the United States.

**AKRON, OHIO, U. S. A.**

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.



CHAMPION  
MODEL.

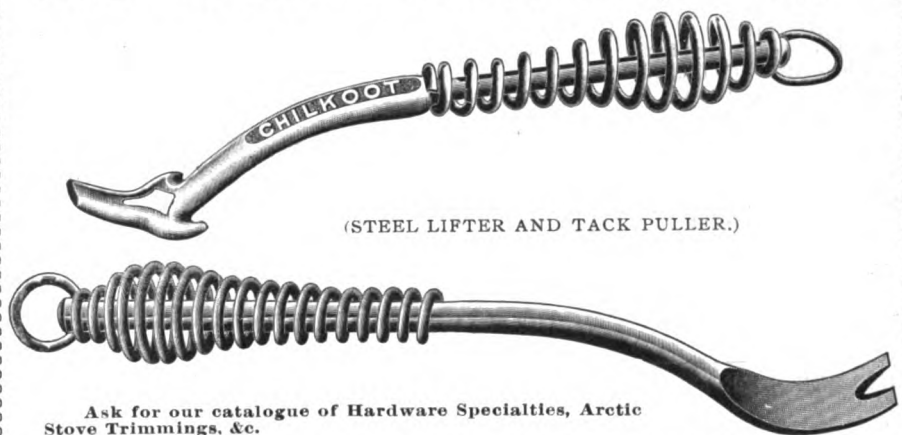
This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight, it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

—Write for Discounts to Trade.—

**WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.**

## THE FANNER MFG. CO.,

CLEVELAND,  
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(STEEL LIFTER AND TACK PULLER.)

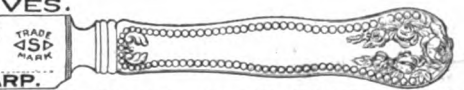
Ask for our catalogue of Hardware Specialties, Arctic  
Stove Trimmings, &c.

## SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver, when  
plated wears indefinitely and the thin strip of

inserted **Steel** is ALWAYS SHARP.

Send 32 two-cent stamps to **E. H. H. SMITH, 40 Murray St., N.Y.,** for a Beautiful Sample Knife.

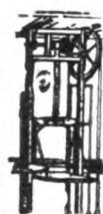


Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power

**ELEVATORS**

Send for Circulars.

**Kimball Bros. Council Bluffs, Ia.**  
No. 1013 Ninth Street.



**500 HARDWARE DEALERS.**  
Handle Our Goods  
At a Profit of 100%.

We make **WHITE ENAMELED LETTERS,**  
House Numbers, Name Plates,  
**ENAMELED STREET SIGNS,** Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.

Free Samples to Prospective Customers.  
Send for Catalogue.

**A. V. TAYLOR & CO., Enamellers,**  
CINCINNATI, OHIO.






**IRON & WIRE FENCING**  
ELLIS & HELFENSERGER,  
500 SENATE — INDIANAPOLIS, IND.

**RIVETS & WIRE NAILS.**

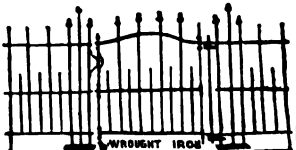


**C. C. & E. P. TOWNSEND,**  
New Brighton, Pcsa.



SEAMAN'S PAT.  
SEPT. 7, 98  
**The POSITIVE EXPANSION BOLT.**  
**D. G. SEAMAN & CO.,**  
1638 Hutchinson St., Philadelphia, Pa.  
FOR SALE BY  
**NEAL & BRINKER, 18 Warren St., N. Y.**  
It has been the aim of the inventor to overcome the great existing evil of a bolt slipping in its fasteners and the object has been achieved.  
—SEND FOR PRICE LIST.—

**Prison, House and Stable Work;**



**JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.**

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**PRIEST'S CLIPPERS**



ALL BEARINGS  
Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Boston, N.H., U.S.A.

**HAYES FILE CO.** Established 1870,  
DETROIT, MICH.



Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.

**ROBERT MURRAY.**  
24 Duane St.,  
New York City.  
**General Hardware**

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES, twenty-five cents per line.**

#### Help Wanted.

**CATALOGUE AND ADVERTISING MAN** by a Canadian wholesale Hardware house. Apply, stating age, experience and salary expected, to **ANGORA**, care **HARDWARE**, 275 Broadway, New York. 162

**PUMP SALESMAN**—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address **X**, care **HARDWARE**, 275 Broadway, New York. 87

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address **R. D. FIELD**, care **HARDWARE**, 275 Broadway, New York. 142

**BUILDERS' HARDWARE**.—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address **Z. H.**, care **HARDWARE**, 275 Broadway, New York. 98

**BUYER, MANAGER OR SALESMAN**.—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address **S. F.**, care **HARDWARE**, 275 Broadway, New York. 165

**CUTLERY SALESMAN** At, capable of calling on largest trade or introducing new goods. Open for position January 1st, 1901. Address **C. L.**, care **HARDWARE**, 275 Broadway, New York. 138

**ENGINEERING SALESMAN** wants to make connection with At house, and travel in New York City and State; has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address **E. L. I.**, care **HARDWARE**, 275 Broadway, New York. 168

**EXPERIENCED ACCOUNTANT**.—By a young man of nineteen years' experience in Hardware, stoves, etc., for himself. Speaks English and German, is an accountant, would accept any good position. Best of references. Address **Box 1105**, Millheim, Pa. 118

**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience desires a steady position. Can do furnace and range work, roofing and all inside work of every description; also corrugated iron work. Address **B. A. BROOKS**, 171 E. 108th Street, New York. 176

**EXPERIENCED HARDWAREMAN** is desirous of finding a concern willing to pay \$3000 a year for the services of a man 32 years of age with 13 years' experience in manufacturing and jobbing Hardware business. Address **WHOLESALE**, care **HARDWARE**, 275 Broadway, New York. 141

### Situations Wanted.

**EXPERIENCED MANAGER**, eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address **J. H. G.**, care **HARDWARE**, 275 Broadway, New York. 117

**EXPERIENCED SALESMAN**, traveled Washington, Maryland Virginia and Philadelphia (Pa.) for twenty years, is open for engagement. Commission preferred. Best of references. Address **BECKER**, 928 N. Bond Street Baltimore, Md. 124

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address **Box 355**, Forest, Ohio. 88

**EXPERT ACCOUNTANT**—An accountant of 20 years' experience in the Hardware business as bookkeeper, cashier, office manager and proprietor desires a position with a large firm or company whose integrity and ability would be fairly remunerated; At references given. Address **G. H. B.**, care **HARDWARE**, 275 Broadway, New York. 170

**GENERAL MANAGER**.—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. At references as to character, honesty and ability from the best Hardware houses in New York City. Address **WM. BRAUNSDORF**, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

**HARDWARE AND IMPLEMENT CLERK**.—Position as clerk in Hardware and Implement Store in some Northwestern or Coats State. Would invest some capital in the business if agreeable. Address **P. O. Box 142**, Madison Square Branch, New York City. 135

**HARDWARE CLERK**.—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address **F. H. SICKELS**, 15 N 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK**.—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address **CLERK**, care **HARDWARE**, 275 Broadway, New York. 131

**HARDWARE CLERK**.—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address **C. C. C.**, 1133 Third Street, Fort Madison, Iowa. 157

**HARDWARE CLERK OR SALESMAN**.—A competent Hardware business man, 25 years' experience as buyer and manager in large retail business, understands the builders' line; also plans and specifications; age 40 years; would like the export business or the wholesale branch. Address **EXPERIENCE**, care **HARDWARE**, 275 Broadway, New York. 167

**HARDWARE DRUMMER**.—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address **DRUMMER**, care **HARDWARE**, 275 Broadway, New York. 132

**HARDWARE SALESMAN**.—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. **L. H. P.**, care **HARDWARE**, 275 Broadway, New York. 105

## Situations Wanted.

**HARDWARE SALESMAN.**—Experienced salesman desires to handle on commission line of Hardware or house-furnishing goods for Pittsburgh, Allegheny and vicinity. Address W. C. MCINTYRE, 936 Kirkpatrick Avenue, Allegheny, Pa. 163

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

**OFFICE ASSISTANT.**—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**SALESMAN.**—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first class and up-to-date man. All references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN.**—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**WANTED,** by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

**YOUNG MAN,** who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE, 275 Broadway, New York. 110

## Side Line Offered.

**CORRESPONDENCE DESIRED** with firms manufacturing Hardware specialties, who wish to be represented by good house whose traveling men cover the entire United States. Address HUSTLERS, care HARDWARE, 275 Broadway, New York. 175

**COUNTRY RESIDENCE**—An attractive country residence, 14 rooms, with barn, cottage, chicken house, fruit and shade trees, vegetable and flower garden, etc. Six acres of ground, 48 miles from New York, one hour and fifteen minutes by express trains. Delightfully situated and in every way adapted for a gentleman's country place. For particulars, address R. T. HAZELL, 85 Chambers Street, New York. 181

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

## Side Line Offered.

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. Co., Cleveland, Ohio. a

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PRORIA VAPOR LIGHT Co., 413 Washington St., Peoria, Ill. 171

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**LIVE MANUFACTURERS' AGENTS**—Good, live manufacturers' agents, handling a few articles in the line of photographic supplies and apparatus for amateurs, wanted to take territory for the "Fama" Tripod. Address B. P. HOGAN, Erie, Pa. 178

**TRAVELING SALESMEN** calling on Hardware trade, wanting a first-class novelty to sell as a side line, should write us at once. An easy seller, weight 14 ounces. Sample can be carried in pocket. Address NEWTON MFG. Co., Erie, Pa. 182

**TRAVELING SALESMEN.**—Salesmen calling on the Hardware and Agricultural Implement trade to sell line of wheelbarrows and trucks on commission. Apply with references W. N. T., care HARDWARE, 275 Broadway, New York. 179

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMEN.**—Traveling Hardware salesmen to sell as a side line our Rapid Air Rifle and Vest Pocket Hardware Specialties. Address RAPID RIFLE Co., Ltd., Grand Rapids, Mich. 180

**TRAVELING SALESMEN** to sell, as a side line, on commission the American Corn and Fodder Shock Compressor. A good seller. Address J. B. HUGHES, Greensburg, Ind. 174

**TRAVELING SALESMAN** to sell specialties on commission to Hardware and Housefurnishing Goods trade. Good line for right man; can handle as a side line. State territory. Address STAR ENAMELING & STAMPING Co., Pittsburgh, Pa. 136

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**TINNERS' SHOP TOOLS.**—An almost complete set, all in good order, at a very low price. For particulars address NICHOLSON & FAY, Lock Box 329, Belmont, N. Y. 169

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

## Business Opportunities.

## Export Trade.

**ADVERTISER,** hereafter residing abroad, good business man, highly recommended, with established business connections with prominent firms of highest standing in England, Germany, France and Austria, will introduce American reliable Manufacturers to Art Buyers in Europe. Terms, if mutually satisfactory, can be made strictly on commission basis. Address WESTERN, 126 Liberty Street, New York. 177

WRITE FOR QUOTATIONS

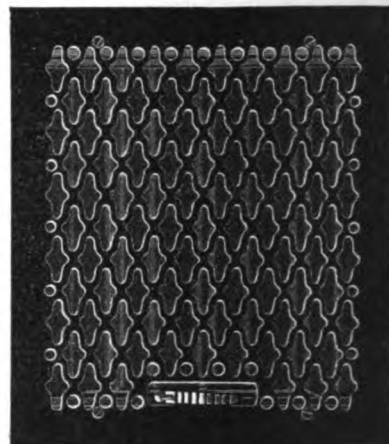


**FANCY BOX CATCHES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N. Y.  
 —MANUFACTURERS OF—  
 METAL GOODS IN BRASS, BRONZE AND TIN  
 LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS.  
 SPECIAL GOODS MADE TO ORDER.  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

## Sheet Steel Registers and Ventilators.



Made of Sheet Steel.

**ABSOLUTELY NON-BREAKABLE.***Excels all others in Strength, Air Capacity, Workmanship and Finish.*

Full line of sizes.

Finished in various styles.

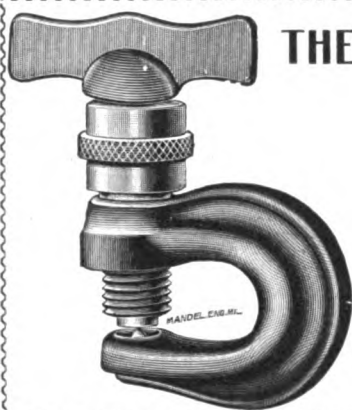
Let us tell you about them.

Catalog and Prices upon application.

**The Canton Steel Roofing Co.**

Manufacturers,

CANTON, OHIO.



## THE "HANDY" RIVETER.

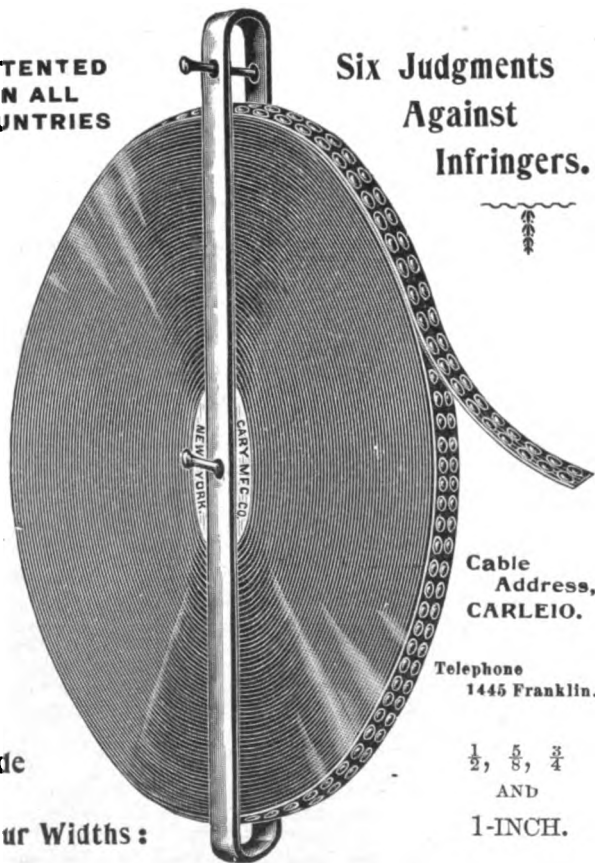
A neat and compact tool for mending broken harness, straps, belts, etc. Simple in construction, unbreakable in use and powerful in operation. Can be carried in the pocket, an indispensable tool for the Farmer, Liveryman, Mechanic, Engineer, Driver and Harness-maker. Body and screw are made from malleable iron; sleeve from cold rolled stock; plunger of hardened tool-steel. Will clinch any size of tubular or bifurcated rivet and make a perfect job. Weighs only 5 ounces.

MANUFACTURED BY

**Milwaukee Automatic Machine Co.,**

MILWAUKEE, WISCONSIN.

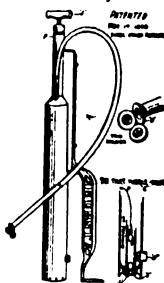
## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
IN ALL  
COUNTRIESSix Judgments  
Against  
Infringers.Made  
in  
Four Widths:Cable  
Address,  
CARLEIO.Telephone  
1445 Franklin. $\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH.**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.

## "A HUNDRED DIFFERENT USES."

### The "Hurst" Pat. Spraying and Force Pump.



During over 12 years it has proven the best GENERAL-PURPOSE Pump on the market.

**GUARANTEED FOR 5 YEARS.**

Not the slow selling kind—OUTWEARS and OUTSELLS them all. BIG PROFITS.

Write quick for the Exclusive Agency of your locality.

**Sold by H. L. HURST MFG. CO.,**

Leading Jobbers

CANTON, OHIO, U. S. A.

## "BRIGHT AND NEWSY."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.



## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

## Adzes—

House Carpenters, Ogden's	50%
Ship Carpenters	50%
Railroad	50%

## Ammunition—

## CAPS, PERCUSSION—# 1000—

U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	35c

## CARTRIDGES—

Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25&5%
Cent. Fire, Military and Sport- ing	15&5%
Blank Cartridges, 22 cal	10&5%
Blank Cartridges, 32 cal	10&5%
Primed Shells and Bullets	15&5%
B. B. Caps, Round Ball	25&10%
B. B. Caps, Con. Ball, Swgd	net

## PRIMERS—

Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%

## SHELLS—

First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge	25%
New Club, New Rival and Climax brands, 10 and 12 gauge	33&10%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	33&10%
Acme	33&10%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and Climax	65%

## SHELLS, LOADED—

"New Club," Black Powder	40&5%
"New Rival," Black Powder	40&5%
"Smokeless" Nitro Powder	40&10&10&5%
"Acme," Dense Nitro Powder	40&10&10&5%
"Trap," Nitro Powder	40&10&10&5%

## GUN WADS—# 1000—

B. E., 11 up	60
B. E., 9 & 10	70
B. E., 8	80
B. E., 7	80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50

## SHOT—

Tatham Bros., List June 11, 1900: # bag	
Drop Shot, sizes smaller than B, 25-lb bags	\$1.35
Drop Shot, sizes smaller than B, 5-lb bags	.85
Drop Shot, B and larger sizes, 25-lb bags	1.60
Drop Shot, B and larger sizes, 5-lb bags	.40
Buck Shot, 25-lb bags	1.60
Buck Shot, 5-lb bags	.40
Chilled Shot, 25-lb bags	1.60
Chilled Shot, 5-lb bags	.40
Dust Shot, 25-lb bags	2.10
Dust Shot, 5-lb bags	.50

## POWDER—

Lafin & Rand Powder Co.:

## CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canis- ters of 1 lb	Each .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb	.45
Orange Rifle "Extra," F. FF, FFF, in canisters of 1 lb	.25
F. FF, FFF, in canisters of 1/2 lb	.15
F. FF, FFF, in canisters of 1/4 lb	.13

## KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb	8.00
os. 1, 2, 3, 4, 5, in 1/2 kegs of 12 1/2 lb	4.25
a. 1, 2, 3, 4, 5, in 1/4 kegs of 6 1/4 lb	2.25

## Orange, Special.

Nos. 1 and 2, in kegs of 25 lb	5.00
Nos. 1 and 2, in 1/2 kegs of 12 1/2 lb	2.75
Nos. 1 and 2, in 1/4 kegs of 6 1/4 lb	1.50
Orange Rifle "Extra," F. FF, FFF, in kegs of 25 lb	4.00
F. FF, FFF, in 1/2 kegs of 12 1/2 lb	2.25
F. FF, FFF, in 1/4 kegs of 6 1/4 lb	1.25
Meal Powder, In kegs of 25 lb	4.00
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFFF, in kegs of 25 lb	2.65
Blasting and Mining "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFFF, in kegs of 25 lb	
Blasting and Mining "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb	
Fourth of July Powder, In kegs of 25 lb	
Lafin & Rand Smokeless, 10-Can Drums	9.00
Single Canisters	1.00
Discounts on application.	

## CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:	Each
In cases of 25 each.	
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb	.75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1/2 lb	.80
Eagle Rifle and Superfine Sport- ing, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFFg, and FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFFg, and FFFg, in canisters of 1/2 lb	.15
Du Pont Rifle, Fg, FFFg, and FFFg, in canisters of 1/4 lb	.12

## KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb	\$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12 1/2 lb	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6 1/4 lb	2.25
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" Fg, in kegs, 25 lb	4.00
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" Fg, in kegs, 12 1/2 lb	2.25
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" Fg, in kegs, 6 1/4 lb	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting in kegs, 12 1/2 lb	2.25
"V. G. P." for Trap Shooting, in kegs, 6 1/4 lb	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12 1/2 lb	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6 1/4 lb	1.50
Meal Powder, in kegs, 25 lb	4.00
Shipping Powder, F. FF, FFF, FFFF and FFFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb	1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder	22.00
Half kegs, equal in bulk to 12 1/2 lb Black Powder	11.25
Quarter kegs, equal in bulk to 6 1/4 lb Black Powder	5.75
Canisters, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder	1.00

Du Pont U. S. 30 Calibre  
Smokeless Rifle Powder,  
per lb 1.25  
Discounts on application.

## Animal Pokes—

Iowa Farming Tool Co.:	# doz.
Hawkeye	\$3.25
Western	3.75

## Anti-Rattlers—

Fernald, Wire	50&10%
Burton's	50&10%
Gem	60%
Steel Drive	40%
Kohler's	# gro.
Invisible, No. 3	\$6.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00

## Anvils—

American "Horse-Shoe"	93c
Armitage's Mouse Hole	94c
Cincinnati	25&10%
Eagle Anvils, # 9c	15&15&5%
Hay Budden, Wrought	84c
Peter Wright's	94&1010c
Samson	40&10%
Trenton	8c

## ANVIL AND VISE COMBINED—

Cheney Anvil and Vise	40%
Holt's	40&40&10%
Millers Falls (with drill), \$18.00	15%

## Augers and Bits—

Boring Machine	70%
Com. Auger Bits	60&10&10&70%
Foretner Pat. Bits	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 30	50%
Nobles Double Spur, No. 32	50&10%
No. 10 Extension Lip Car Bit	40%
No. 10 Extension Lip Car Bit	40%
Car Bits, No. 10	40%
Car Bits, No. 30	50%
Ring Augers	70%
Jennings' Pattern	50&10%
Job T. Pugh's, Black	20%
Job T. Pugh's, Jennings Pat.	85%
Snell's Ship Auger Pattern Car Bits	30&10%
Swan's:	
Jennings' Pattern Auger Bits	60%
Jennings' Pattern Car	40%
Jennings' Pattern Machine	25%
Russell Jennings' Augers and Bits	25&10&21/2%

## HOLLOW AUGERS—

Amer	25&10%
Bonney's Adjustable, No. 4	\$24.00
Cincinnati Nos. 1, 2 and 3	25&10%
Dougllass'	25&10%
Ives	25&10%
Millers Falls, Goodell	15&71/2%
Swan's	10%
Universal, each \$4.50	20%

## EXPANSIVE BITS—

C. E. Jennings & Co.	33&10%
Clark's small, \$18	50&10%
Clark's large, \$28	50&10%
Ives' Model, # doz. \$60	50%
Swan's	50&10%

## DOUBLE CUT GIMLET BITS—

Common	40&10&50%
Mayhew's Diamond # doz. \$1.25	40%
Swan's	40%
C. E. Jennings & Co.	45%
Ladd's	60&10%
Mayhew's	40&10%
Snell's	40&10%
Snell's Bell Hangers	50%

## BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40&10%	
for metal, 60%	
Cleveland Wood Bits for Brace	50&10%
Detroit	40%
K. & F.	60&10%
Morse	50&10%
Swan's, for wood	40&10%
Syracuse, for wood	40%

## TWIST DRILLS—

Cleveland	60&10%
K. & F. Straight Shank	60&10%
Morse Straight Shank	50&10%
New Process	60&10%
Standard	60&10%
Standard Oil Tube Drills	15%
Syracuse	60&10%
W. & B. Diamond	60&5&60&10%
W. & B. Universal Self-Oiling	10%

## SHIP AUGERS AND BITS—

L'Hommiedien's	15&15&10%
Snell's	30&10%
Watrous	33&10%

## Awl and Auger Handles—

See Handles.	
Awls—	
Handled Brad	40&10%
Handled Scratch	40&10%
Patent Peg	50%
Sewing, Com.	88c@1.00

Shouldered Peg	50%
Shouldered Brad	50%
Socket Scratch # doz.	\$1.00
Stanley Rule & Level:	
Handled Brad	30&10%
Patent Pegging	50&50&10%

## Awl and Tool Sets—

Aiken's Awls and Tools:	
No. 10, # doz. \$7.50; No. 20, # doz.	\$10
Brad Sets:	
No. 42, \$10.50; No. 45, \$12.50	70%
Fray's Adj. Tool Hdl's, Nos. 1, \$12;	
2, \$18; 3, \$12; 4, \$9; 5, \$7	5%
Ice Awls	50%
Millers Falls Adj. Tool Holders:	
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18	15&15&10%
C. E. Jennings & Co.'s Adjustable	
Tool Handles	381/2%
Stanley's Excelsior, No. 1, \$7.50;	
No. 2, \$4.00; No. 3, \$3.50	30&10%

## Axes—

First quality, best brands	\$6.50@7.00
First quality, other brands	6.00@6.50
Beveled, ad 25c. # doz.	

## HATCHETS—

Hunt's, Underhill's or Blood's	40&10%
Peck's:	
Champion Blade	45%
Empire Brand	50&10%
Fayette R. Plumb:	
Broad, New List	331/2&21/2%
Lathing	331/2&5%
Shingling	331/2&5%
Warehouse	331/2&5%
Vulcan Tool Co.	40&5%
D. Simmons & Co.:	
Broad	
Shingling and Claw	50&5%
Lath, Hunters', etc.	
M. C. Ogden's:	
Broad	40%
Shingling, Claw, etc.	50%
Handled	40&10%
Boys	50%

## Axle Grease—

Dixons' "Everlasting":	
1-lb box	15
2-lb box	25
10-lb pail	\$1.20
25-lb keg	2.75
50-lb keg	5.00

## Balances—

Chatillon's:	
Light, Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Large Dial, Class D	30%

## Balances, Sash—

Pullman's	50&10&60%
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## Barn Door Hangers—

See Hangers.	
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## Barrel Drainers—

National	30%
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## Beef Shavers—

Enterprise:	
Japanned, each, \$7.50	25&30%
Tinned, each, \$9.00	25&30%

## Bells—

HAND—	
Extra Heavy Brass	60&60&10%
Light Brass	60&10%
Pure Bell Metal	50%
Globe (Cone's Patent)	30%
Silver Chime	35%
White Metal	55&5%

poor—	
Trip, Gem	40%
Alarm, Abbe's	40%
Alarm, Yankee	50%
Gong, Abbe's	40%
Gong, Yankee	50%
Lever, R. & E. Mfg. Co.'s	50&10%
Multi-Stroke	40%
New Departure	45&50%

cow	
Common Wrought	75%
Kentucky	70&70&10%
Kentucky, Sargent's List	70%
Texas Star	50%
Western, Sargent's List	70%

## Bellows—

Blacksmiths'	70%
Hand	25&10%
Moulders'	25&10%

## Belting, Rubber—

Boston Belting Co.:	
"Boston"	50%
"Imperial," seamless, stitched	40%
Cleveland Rubber Co.:	
Buckeye	60&10%
Shield High Grade	50&10%
War. 2 XL	40%
Common Standard	75&10%
Extra	60&10&5%
N. J. Car Spring & Rubber Co.:	
Extra Para	40&10%
Reliable	50&10%
Staple	60&10%
Standard	70&10%

**Bench Stops—**

Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrill & Nos. 1 and 2, \$3.00; No. 3, \$3.00 per doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

**Bicycle Material—**

The Beckley-Ralston Co., Chicago, Ill.:

**BELLS—** Price per Doz.

The Electro, 1 1/4 inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	3.75
The Moseberg No. 1 Chime-Tire Bell.....	6.00
The Moseberg No. 2 Chime-Tire Bell.....	4.00
The Moseberg No. 10 Cuckoo Bell, 2 1/2 inch.....	3.25
The Moseberg No. 12 Electric Stroke, 2 1/2 inch.....	5.25
No. 211, Bristol, 1 1/4 inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1 1/4 inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E 3, New Departure, 2 1/4 inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2 1/4 inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. E 9, New Departure, 1 1/4 inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	3.75
No. E 7 1/2, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9 1/4, New Departure, 1 1/4 inch, Electric Stroke.....	2.30
No. 1015, New Departure, Flag Top, 2 inch, Electric Stroke.....	5.00
No. R 5, New Departure, 2 1/4 inch, Electric Stroke.....	5.25
No. T 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 811 P, New Departure Push Bell, 1 1/4 inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center. No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....	3.75
No. 1136, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....	3.50

**Price Each.**

Blow Torches. The Imperial Gasoline.....	\$2.25
Blow Torches. The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	.35
Brazing Compound—Superior.....	.28
Brazing Compound—Fluxine.....	.28

**BICYCLE STANDS AND HOLDERS—**

Diamond Folding.....	\$2.75
Haube's Wire.....	2.50
Eurekas for 5 machines with out signboard.....	\$1.25
Eurekas for 7 machines, without signboard.....	1.50
Extra for signboard.....	.00
No. 5, Extension, with casters.....	.50
Model D Wall Rack, japanned.....	\$1.60
Model B Wall Rack, japanned.....	2.70

**BUFFERS—HANDLE BAR—**

No. 1, Style M. & W.....	.50
No. 2, Style M. & W.....	.55
Broad Drills, Goodell's, No. 6.....	2.75

**CALIPERS—**

Stevens', inside or outside:	
3 inch length.....	.55
4 inch length.....	.45
5 inch length.....	.50
6 inch length.....	.60

**CARRIAGE—** Price per Can.

For all Gas Lamps; best, quality only, in 2 lb cans.....	.17
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**CEMENT—** Price per lb.

Eclipse, hard, 1 lb cakes.....	.17
Eclipse, 1 1/2x2 1/4 tubes, rim or rub.....	.15
Eclipse, 3/4x2 1/4 tubes, rim or rub.....	.20
Eclipse, 1/2x4 tubes, rim or rub.....	.25
Eclipse, 1x4 tubes, rim or rub.....	.35
Eclipse, 1x6 tubes, rim or rub.....	.45
Eclipse, 1 pt. cans, rim or rub.....	1.90
Eclipse, 1 qt. cans, rim or rub.....	.35
Eclipse, 1 gal. cans, rim or rub.....	1.00
Morgan & Wright small tubes.....	.30
Wood rim or rubber.....	

**CARRIERS—** Price per Doz.

Lamson No. 1.....	\$4.50
Lamson No. 4 S.....	7.75
Lamson No. 4 D.....	9.50
Kalamazoo No. 10.....	4.75
Dexter No. 1.....	4.50

**CHAINS—** Price Each.

Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long.....	.60
Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long.....	1.25

**Morse Roller, 3-16 or 1/4 inch, 5**

ft. long.....	2.00
Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long.....	.40
Watch Fobs, made of Bicycle Chain.....	.15
CHAIN LUBRICANT— Price per Doz.	
Holdfast in tin cans.....	.80
Pacemaker, brush top.....	.80
Dixon's No. 691.....	.25
M. & W. Shippery Stuff.....	.45

**CONES—** Price per Doz.

Hub Cones, ass'd sizes & threads.....	.75
B. & R. Adjustable Cones, all threads in stock.....	1.00
Nelson Adjustable Cones, all threads in stock.....	2.40
CRANKS— Price per Pair.	
Round, Nickel Plated, 6, 6 1/4, 7 in.....	.35c

**CUPS FOR BEARINGS—**

For Hangers.....	Price each.....
For Hubs.....	Price each.....

**CYCLOMETERS—** Price per Doz.

Veeder, 26 in. regular.....	\$6.75
New Departure, for front hub.....	5.75
20th Century, regulars.....	5.50

**CRANK KEYS—** Price per Pair.

5-16, 11-32 and 3/4 in. sizes slabb'd.....	.5c
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**ENAMEL—** Price per Doz.

1/4 pt. cans, air drying, all colors.....	.75c
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**ENAMEL BRUSHES—** Price per Doz.

3/4 inch wide.....	.85
1/2 inch wide.....	1.00
5/8 inch wide.....	1.15
3/4 inch wide.....	1.35

**FRAME CLAMPS—**

For attaching saddle to top bar of frame.....	Price Each.
Sidway, 1 1/4 and 1 1/2 inch.....	.25
Chalfont, 1, 1 1/4 and 1 1/2 inch.....	.30

**GRIPS—** Price per Pair.

Nickel-Tip Corkaline, 3/4, 18-16 and 3/4.....	.06
Composition-Tip Corkaline, all sizes and colors.....	.07
Wood-Tip Leather, all regular sizes.....	.08
Nickel-Tip Leather, all regular sizes.....	.12

**GUARDS & GUARD FITTINGS—**

Regular 3/8 inch rear wheel guard, natural or stained, drilled and eyeleted.....	.15
Regular chain guards to match above.....	.10
Complete sets of fittings for attaching above.....	.20

**HANDLE BARS—** Price Each.

Regular Drop or Upcurved.....	.40
Perfection Adjustable, with expander.....	.30
Perfection Adjustable Extension, with expander.....	.85
Sanger Adjustable, with expander.....	.75
Kelly Adjustable, with expander.....	1.15
Kelly Adjustable, plain stem.....	1.05
Hussey Adjustable, plain or expander stem.....	1.25

**HEAD CUPS AND CONES, N. P.**

C. & M., stamped with clamp, 1 1/4 and 1 1/2 heads.....	.30
W. & E., turned, with clamp, 1 1/4 and 1 1/2 heads.....	.55

**HUBS—** Price per Pair.

1901 Crown, all size sprockets.....	\$1.25
1901 Harris, all size sprockets.....	1.00
1901 W. & E. Racing.....	8.00
Thor Standard.....	2.00
Thor Special.....	2.65

**Price Each.**

New Departure Coaster Hub.....	\$4.00
Morrow Coaster Hub.....	4.00

**IRON PUTTY—**

For filling all cracks, bakes like a rock.....	Price per lb.....
	.25

**LAMPS, GAS—** Price Each.

The 1901 Eclipse, our leader, none better at any price.....	\$1.00
The 1901 Solar, is always reliable.....	1.85
The 1901 20th Century.....	1.85

**LAMPS, OIL—** Price Each.

Lightweight.....	.60
Searchlight.....	1.75
20th Century.....	1.55

**LAMP PARTS—**

For all Gas Lamps. We carry a full line of repairs at less than factory prices.....	
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**LAMP BRACKETS—** Price per Doz.

Axle Pattern.....	.15
Fork Pattern.....	.05
Head Pattern, all sizes.....	.65

**NIPPLE GRIPS—**

Perfect, oldest and best. Price each for small size.....	.30
Victor, oldest and best. Price per doz. on display card.....	1.00

**OIL—** Price per Doz.

Penno, solid lubricant, 1 1/4 lb cans.....	.50
Penno Oil, 2 oz. bottles.....	.35
Three In One Oil, 8 oz. bottles.....	1.25

**OIL CANS—** Price per Doz.

No. 1, for tool bag use.....	.35
Shop, with long spout.....	1.00
N. P. NUTS— Price per Doz.	
All sizes for Hubs and Saddles.....	.25

**PATCHING RUBBER—**

Vim, in 1/4 lb roll.....	Price per roll.....
	.35

**PEDALS—** Price per Pair.

Syracuse Rat Trap.....	.55
Syracuse Rubber.....	.65
Bridgeport Rat Trap.....	.45
Niagara Rat Trap.....	.40
Record No. 5 Rat Trap.....	.55
Genesee Rat Trap.....	.45
Add 10c. per pair when rubbers are wanted on Rat Trap pedals.....	

**Binder Twine—**

White Sisal, 500 ft. to lb.....	7 1/2c
Standard, 500 ft. to lb.....	7 1/2c
Manila, 600 ft. to lb.....	9c
Pure Manila, 650 ft. to lb.....	10 1/2c

**Bit Holders—**

Angular.....	.45c
Extension.....	
Barber's, per doz. \$15.00.....	45c@50c
Ives', per doz. \$20.00.....	60c@100c

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

Domestic, per doz. \$8.00.....	35 1/2c
Excelsior, per doz. \$10.00.....	50c@10c
North's.....	.10c
Zimmerman's.....	.50c

**Blind Fastenings and Tenons—**

Austin & Eddy, per gro. sets.....	\$5.50
Forhan's Improved Star Tenon.....	
per gro. \$1.00.....	.25c
Holt's Tenons.....	.70c
Merriman's Brass Lever, per gr.....	\$15.00
Merriman's Iron Lever, per gr.....	9.00
Millers Falls, per set \$1.00.....	15c@10c
Security Gravity, per gr.....	\$9.00
Washburne's Plate, per gr.....	9.00
Zimmerman's.....	.50c

**Blind Hinges—**

See Hinges.

**Blocks—**

Chisholm & Moore Crane Load Blocks.....	15c
Cleveland Block Co. Steel.....	60c@10c
Eddy's.....	60c@10c
Hariz' Steel.....	50c@60c
Iron Strapped.....	70c
Rope Strapped.....	60c@10c
L. V. Sheaves.....	.60c
Junior, Self Sustaining.....	.30c
Pat. Automatic.....	.30c
Perfect Safety.....	.30c
Stowell, Novelty Block.....	60c@10c
Regular Iron Strapped Blocks.....	60c@10c@70c

**Bolts—****DOOR AND SHUTTER—**

Cast Iron Barrel, Square, &c.....	50c@10c
Cast Iron Chain.....	50c@10c
Cast Iron Shutter Bolts.....	45c@10c
Ives' Patent Door Bolts.....	.60c
Wrought Barrel.....	60c@60c@15c
Wrought Square.....	60c@60c@15c
Wrought Shutter, Standard list.....	40c@10c
Wrt Sunk Flush, Sargent's list.....	50c@50c@10c
Wrt Sunk Flush, Stanley's list.....	45c@45c@10c
Wrt B. K. Flush, Com'n, Stanley's list.....	50c@50c@15c
Wrought Spring, Sargent's.....	.75c

**CARRIAGE, MACHINE, &c.—**

Bolt Ends.....	70c@10c@2 1/2c
Machine.....	70c@10c@70c@2 1/2c
Carriage, Common.....	70c@70c@2 1/2c
Norway Iron, list Oct. '84.....	.75c
Phila., Eagle, list June 1, '99.....	.80c
Sleigh Shoe.....	60c@10c

**TIRE—**

American Screw Co.:	
Bay State, Plain, list Dec. 28, '99.....	.70c
Bay State, Fluted.....	.70c
Eagle Phila., list Feb. 26, '96.....	.77 1/2c
Norway, Phila., list Feb. 26, '96.....	.75c
Common, list Dec. 28, '99.....	70c@70c@5c
Norway, Phila.....	.75c
R. B. & W., Norway.....	.75c

**STOVE AND FLOW—**

Plow.....	60c@10c
Stove, list Dec. 28, '99.....	.67 1/2c

**MISCELLANEOUS—**

Sink.....	.67 1/2c
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**Bone Mills.**

Enterprise.....	25c@30c
Stearns.....	.40c

**Borers, Bung.**

Enterprise.....	25c@30c
Each.....	\$1.25, \$1.65, \$2.50
Nos.....	1 2 8

**C. E. Jennings & Co.:**

No. 6.....	.40c
No. 10.....	.25c

**Borers, Tap—**

Common Ring.....	30c@10c
Enterprise.....	35c@30c
Ives.....	25c@10c

**Boring Machines—**

WITHOUT AUGERS—	
Upright.....	Angular.
Douglass.....	\$3.75 \$5.35
Jennings.....	3.00 3.75
Millers Falls.....	7.50 15c
Snell's, Rice's Pat.....	2.75 3.00

**Bow Pins—**

Hotchkiss.....	60c@10c
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**Boxes, Mail.**

Heller's.....	.40c@5c
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**Box Strapping—**

Cary's "Universal," in case lots, 20c@10c@20c@10c@10c.....	
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**Braces—**

Barbers.....	50c@10c@60c@10c
Barbers' Ratchet.....	60c@60c@10c
Common Ball American.....	60c@60c@10c
Ives'.....	
Barbers.....	60c@5c
Barbers' Ratchet.....	60c@60c@10c
New Haven Novelty.....	.70c
New Haven Ratchet.....	60c@10c
Spofford.....	60c@5c
C. E. Jennings & Co.:	
No. 108@114 1/2.....	50c@10c
No. 308 1/2@314 1/2.....	50c@10c
Lancaster Mach. & Knife Works.....	.40c
Peck's (P. S. & W. Co.).....	60c@60c@5c
Gen. Spofford's.....	50c@10c@30c

**Brackets—**

Door Screen.....	60c@10c
Shelf, Bradley's Patent.....	.75c
Shelf, Plain, Regular list.....	.60c@5c
Shelf, Fancy, Sargent's list.....	40c@10c
Window Screen Corner.....	60c@10c
Reading, Plain.....	60c
Reading, Rowette.....	60c

**Bracket Saw Frames—**

Millers Falls Co.....	.25c
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Loose Joint, Japanned.....	70%
Loose Joint, Jap. with Acorns.....	70%
Loose Pin.....	70%
Mayer's Hinges.....	70%
Parliament Butts.....	70%
Fast Joint, Broad.....	60@60&10%
Fast Joint, Narrow.....	60@60&10%

## WROUGHT STEEL—

List April 1, 1898.	
Bronzed Inside Blind Butts.....	45@45&15%
Bronzed, Narrow.....	45@45&15%
Fast Joint, Narrow.....	60@60&10%
Fast Joint, Light Narrow.....	60@60&10%
Fast Joint, Broad.....	60@60&10%
Loose Joint.....	60@60&10%
Loose Pin.....	60@60&10%
Table Butts, Back Flaps, etc.....	60@60&10%

## Calipers—

Bemis & Call:	
Wing.....	65%
Double.....	65&10%
Inside and Outside.....	65&10%
Straight Leg.....	65&10%
Call's Pattern, Inside.....	55%

## Can Openers—

American.....	gross, \$1.75@2.00
Goodell's Acme.....	gross, 6.00
No. 5, Iron Handle.....	gross, \$2.00@2.25
Sardine Scissors.....	75&10%
Sardine Scissors, Forged Steel.....	75&10%
Sprague, No. 1, \$2.00; No. 2, \$2.25;	
No. 3, \$2.50.....	75&10%
Universal, per doz., \$2.00.....	60%

## Cards—

Cotton.....	2%
Horse and Curry.....	25%
Wool.....	25%

## Carpet Stretchers—

Monroes' "Excelsior," per doz.,	\$3.00
Bullard's.....	38%
Cast Iron Steel Points.....	per doz., \$3.00
Socket.....	per doz., \$1.75@2.00

## Carriage Bolts—

See Bolts.

## Carriage Makers' Clamps—

See Clamps.

## Cartridges—

See Ammunition.

## Casters—

Bed.....	70%
Bracket Bed.....	60@60&5%
French or Phila. Iron Wheel.....	70&10%
Brass Wheel.....	50&10%
Martin's Patent (Phoenix).....	40&10%
Plate.....	70&10%
Payson's Furniture.....	70%
Payson's Truck.....	70%
Tucker's Patent, low list.....	50%

## Cattle Leaders—

Humason, Beckley & Co.'s.....	70&10%
Peck, Stow & W. Co.....	65%
Sargent's.....	70&10%
Weltons.....	70&10%

## Chain—

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50@50&10%
American Proof Coil, 1000-lb lots,	
Inch.....	Per lb.
3-16.....	\$7.25
3/4.....	5.35
5-16.....	4.35
3/4.....	3.50
7-16.....	3.35
3/4.....	3.25
9-16.....	3.15
3/4.....	3.10
3/4.....	3.05
3/4.....	3.00
1.....	3.00

Less than cask lots, add 40c. per 100 lbs.	
Bridgeport Chain Co.:	
Brown, Coil.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coil.....	55%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain.....	35%
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	
Covert Mfg. Co., Rein Chain.....	
Covert Mfg. Co., Stallion Chain.....	
Galvanized Pump Chain.....	5%@6c
German Coil, list July 24, '97, 60@60&10%	
German Halter Chain, list July 24, '97	
Jack Chain, Iron.....	60@60&10%
Jack Chain, Brass.....	60@60&10%

Oneida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains,	
New List.....	50@50&10%

COW TIES—	
American.....	50@50&10%
Niagara.....	45@45%

Covert Mfg. Co.:	
Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

## Chain Guards—

Aluminum S. & N. Co.....	50
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## Chain Hoists—

Moore's "Anti-Friction".....	80%
Moore's "Direct".....	50%

## Cherry Stoners—

Enterprise.....	25@30%
Family.....	net per doz. \$4.00

## Chisel and File Handles—

See Handles.

## Chisels—

## SOCKET FRAMING AND FIRMER—

Buck Bros.....	30%
Charles Buck.....	30%
Douglas.....	
Mix.....	
Ohio Tool Co.....	70%
P. S. & W.....	
Swan.....	
Witherby.....	
C. E. Jennings & Co., No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

## TANGED AND MISCELLANEOUS—

Box.....	60&10%
Buck Bros.....	20&10%
Butchers'.....	\$4.75@5.00 to £
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to £
Tanged Filmers'.....	40@40&10%

## COLD CHISELS—

Good quality, per lb.....	18c@20c
Snell's Best C. S.....	50%

## Chucks—

Beach Patent, each, \$8.00.....	30%
Cushman's:	
Combination.....	4%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

## Clamps—

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	15%
Adjustable, Stearns'.....	30%
Malleable, Stearns'.....	75%
Cabinet Makers or Quilt Frame,	
Sargent's.....	45%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50@50&10%
Carriage Makers', Stearns'.....	50@50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Reccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

## Cleaners, Sidewalk—

Challenge Shank.....	per doz \$3.25
Star Shank.....	4.00
Star Socket.....	4.25

## Clippers—

## HORSE—

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine.....	
New '98, Chicago.....	Each \$15.00 net
Each.....	8.75 net

## TOILET

Chicago Flexible Shaft Co.'s:	
Mascot.....	per doz. \$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

## Clips—

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

## Coffee Mills—

Box and Side.....	50&10@60%
Enterprise Mfg. Co.....	25@30
Logan & Strobridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Waddell's New Box Mills.....	10%
Ideal Brand, New List.....	60@60&10%

## Coil Chain—

See Chain.

## Compasses, Dividers, &amp;c.—

Athol Calipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Calipers, Dividers.....	70@70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%

Starrett's Fay's Patent	
Spring Calipers and Div.....	25&10%
Wright's.....	33%

## Coopers' Tools—

Bradley's.....	20%
Barton's.....	20@20&5%
Beatty's.....	33%
L. & I. J. White.....	20@20&5%
Sandusky Tool Co.....	25&10@30&10%
Shaves, Cincinnati Tool Co.....	15@15&10%

## Corkscrews—

Detroit Cork-Screw Co.....	33%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40&10%
Samson.....	per doz \$10.00
Williamson's.....	40%

## Curn Hooks—

Kretzinger Cut-Easy.....	\$3.00 net
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## Curn Knives and Cutters—

Bradley's.....	net
Wadsworth's.....	net

## Counter-sinks—

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%

## Crayons—

Sargent's List.....	20%
Dixons.....	per gro.
Eclipse.....	\$3.75
Emerald.....	5.00
Orion.....	5.00
Rainbow.....	2.81
Solid.....	7.50

## Curry Combs—

Fitch's List, Nov. 20, '98.....	25&10%
Kohler's.....	80@85%
New York Stamping Co. List, Sept.	
17, '97.....	40%
Perfect.....	40%
Rubber, per doz. \$7.50.....	20&10%
Southington Cutlery Co.'s.....	25&10%

## Cycle Hangers—

Lane's.....	33%&5%
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## Diggers—

See Post Hole, etc.

## Dividers—

See Compasses, Dividers, etc.

## Dog Collars—

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List	
50@50&10%	

## Door Bolts—

See Bolts, Door.

## Door Checks—

Bardley's.....	33%&40%
Columbia.....	50&10%
Eclipse.....	60&10%
Home.....	45&10@45&10&10%
Norton's.....	60@50&10%
Ogden's.....	33%&40%

## Door Springs—

Champion (Coil).....	50%
Gem (Coil), list Oct. '98.....	30%
Rubber, complete, per doz. \$5.50.....	45@50%
Star (Coil), list Oct. '98.....	30%
Torrey's Rod, 39 in., per gro.....	\$15.00
Torrey's Rod, 43 in., per gro.....	42.00
Victor, Coil.....	50&10&10%

## Drawer Pulls—

Sargent's List.....	60%
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## Drawing Knives—

Adjustable Handle.....	25@25&10%
Bradley's.....	35%
Douglas.....	70&10%
Jennings & Griffin.....	65%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Witherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	30&5@25%

## Drills and Drill Stocks—

Automatic Boring Tools.....	50%
Bench, Mannes.....	65%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25@30%
Breast, Millers Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33%
Ratchet, Ingersoll's.....	35%
Ratchet, Merrill's.....	30@30&5%
Ratchet, Moore's Triple Act.....	25@30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20@25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&10%
Whitney's Hand Drill, No. 1, \$10 00.....	
Adjustable No. 10, \$12.00.....	33%
Wilson's Drill Stocks.....	10%

## TWIST DRILLS—

See Augers and Bits.

## BLACKSMITHS'

Coe's.....	60%
Prentice.....	60%

## Drug Mills—

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25@30%

## Easy Lawn Swings—

Ulrich Mfg. Co.....	per doz. \$85.00
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## Egg Beaters—

Dover Stamping Co.:	
New Dover, per doz. 75 cts., per gro. \$7.50	
Extra Family Size.....	per doz. 2.00
Keystone.....	33%
Spiral.....	per gro. \$4.25@4.50
Standard (Co.).....	per gro.
Dover, No. 5.....	\$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

## Emery—

Genuine Turkish Walpole Mills:	
No. 6 to 46, per lb.....	10c
No. 54 to 150, per lb.....	10c
Flour, per lb.....	8c

## Enameline—

No. 4.....	per gro. \$4.50
No. 6.....	7.20

## Escutcheons—

Wood.....	25%
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## Expansive Bits—

See Augers and Bits.

## Farriers' Knives—

"Challenge".....	per doz. \$3.00
Popes.....	3.00
Wilkinson's.....	\$3.00 net
Wostenholm's.....	\$3.25. 10%

## Faucets—

Brass Globe Cocks .....	70@70&5%
Brass Racking .....	70@70&5%
Compression Bibbs .....	50&10@60%
Red Cedar .....	40@40&10%
Red Cedar, bbl. lots .....	50%
Frany's Pat. Petroleum .....	70@70&10%
John Sommer's "Peerless," Tin	
Key .....	40%
John Sommer's "Boss," Tin Key .....	30%
John Sommer's "Victor," Metal	
Key .....	50&10%
John Sommer's "Duplex," Metal	
Key .....	60%
John Sommer's "Buckeye," Metal	
Key .....	40%
John Sommer's "Rochester," Metal	
Key .....	50%
John Sommer's "Rival," Metal Key .....	50%
John Sommer's "Crescent," Metal	
Key .....	50&10%
John Sommer's "Diamond," Lock .....	40%
John Sommer's "Eclipse," Lock .....	40&10%
John Sommer's "Union," Lock .....	50%
John Sommer's "I. X. L.," Cork	
Lined .....	50%
John Sommer's "Reliable," Cork	
Lined .....	50&10%
John Sommer's "Common," Cork	
Lined .....	70%
John Sommer's "O. K.," Cork	
Lined .....	50%
John Sommer's "Chicago," Cork	
Lined .....	60%
John Sommer's "Perfection," Cedar .....	40%
John Sommer's "No Brand," Cedar .....	50&10%
Star .....	60@60&5%



<b>Fish Scalers—</b>	<b>Griddles—</b>	<b>Hangers—</b>	<b>N. E. Reverable, 3 doz. \$5.00.....60%</b>
Covert's Saddlery Works:	Cronk's.....70%	American Trackless.....38 1/2 & 20 1/2	N. Y. State, 3 doz. \$4.90.....60%
Great American.....60 & 20%	<b>Grindstone Fixtures—</b>	Barn Door, old pattern.....60 & 10 1/2	Shepard's, Nos. 1, 2, 3.....60 & 10%
Fitch's.....25 & 10%	P. S. & W. Co.....50 & 10%	Barn Door, New England.....66 1/2 & 70 1/2	Western, 3 doz. \$4.20.....60%
<b>Fluting Scissors—</b>	Russell & Erwin.....70 & 10%	Barry, \$6.00.....50 & 10%	<b>BLIND HINGES—</b>
List.....45%	Sargent's Patent.....70 & 10%	Best Anti-Friction.....60 & 10%	Clark's:
<b>Forges—</b>	Stowell.....55 & 10%	Challenge Barn Door.....50%	Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2
Boynton & Plummers.....60%	<b>Gunpowder—</b>	Cronk's Roller Bearing:	3.....70 & 10%
<b>Forks—</b>	See Ammunition.	No. 0.....\$4.50 net per dozen.	Mortise Gravity.....50%
Steel Goods Association List, Aug. 1, 1899.	<b>Gun Wads—</b>	No. 4.....5.50	Nos. 1, 3, 5.....70 & 10%
Barn or Ice Forks.....40 & 5%	See Ammunition.	No. 5.....6.50	Nos. 40 and 50.....70%
Ballast or Stone Forks.....40 & 5%	<b>Hafts—</b>	Cronk's Steel, cov'd, Loose Axle. 60 & 5%	Huffer.....55 & 60%
Beet Forks.....40 & 5%	Britton's.....3 doz. \$6.50	Coburn.....40%	Parker.....70 & 10%
Coal Forks.....40 & 5%	<b>Gun Wads—</b>	Davis Parlor Door.....50 & 50 & 5%	Sargent's, Nos. 1, 3, 5, 11, 13.....70 & 10%
Coke and Cotton Seed Forks.....40 & 5%	See Ammunition.	Duplex (Wood Track).....60 & 10 & 5%	W. H. Co.'s No. 2 Mortise Gravity.....60%
Hay Forks, Four Tine, Standard	<b>Halters—</b>	Kidder's.....50 & 50 & 10%	Stanley's Steel Gravity Blind Hinges,
Size.....66 1/2 & 70 1/2	Covert Mfg. Co:	Lane's Barn Door:	No. 1, 647 1/2, no Screws, 75c, with
Hay Header and Baler Forks, Four	Jute Rope Halters.....35%	Barn Door, Standard.....60 & 10%	Screws, \$1.20 3/4 doz. sets
Tine.....60 & 80%	Sisal Rope.....20%	Covered.....50 & 10 & 10 & 5%	Stanley's Rolled.....20 & 10%
Manure Forks, Four Tine.....75%	Web Halters.....45%	Special.....60 & 10%	Stanley's Rolled Center.....30%
Manure Forks, Five and Six Tine.....70%	<b>Halter Chain—</b>	No. 50.....50 & 10%	<b>Hitching Cords—</b>
Grain or Barley Forks.....70 & 10 & 2 1/2%	See Chain.	Parlor:	Covert Mfg. Co.....45%
Heavy Mill, Manure or Street Forks.....75%	<b>Hammers—</b>	Standard.....3 set, net, \$3.50 @ \$3.60	<b>Hoes—</b>
Oyster Forks.....40 & 5%	HANDLED HAMMERS—	Ball Bearing.....4.00 @	Steel Goods Association List, Aug. 1,
Potato Digging Forks.....65%	Atha Tool Co.....50 & 10%	New Model.....2.75 @	1899.
Potato Scoop Forks.....50%	Humason & Beckley.....40 & 10%	New Champion.....2.40 @	Asphalt Hoes.....65%
Shaving Forks.....40 & 5%	Dunlap's Patent.....25%	Manhattan.....60%	Cotton Hoes.....70 & 10 & 10 & 5%
Sluice Forks.....40 & 5%	Magnetic Tack, Nos. 1, 2, 3 \$1.25,	McKinney's "None Better," No. 2,	Cotton Chopper Hoes.....75 & 10 & 7 1/2%
Socket Hay Forks, Four Tine.....66 1/2 & 5%	\$1.50 & \$1.75.....40 & 10%	\$18.00; No. 1 Special, \$18.00, 3	Garden Hoes.....75 & 5%
Socket Manure Forks, Four Tine.....70%	H. & B., Tack.....50 & 10%	dozen pairs.....60 & 10%	Harper's No. 7 Mortar Hoes.....65%
Socket Spading Forks, Four Tine.....70 & 5 & 5 & 2 1/2%	Maydole's.....33 1/2 & 50 & 10%	Richards' Single Track, Steel.....40 & 10%	Jersey Hoes.....65%
Spading Forks.....70 & 5 & 5 & 2 1/2%	Peck, Stow & Wilcox.....40%	Richards' Anti-Friction.....50%	Kretzinger, Cut-Ezy.....75 & 5%
Stone Picking Forks.....65%	Fayette R. Plumb:	Victor, No. 1, \$15.00; No. 2, \$20.00;	Ladies' Cotton Hoes.....75 & 10 & 7 1/2%
Tanner's Forks.....40 & 5%	Artisan's Choice, A. E. Nail. 33 1/2 & 10%	No. 3, \$25.00; No. 4, \$35.00, 60 & 10 & 2 1/2%	Laid Steel Edge Hoes.....25 & 5 & 2 1/2%
Hay Forks, Three Tine, Standard	Engineers and B. S. Hand.....60%	Warner's Patent.....30 & 10 & 10%	Meadow and Rhode Island Hoes, 75 &
Size.....66 1/2 & 70 1/2	A. E. Nail.....33 1/2 & 5%	Wilcox.....40%	5 & 2 1/2%
Hay Header and Baler Forks, Three	Other Brands.....40 & 10%	<b>Harness Snaps—</b>	Mortar and Street Hoes.....75 & 7 1/2 & 2 1/2%
Tine.....67 1/2 & 2 1/2%	Sargent's New List.....40 & 40 & 10%	See Snaps.	Planter Hoes, Regular Pattern.....70 & 30%
Hay Forks, Two Tine, Standard	Ulrich's Handy.....3 doz. \$3.00	<b>Hasps and Staples—</b>	Rough Finish Shank Cotton Hoes
Size.....65%	Verree.....50 & 10%	McKinney's "Perfect," \$1.10 3/4 doz.	75 & 12 1/2%
<b>Fruit, Wine and Jelly Presses.</b>	Warner & Noble's New List.....25%	40 & 10%	Special Hoes.....75 & 10 & 5%
Enterprise.....20 & 25%	<b>HEAVY HAMMERS AND SLEDGES—</b>	Wrought.....80 & 10 & 85%	Sunbeam Meadow Hoes.....40 & 15 & 5%
<b>Fry Pans—</b>	Under 3 lb.....3 lb 40c 75 & 10 & 5%	Wrought, Stanley.....80%	Tobacco Hoes.....75 & 30%
Acme Fry Pans.....70 & 70 & 5%	3 to 5 lb.....3 lb 38c 75 & 10 & 5%	<b>Hatchets—</b>	Toy Ladies' and Boys' Hoes.....70 & 10 & 10%
Burnished, regular goods.....75 & 75 & 10%	Over 5 lb.....3 lb 30c 75 & 10 & 5%	See Axes.	Truck Hoes.....50 & 10 & 2%
Standard List.....70 & 10 & 75%	Heavy Weights.....75 & 10 & 10%	<b>Hay Hooks—</b>	Warren Hoes.....60%
No.....0 1 2 3 4	Wilkinson's Smiths.....9 1/4 c @ 10c 3 lb	Humason & Beckley.....60 & 10%	Weeding Hoes and Rakes.....75%
3 doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25	<b>Hammock Ropes—</b>	<b>Hay Racks—</b>	<b>Hollow Augers—</b>
No.....5 6 7 8	Covert Mfg. Co.:	Baxter Wrought Iron, No. 1, \$1.00,	See Augers and Bits.
3 doz.....\$6.00 \$7.00 \$8.00 \$9.00	Jute.....35%	net; No. 2, \$1.50, net.	<b>Hollow Ware—</b>
<b>Fuse—</b>	Sisal.....20%	<b>Hay and Straw Knives—</b>	IRON—
Common Hemp Fuse, 3/4 1000 ft.	<b>Hand Cultivators—</b>	Anburn Hay, Com. and Spear Point.....50%	Lalace & Grosjean Mfg. Co.:
\$4.50.....25%	Ulrich Mfg. Co.:	Auburn Straw.....40%	Agate-Nickel-Ware.....40 & 10%
Common Cotton Fuse, 3/4 1000 ft.	Osborne's.....3 doz., \$15.00	Lightning, from jobbers.....60 & 5%	Pearl, Agate.....40 & 10%
\$1.75.....25%	<b>Handles—</b>	Wadsworth's.....40%	Peerless Enamelled-Ware.....70%
Single Taped Fuse, 3/4 1070 ft. \$3.00, 25%	IRON, WROUGHT OR CAST—	<b>Hinges—</b>	Crystal Steel-Ware.....50 & 10%
Double Taped Fuse, 3/4 1000 ft.	Chest Handles, Sargent's.....50 & 10%	WROUGHT IRON HINGES—	Blue and White-Ware.....40 & 10%
\$10.00.....25%	Chest Handles, Stearns' No. 1, Door	Corrugated Strap and T, 66 1/2 & 10 @	White-Ware.....33 1/2 & 10%
<b>Gate Hinges—</b>	or Thumb.....80c 70%	70 & 10%	<b>STONE HOLLOW-WARE—</b>
See Hinges.	Nos.....0 1 2 3 4	Rolled Blind Hinges, Nos. 32 and 34	Ground.....60 & 10 & 10%
<b>Gauges—</b>	3 doz.....\$ .90 \$1.00 \$1.08 \$1.35 \$1.50	50 & 10%	Unground.....70 & 5%
Bemis & Call's Steel.....50%	50 & 10%	Rolled Plate.....70%	<b>WHITE ENAMELED-WARE—</b>
Boss, Screw Pitch.....33 1/2%	Drawer Handles.....60%	Rolled Raised.....70%	Boilers and Saucepans.....45 & 50%
Clapboard.....25 & 10%	Ring Handles.....70%	Plate Hinges, "Providence," 6 to 12	Maslin Kettles.....70 & 70 & 10%
Marking, Mortise, etc.....55 & 10 & 55 &	Roggin's Latches.....35 & 35 & 10%	in., 3/4 in., 1 1/4 in., 1 3/4 in., 2 in., 2 1/4 in., 2 3/4 in., 3 in., 3 1/4 in., 3 3/4 in., 4 in., 4 1/4 in., 4 3/4 in., 5 in., 5 1/4 in., 5 3/4 in., 6 in., 6 1/4 in., 6 3/4 in., 7 in., 7 1/4 in., 7 3/4 in., 8 in., 8 1/4 in., 8 3/4 in., 9 in., 9 1/4 in., 9 3/4 in., 10 in., 10 1/4 in., 10 3/4 in., 11 in., 11 1/4 in., 11 3/4 in., 12 in., 12 1/4 in., 12 3/4 in., 13 in., 13 1/4 in., 13 3/4 in., 14 in., 14 1/4 in., 14 3/4 in., 15 in., 15 1/4 in., 15 3/4 in., 16 in., 16 1/4 in., 16 3/4 in., 17 in., 17 1/4 in., 17 3/4 in., 18 in., 18 1/4 in., 18 3/4 in., 19 in., 19 1/4 in., 19 3/4 in., 20 in., 20 1/4 in., 20 3/4 in., 21 in., 21 1/4 in., 21 3/4 in., 22 in., 22 1/4 in., 22 3/4 in., 23 in., 23 1/4 in., 23 3/4 in., 24 in., 24 1/4 in., 24 3/4 in., 25 in., 25 1/4 in., 25 3/4 in., 26 in., 26 1/4 in., 26 3/4 in., 27 in., 27 1/4 in., 27 3/4 in., 28 in., 28 1/4 in., 28 3/4 in., 29 in., 29 1/4 in., 29 3/4 in., 30 in., 30 1/4 in., 30 3/4 in., 31 in., 31 1/4 in., 31 3/4 in., 32 in., 32 1/4 in., 32 3/4 in., 33 in., 33 1/4 in., 33 3/4 in., 34 in., 34 1/4 in., 34 3/4 in., 35 in., 35 1/4 in., 35 3/4 in., 36 in., 36 1/4 in., 36 3/4 in., 37 in., 37 1/4 in., 37 3/4 in., 38 in., 38 1/4 in., 38 3/4 in., 39 in., 39 1/4 in., 39 3/4 in., 40 in., 40 1/4 in., 40 3/4 in., 41 in., 41 1/4 in., 41 3/4 in., 42 in., 42 1/4 in., 42 3/4 in., 43 in., 43 1/4 in., 43 3/4 in., 44 in., 44 1/4 in., 44 3/4 in., 45 in., 45 1/4 in., 45 3/4 in., 46 in., 46 1/4 in., 46 3/4 in., 47 in., 47 1/4 in., 47 3/4 in., 48 in., 48 1/4 in., 48 3/4 in., 49 in., 49 1/4 in., 49 3/4 in., 50 in., 50 1/4 in., 50 3/4 in., 51 in., 51 1/4 in., 51 3/4 in., 52 in., 52 1/4 in., 52 3/4 in., 53 in., 53 1/4 in., 53 3/4 in., 54 in., 54 1/4 in., 54 3/4 in., 55 in., 55 1/4 in., 55 3/4 in., 56 in., 56 1/4 in., 56 3/4 in., 57 in., 57 1/4 in., 57 3/4 in., 58 in., 58 1/4 in., 58 3/4 in., 59 in., 59 1/4 in., 59 3/4 in., 60 in., 60 1/4 in., 60 3/4 in., 61 in., 61 1/4 in., 61 3/4 in., 62 in., 62 1/4 in., 62 3/4 in., 63 in., 63 1/4 in., 63 3/4 in., 64 in., 64 1/4 in., 64 3/4 in., 65 in., 65 1/4 in., 65 3/4 in., 66 in., 66 1/4 in., 66 3/4 in., 67 in., 67 1/4 in., 67 3/4 in., 68 in., 68 1/4 in., 68 3/4 in., 69 in., 69 1/4 in., 69 3/4 in., 70 in., 70 1/4 in., 70 3/4 in., 71 in., 71 1/4 in., 71 3/4 in., 72 in., 72 1/4 in., 72 3/4 in., 73 in., 73 1/4 in., 73 3/4 in., 74 in., 74 1/4 in., 74 3/4 in., 75 in., 75 1/4 in., 75 3/4 in., 76 in., 76 1/4 in., 76 3/4 in., 77 in., 77 1/4 in., 77 3/4 in., 78 in., 78 1/4 in., 78 3/4 in., 79 in., 79 1/4 in., 79 3/4 in., 80 in., 80 1/4 in., 80 3/4 in., 81 in., 81 1/4 in., 81 3/4 in., 82 in., 82 1/4 in., 82 3/4 in., 83 in., 83 1/4 in., 83 3/4 in., 84 in., 84 1/4 in., 84 3/4 in., 85 in., 85 1/4 in., 85 3/4 in., 86 in., 86 1/4 in., 86 3/4 in., 87 in., 87 1/4 in., 87 3/4 in., 88 in., 88 1/4 in., 88 3/4 in., 89 in., 89 1/4 in., 89 3/4 in., 90 in., 90 1/4 in., 90 3/4 in., 91 in., 91 1/4 in., 91 3/4 in., 92 in., 92 1/4 in., 92 3/4 in., 93 in., 93 1/4 in., 93 3/4 in., 94 in., 94 1/4 in., 94 3/4 in., 95 in., 95 1/4 in., 95 3/4 in., 96 in., 96 1/4 in., 96 3/4 in., 97 in., 97 1/4 in., 97 3/4 in., 98 in., 98 1/4 in., 98 3/4 in., 99 in., 99 1/4 in., 99 3/4 in., 100 in., 100 1/4 in., 100 3/4 in., 101 in., 101 1/4 in., 101 3/4 in., 102 in., 102 1/4 in., 102 3/4 in., 103 in., 103 1/4 in., 103 3/4 in., 104 in., 104 1/4 in., 104 3/4 in., 105 in., 105 1/4 in., 105 3/4 in., 106 in., 106 1/4 in., 106 3/4 in., 107 in., 107 1/4 in., 107 3/4 in., 108 in., 108 1/4 in., 108 3/4 in., 109 in., 109 1/4 in., 109 3/4 in., 110 in., 110 1/4 in., 110 3/4 in., 111 in., 111 1/4 in., 111 3/4 in., 112 in., 112 1/4 in., 112 3/4 in., 113 in., 113 1/4 in., 113 3/4 in., 114 in., 114 1/4 in., 114 3/4 in., 115 in., 115 1/4 in., 115 3/4 in., 116 in., 116 1/4 in., 116 3/4 in., 117 in., 117 1/4 in., 117 3/4 in., 118 in., 118 1/4 in., 118 3/4 in., 119 in., 119 1/4 in., 119 3/4 in., 120 in., 120 1/4 in., 120 3/4 in., 121 in., 121 1/4 in., 121 3/4 in., 122 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150 3/4 in., 151 in., 151 1/4 in., 151 3/4 in., 152 in., 152 1/4 in., 152 3/4 in., 153 in., 153 1/4 in., 153 3/4 in., 154 in., 154 1/4 in., 154 3/4 in., 155 in., 155 1/4 in., 155 3/4 in., 156 in., 156 1/4 in., 156 3/4 in., 157 in., 157 1/4 in., 157 3/4 in., 158 in., 158 1/4 in., 158 3/4 in., 159 in., 159 1/4 in., 159 3/4 in., 160 in., 160 1/4 in., 160 3/4 in., 161 in., 161 1/4 in., 161 3/4 in., 162 in., 162 1/4 in., 162 3/4 in., 163 in., 163 1/4 in., 163 3/4 in., 164 in., 164 1/4 in., 164 3/4 in., 165 in., 165 1/4 in., 165 3/4 in., 166 in., 166 1/4 in., 166 3/4 in., 167 in., 167 1/4 in., 167 3/4 in., 168 in., 168 1/4 in., 168 3/4 in., 169 in., 169 1/4 in., 169 3/4 in., 170 in., 170 1/4 in., 170 3/4 in., 171 in., 171 1/4 in., 171 3/4 in., 172 in., 172 1/4 in., 172 3/4 in., 173 in., 173 1/4 in., 173 3/4 in., 174 in., 174 1/4 in., 174 3/4 in., 175 in., 175 1/4 in., 175 3/4 in., 176 in., 176 1/4 in., 176 3/4 in., 177 in., 177 1/4 in., 177 3/4 in., 178 in., 178 1/4 in., 178 3/4 in., 179 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**MEAT—**

Enterprise.....40%  
Humason & Beckley.....50&10%

**WIRE—**

Atlas Coat and Hat.....45%  
Belt.....75&75&10%  
Crescent, Coat and Hat.....50&10&60%  
Wire Coat and Hat, Acme.....50&10&50%  
Wire Coat and Hat, Gem.....50&10&50%  
Wire Ceiling, Gem.....50&10&50&10&5%  
Wire Coat and Hat, Standard.....45%

**MISCELLANEOUS—**

Covert Mfg. Co.:  
Safety Gate and Scuttle Hooks.....25%  
Grass.....No. 2, \$1.65; 3, \$1.80; 4, \$2.00  
Hooks and Eyes—Brass.....60&10%  
Hooks and Eyes—Mal. Iron.....70&70&10%  
Cotton, Box and Hay.....60&60&10%

**Horse Clippers—**

See Clippers.

**Horse Nails—**

Nos. 6 7 8 9 10  
A. C.....25c 23c 22c 21c 21c  
American, all sizes.....10&10%  
Nos. 6 7 8 9 10  
Ausable.....23c 23c 23c 24c 23c  
Anchor.....23c 21c 20c 19c 19c  
C. B. K.....25c 23c 22c 21c 21c  
Capewell.....19c 18c 17c 16c 16c  
Champlain.....23c 23c 23c 24c 23c  
Clinton Fin.....19c 17c 16c 15c 14c  
Essex.....23c 23c 23c 24c 23c  
Lyra, all sizes.....9&10%  
Maud S.....25c 23c 22c 21c 21c  
Neponset.....23c 23c 23c 24c 23c  
Northwestern.....23c 23c 23c 21c 20c  
Putnam.....23c 21c 20c 19c 18c  
Snowden.....9&10%  
Vulcan.....23c 21c 20c 19c 18c

**Horse Shoes—**

Horse and Mule, per keg.....\$3.75  
Burden's, all sizes.....3.70  
Bryden, Phoenix, Perkins, &c.....3.75  
Diamond State, Shoenberger, Crescent, &c.....\$3.75&5%  
Factory Shipments.

**Horse Ties—**

Covert Mfg. Co.:  
Cotton.....45%  
Hemp.....45%  
Jute.....35%  
Sisal.....20%

**Hose, Rubber—**

Boston Belting Co.:  
"Boston".....50%  
Competition.....70%  
Extra.....60%  
N. J. Car Spring & Rubber Co.:  
Extra Para.....40&10%  
Reliable.....50&10%  
Staple.....60&10%  
Standard.....70&10%

**Ice Awns, Chippers, &c.—**

Copeland Ice Pick.....\$ gr. \$9.00 net  
Crown.....net  
Gem Ice Shave.....net  
Sargent's Ice Awns.....55%  
Snell's.....50%  
Star.....net

**Ice Cream Freezers—**

See freezers, Ice Cream.

**Ice Shredders—**

Enterprise, No. 33.....\$ doz. \$6.00. 25&30%  
No. 34.....\$ doz. 15.00. 25&30%

**Jack Chain—**

See Chain.

**Jack Screws—**

See Screws.

**Kettles—**

Spun Brass, Plain.....15&20%  
Spun Brass, plated inside with White Metal.....10&15%

**Knives—**

Ames':  
Bread Knives, \$ doz \$1.50.....20%  
Butcher Knives.....25%  
Shoe Knives.....25%  
Cronk's Chopping.....33&4%  
Dunlap Kitchen and Bread Knives.....25%  
Foster Bros.' Butcher, &c.....30%  
Goodell's:  
Bread Knives Ass'n list.....net  
Butcher.....net  
Shoe Knives.....40%  
Hay and Straw, see Hay Knives.  
Table and Pocket, see Cutlery.  
Wilson's Butcher Knives.....net

**Knives, Hay and Straw—**

See Hay Knives.

**Knobs—**

Bardsley's Wood Door, Shutter and Base.....10%  
Base, Rubber Tip, 2 1/2 in. Bead, \$ gr. \$1.50  
Carriage, Jap.....\$ gr. 80c. 60%  
Door Mineral, R. & E. list.....50%  
Door Por. Jap'd.....50%  
Door Por. Nickel.....50%  
Picture, Judd's.....50&10%  
Picture, Sargent's.....60&10%  
Yale & Towne Wood.....net

**Latches—**

Cronk's Barn Door.....\$ doz. Net, \$2.25  
Lane's Barn Door.....40&40&10%

**Lawn Mowers—**

Champion.....75&10%  
Clipper Improved.....50&10&10&5%  
Continental.....60&10%  
Enterprise.....40&10%  
Genuine Philadelphia Mowers:  
Styles M., S., C., K., T.....70&10%  
Style A. (all steel).....60&10%  
Style E., Low Wheel.....60&10%  
Style E., High Wheel.....70&10&5%  
Drexel, low list.....60%  
Gold Coins, low list.....60%  
Great American.....70&10%  
Imperial.....60&10&10%  
New Departure, High Wheel.....75%  
New Departure, Low Wheel.....75%  
New Easy.....60&10&60&10&10%  
New York.....60&5%  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net  
Pennsylvania.....60&10%  
Racine.....60%  
Rapid Transit.....70&10%  
Standard.....60&5%  
Sunbeam.....60&10%

**Lawn Sprinklers—**

Enterprise.....25&90%  
Gibbs' Arc.....\$ doz. \$10.00  
Gibbs' Hustler.....\$ doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1. No. 2. No. 3.  
\$ doz. \$12.00 \$15.00 \$24.00.....80%

**Leaders—**

Covert Mfg. Co. Cattle.....45%

**Lead Pipe, Etc.—**

Lead Pipe, full lengths.....6c  
Lead Pipe, cut lengths.....6 1/2 c  
Lead Pipe, Tin Lined.....12 1/2 c  
Block Tin Pipe.....87 1/2 c  
Sheet Lead, full rolls.....7c  
Sheet Lead, cut rolls.....8c  
Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros. \$ doz. 8 in. \$1.00; 10 in. \$1.40.....20%  
Dean's, Nos. 1, \$ doz. \$6.50; 2, \$3.35; 3, \$1.65; Queen, \$2.50, net  
Hotchkiss, Straight Flush, \$ doz. \$9.60  
Jennings' Star.....\$ doz. \$1.90&2.00  
Little Giant.....50&50&5%  
Porc. Lined, Iron.....\$3.25&\$3.50  
Porc. Lined, Wood.....\$ doz. \$6.00  
Wood, Common, \$ gross, No. 0, \$5.00; No. 1, \$6.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate.....50&50&10%  
Name Plate.....70%  
Number Door Plate.....60&60&10%  
Sargent's.....60&10&70%

**Levels—**

C. E. Jennings & Co.'s:  
Hexagon.....25&10%  
Iron Bench, new design.....25&10%

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's.....50%  
Cotton Chalk, 20 feet.....60&10%  
Cotton Trot.....33&4%  
Masons':  
Colored Cotton.....40&10%  
Flax.....40&10%  
No. 0 to 5.....25%  
Samson Cotton, No. 4, \$2.00; No. 4 1/2 \$2.50.....10%  
Silver Lake, Braided, No. 0, \$6.00; No. 1, \$6.50; No. 2, \$7.00; No. 8, \$7.50 \$ gross.....25&30%  
Ventilator Cord, Samson Braided, White or Drab Cot. \$ doz. \$7.50. 20%  
Wire Clothes, 100 feet, No. 18, \$2.25; No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &c.  
Brantford Lock Co.....net prices  
Champion Night Latches.....40%  
Moore's Elevator Door.....40%  
Norwalk Lock Co.....40%  
Plate.....33&4%  
R. & E. Mfg. Co.....45&10%  
Reading Hardware Co.....40%  
Sargent & Co.....40%  
Yale.....net prices

**CABINET—**

Eagle Lock Co.....33 1/2%  
Corbin.....31 1/2%  
Yale.....33 1/2%

**PADLOCKS—**

Acme Bicycle and Satchel, \$ doz., \$9.00.....40%  
Ames Sword Co.....40%  
Brown's Brass.....25%  
Brown's Chain.....25%  
Champion.....40%  
Eagle.....40%  
Scandinavian.....90&25%  
McWilliams.....25%  
Smith & Egge Bicycle.....50%  
Wrought Iron.....75&10%  
Yale Lock Co.....net prices

**TRUNK—**

Corbin's.....25%  
Eagle.....25%

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
Hickory.....50&50&10%  
Lignumvite.....50&50&10%

**Mattocks—**

Cronk's Garden.....25%  
Regular Goods.....60&10%

**Meat Cutters—**

American.....30%  
Nos. 1 2 3 4 B 5  
Each \$5 \$7 \$10 \$25 \$50 \$60  
Dixon's.....\$ doz. 33 1/2%  
Nos. 1 2 3 4  
\$14 \$17 \$19 \$30  
Enterprise.....25&25&7 1/2%  
Nos. 5 10 12 20 22 32  
Each \$2 \$3 \$2.50 \$5 \$4 \$6  
Hales Pattern, \$ doz.....70&70&5%  
Nos. 11 12 13  
\$27 \$33 \$45  
Home No. 1, \$ doz. \$26.....60%  
Little Giant.....50&10%  
Nos. 805 310 312 330 332  
\$35 \$48 \$44 \$72 \$68  
Miles' Challenge, \$ doz.....45&45&10%  
Nos. 1 2 3  
\$22 \$30 \$40  
Woodruff's, \$ doz.....33 1/2%  
Nos. 100 150  
\$15 \$18  
Beef Shavers (Enterprise).....25&30%  
Chadborn's Smoked Beef Cutter.....\$ doz. \$60.00

**Meat Juice Extractors—**

Enterprise.....25&30%

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
Magnolia, Anti-Friction.....\$ lb 25c  
No Name.....15c  
Mystic.....10c  
f. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent.....\$ doz. \$4.00, 40%  
P. S. & W.....35&10&40%  
Reading.....50&10%  
Sargent's.....60&60&10%  
Warner's.....80%

**Mop Wringers—**

Matchless (Canton, O.), \$ doz.....\$12.00

**Motors—****COFFEE MILL—**

Specialty Novelty Co.....each \$5.00

**Nails—****WIRE AND CUT NAILS—**

See Review of the Markets for quotations.  
Wire Nails and Brads, Papared, Ass'n list, July, 1899.....85&85&10%

**PICTURE—**

Brass Head, Combination list.....50%  
Brass Head, Sargent's list.....70&70&5%  
Niles' Patent.....40%  
Porcelain Head, Comb'n list.....40%  
Porcelain Head, Sargent's list.....50%

**FURNITURE—**

Antique Bronze.....10%  
China.....25%  
Fire Gilt.....10%  
Plain.....40%

**Nail Pullers—**

Black Hawk, \$ doz.....\$9.00  
Cyclops.....35%  
Eclipse.....\$ doz. 18.00, 25&10&10%  
Giant, No. 1, \$ doz. \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00.....30&5%  
Lightning.....\$ doz. \$18.00, 20%  
National.....\$ doz. 24.00, 40%  
Pelican.....\$ doz. \$9.00, 40&40&10%  
Scranton, No. 2.....\$ doz. \$10.00  
Scranton, No. 3.....\$ doz. 9.00

**Nail Sets—**

Buck Bros.....27 1/2%  
Cannon's Diam'd Point, \$ gro. \$12, 25%

Humason's.....50&10%

Hunters' Cup Point, Knurled \$ gro. \$10.00  
Hunters' Cup Point, Plain.....9.00  
Octagon.....4.00&4.75  
Round, assorted.....3.00&3.25  
Square.....4.00&4.25  
Snell's:  
Octagon.....\$4.75  
Corrugated.....6.50  
Knurled.....9.00

**Nippers—**

Acme.....50%  
Smith's Cutting.....50%  
Todd's Cutting.....50%

**Nut Crackers—**

Acme, Japanned.....\$30.00. 40%  
Acme, Nickel Plated.....30.00. 20%  
Turner & Seymour Mfg. Co.....50%

**Nuts—**

Off list.  
Hot pressed, square, blank.....\$5.80  
Hot pressed, hexagon, blank.....6.50  
Hot pressed, square, tapped.....5.80  
Hot pressed, hexagon, tapped.....6.50  
Cold punched, plain, square, blank 5.40  
Cold punched, hexagon, square, blank.....5.80  
Cold punched, plain, square, tapped.....5.40  
Cold punched, plain, hexagon, tapped.....5.80

**Oilers—**

Brass and Copper.....40&10&50%  
Cushman & Denison's.....\$ doz.  
Gem.....\$ 5.50  
Leader.....60  
Perfect Oilers.....1.50  
Star Pocket Oilers......75  
Draper's:  
Brass.....70&10%  
Steel.....70&10%  
Malleable, Hammers, New Style, 10&5&20%  
Malleable, Hammers, Old Pattern, same list.....50&10%  
"Paragon," Brass.....50&10&60%  
"Paragon," Zinc.....70&70&10%  
Tower & Lyon Bicycle.....25%  
Wilmut & Hobbs Mfg. Co.'s Steel Anti Rust.....70&10&75%  
Zinc and Tin.....60&10&65%

**Oil Stones, etc.—****OIL STONES—**

Pike's Washita:  
Lily White, \$ lb.....\$ .60  
Pike's Washita Mounted No. 1: \$ doz. \$12.00  
8x3.....11.00  
6x3.....10.00  
5x3.....9.00  
4x1 1/4.....7.00  
3 1/2 x 1.....5.50  
Discount, 33 1/2%  
Pike's Washita Axe Stones:  
About 2x2 1/2 to 1 1/2, \$ lb.....\$ .24  
About 2x2 1/2, extra selected......40  
Discount, 33 1/2%  
India Oil Stones.....25&33 1/2%

**Packing, Steam—****RUBBER—**

Boston Belting Co.:  
"Boston".....60%  
"Excelsior" Plumbago, Pure, \$ lb \$1.00.....50&10%  
Extra.....60%  
Standard, Fair Quality.....70%

**MISCELLANEOUS—**

American Packing.....8c&10c  
Cotton Packing.....13c&14c  
Italian Packing.....10c&12c  
Jute.....5c&5 1/2 c  
Russian Packing.....10c&12c

**Padlocks—**

See Locks.

**Papers—****APPLE—**

Advance.....\$ 4.50  
Baldwin.....5.00  
Bonanza.....each 5.00  
Dandy.....each 7.50  
Eureka, 1898.....each 16.00  
Family Bay State.....12.00  
Improved Bay State.....\$27&30.00  
Little Star.....4.00  
New Lightning.....5.50  
Penn.....3.75  
Perfection.....4.00  
Reading, 72.....4.00  
Reading, 78.....7.00  
Scott's Pat. Rotary.....\$15.00, 20%  
Turntable, Old Style.....4.50  
Turntable, 1898.....5.00  
White Mountain.....4.00

**POTATO—**

Saratoga.....\$5.50  
White Mountain.....4.50

**Pencils—**

Dixon's.....\$ gro.  
Carpenter's.....\$3.67&8.75  
Carpenter's, Blue or Red Lead.....4.00&7.50  
Lead.....2.18&4.38  
Lumber.....6.87  
Mascot, Hexagon.....3.75  
Mascot, Round.....3.10

### Percussion Caps— See Ammunition

#### Picks—

Railroad or Adze Eye, 5 to 6, \$12.00;  
6 to 7, \$13.00.....60¢10¢60¢10¢10

#### Planes and Plane Irons—

WOOD PLANES—  
Bailey's (Stanley R. & L. Co.)  
50¢10¢60¢  
Bench, First Quality.....45¢45¢10¢  
Bench, Second Quality.....50¢50¢10¢  
C. E. Jennings & Co.....50¢10¢  
Molding.....40¢35¢  
IRON PLANES—  
Chaplin's Iron Planes.....50¢10¢60¢  
C. E. Jennings & Co., Iron.....50¢10¢  
Sargent's.....50¢50¢10¢  
Standard Tool Co.....50¢50¢35¢  
Stanley Rule & Level Co.:  
Bailey's.....50¢100¢  
Miscellaneous.....25¢10¢  
Steele's Iron Planes.....50¢1¢

#### PLANE IRONS—

Auburn "Thistle".....80¢10¢40¢  
Ohio.....80¢10¢40¢  
Sandusky.....30¢  
Buck Bros.....30¢  
Butcher's.....\$5.00 to \$5.25 to 2¢  
C. E. Jennings & Co.....25¢10¢  
Stanley Rule & Level Co.....50¢10¢  
L. & I. J. White.....20¢5¢25¢

#### Pliers and Nippers—

Button's.....70¢  
Carew's Pat. Wire Cutters.....25¢  
Cronk's:  
Button Pattern.....70¢  
Fencing Pliers, # doz. \$12.00.....25¢  
Flat and Round Nose.....40¢  
Gas Pliers, No. 100.....40¢  
Stubbs' Pat. Pliers.....50¢  
Wire Cutter and Bender.....60¢  
Hall's Nippers, # doz. No. 2, 5 in.,  
\$13.50; No. 4, 7 in., \$21.00.....40¢10¢  
Hall's Pliers.....70¢  
Humason & Beckley Mfg. Co. 50¢50¢10¢  
Wm. Johnson's Gas Pliers.....60¢5¢  
Morrill's Parallel, # doz. \$12.00.....80¢5¢  
Smith's Side Cutting.....25¢  
P. S. & W. Cast Steel.....50¢50¢5¢  
P. S. & W. Tinner's Cutting Nip-  
pers.....add 6¢ dis. 10¢

#### Plow Bolts—

See Bolts.

#### Plumbs and Levels—

Cook's.....40¢10¢10¢  
Davie's.....20¢  
Iron Levels.....25¢10¢  
Dieston's.....70¢  
Machinists'.....25¢  
Pocket Levels.....70¢1¢ to 75¢  
Stanley's.....70¢10¢ to 70¢10¢10¢  
Stanley's Duplex.....25¢10¢10¢  
Stratton's Pat.....25¢  
Wood's Extension Sight.....25¢

#### Poachers—

See Egg Poachers.

#### Police Goods—

Tower & Lyon's.....25¢

#### Polish Metal—

Prestoline Liquid, New List.....40¢  
Prestoline Paste.....80¢10¢40¢

#### Polish, Stove—

Dixon's Plumbago.....# lb  
Joseph Dixon's.....# gro. \$5.75, 10¢  
Gem.....# gro. 4 50, 10¢

#### Poppers, Corn—

Round or square, # doz. # gro.  
1 qt.....\$ .75 \$ 7.00  
1 1/2 qt......85 9.50  
2 qt.....1.15 10.50  
Quincy Corn Popper, 1 qt., # doz.  
\$3.00; 2 qt., \$4.00.....80¢10¢

#### Post Hole Diggers—

Diaston's Samson Digger.....\$24.00, 25¢  
Ryan's.....# doz. \$20.00, 25¢

#### Post Hole Augers—

Vaughan's, 4 to 9 in.....70¢  
Vaughan's, 10 to 12 in.....60¢

#### Potato Hooks, etc.—

Hoe Down Hooks.....75¢10¢2¢  
Hop Hooks.....60¢10¢2 1/2¢  
Potato Hooks.....70¢

#### Powder—

See Ammunition.

#### Presses—

See Fruit and Jelly Presses.

#### Primers—

See Ammunition.

#### Pruning Hooks and Shears—

Cronk's Pruning Shears.....80¢10¢  
Cronk's Heavy Pattern, # doz., \$2.50 net  
Diaston's Combined Pruning Hook  
and Saw.....# doz. \$18.00, 25¢25¢10¢  
Diaston's Pruning Hook, # doz.,  
\$12.00, 25¢25¢10¢  
Henry's:  
Pruning Shears.....50¢5¢  
Orange.....50¢30¢  
Grape.....50¢10¢  
Tree Pruners.....75¢

E. S. Lee & Co.'s Pruning Tools.....40¢  
P. S. & W. Co.'s Shears.....60¢  
Waters' Tree Pruners.....75¢10¢  
Wheeler, M. & C. Co.'s Combina-  
tion.....# doz., \$12.00, 25¢10¢

#### Pulleys—

Awning.....60¢60¢10¢  
Axle.....50¢10¢60¢  
Brass Screw.....45¢10¢  
Ceiling.....50¢10¢60¢  
Clothes Line, Japanned.....60¢  
Common Sense.....60¢  
Dumb Waiter.....60¢60¢10¢  
Empire Sash Pulley.....60¢  
Hay Fork, Swivel Eye, # doz.,  
4-inch, \$8.75; 6-inch, \$5.00.....55¢  
Hay Fork, Hartz, 4 1/4-inch, # doz.,  
\$6.00.....50¢10¢  
Hay Fork, 5-inch, Solid, \$5.70.....50¢  
Hot House.....50¢10¢50¢10¢10¢  
Stowell's Anti-Friction, 5-in. Wheel,  
# doz., \$12.00.....40¢  
Slide, Anti Friction.....50¢  
Shade Rack.....45¢  
Upright.....50¢10¢50¢10¢10¢

#### Pumps—

Cistern, Best Grades.....50¢10¢60¢  
Pitcher Spout, Best Grades.....70¢10¢  
F. E. Myers & Bro.:  
No. 1, Fig. 323, 3 in. Shallow  
Well Pump.....\$18.00  
No. 8, Fig. 323, 3 1/2 in. Shallow  
Well Pump.....15.00  
No. 5, Fig. 307, 3 in. Deep Well  
Pump.....15.00  
No. 6 1/2, Fig. 307, 3 1/2 in. Deep  
Well Pump.....17.00  
No. 14, Fig. 521, 3 inch Deep or  
Shallow Well Pump.....15.00  
No. 22, Fig. 523, 3 in. Deep Well  
Pump.....17.00  
No. 56, Fig. 331, 3 in. Shallow  
Well Pump.....14.00  
No. 59, Fig. 332, 3 1/2 in. Shallow  
Well Pump.....17.00  
No. 70, Fig. 333, 2 1/2 in. Deep  
Well Pump.....15.00  
No. 72, Fig. 333, 3 in. Deep Well  
Pump.....15.00  
No. 78, Fig. 333, 3 1/2 in. Deep  
Well Pump.....16.00  
No. 102, Fig. 448, 3 inch Lift  
Pump.....9.00  
No. 108, Fig. 448, 3 1/2 in. Lift  
Pump.....11.00  
No. 123, Fig. 510, 3 in. Lift  
Pump.....7.00  
No. 131, Fig. 510, 3 1/2 in. Lift  
Pump.....8.50  
No. 235, Fig. 389, Windmill  
Pump.....12.50  
No. 235, Fig. 403, Windmill  
Pump.....16.00  
No. 240, Fig. 403, Regulator  
Pump.....28.00  
No. 265, Fig. 573, Cyclone Tank  
Force Pump.....16.00  
No. 267, Fig. 483, Geyser Tank  
Force Pump.....16.00  
No. 268, Fig. 513, Low Down  
Tank Force Pump.....16.00  
No. 302, Fig. 477, Spray Pump,  
complete.....11.50  
No. 330, Fig. 492, Bucket Spray  
Pump.....5.00  
No. 330, Fig. 547, Knappeack  
Spray Pump.....10.00  
Discount, 50¢ f. o. b. Ashland.

#### Punches—

Bemis & Call Co.'s:  
Cast Steel Drive.....50¢5¢  
Check.....55¢  
Spring.....50¢5¢  
Springfield Socket.....65¢  
Morrill's Universal.....85¢  
Niagara Hollow.....45¢  
Niagara Solid.....55¢  
Saddlers' or Drive, good.....60¢65¢  
Snell's Tinner's.....50¢  
Spring, good quality, # doz., \$1.70 to 1.80  
Spring, Leach's Pat.....15¢  
Tinner's Solid, P. S. & W. Co.,  
# doz.....\$1.44, 55¢  
Tinner's Hollow, P. S. & W. Co.,  
# doz.....20¢2¢

#### Rail—

Barn Door, Light, In. 1/2 3/4 3/8  
# 100 feet.....\$1.40 1.35 2.80  
Barn Door, "None Better" No. 1,  
# foot.....29¢c  
Barn Door, "None Better" No. 2,  
# foot.....34¢c  
B. D. for N. E. Hangers:  
Angular, # foot, 6c.....70¢  
Double Flange, # foot, 8c.....70¢  
Carrier Steel Rail, # foot.....44¢c  
Cronk's: # foot.....# foot.  
O. N. T. Style, No. 13.....3 c  
Double Braced.....34¢c  
Lane's: # 100 ft.....\$2.05  
O. N. T., 1 in.....3 50  
O. N. T., 1 1/4 in.....3 50  
Standard, 1 1/4 in.....3 75  
Stowell's Wrought Steel.....85¢  
Sliding Door, Bronzed Wrought  
Iron, # foot.....64¢c  
Sliding Door, Steel, Brass Plated,  
# foot.....54¢c  
Sliding Door, Wrought Brass, 1 1/4 in.,  
# B. 36c.....10¢20¢  
Victor Track Rail, 7c # ft.....80¢10¢2 1/2¢

#### Rakes, Etc.—

Cronk's:  
Wrought Steel Garden.....60¢20¢  
Queen City Lawn.....40¢

Steel Garden Rakes.....70¢5¢3¢  
Steel Garden Rakes Stamped Blank.....70¢  
Steel Road Rakes.....65¢  
Steel Tar or Asphalt Rakes.....5¢  
Turf Edger.....60¢5¢3¢  
Prize Bow Braced Steel.....70¢5¢3¢  
Peerless Shank.....70¢5¢3¢  
Peerless Socket.....70¢5¢3¢  
Level Head Shank.....70¢5¢3¢

#### Rasps, Horse—

Diaston's.....70¢  
New Nicholson Horse Rasp.....70¢  
See also Files.

#### Razors—

Electric.....List net  
J. R. Torrey Razor Co.....20¢  
Wootenholm and Butcher, \$10.00 to  
2.....10¢

#### Registers—

HOT AIR—  
New List, Feb. 1, 1899:  
Black Japanned.....30¢  
White Japanned.....25¢  
Bronze Finishes.....30¢  
Electro Plated.....30¢10¢  
Nickel Plated.....30¢10¢  
White Porcelain.....20¢  
Solid Brass and Bronze Metal.....20¢

#### Rings—

See Bull and Hog Rings.

#### Rivets and Burrs—

Belt with Burrs.....40¢5¢40¢10¢  
Hose with Burrs.....40¢5¢40¢10¢

#### IRON—

List, Nov. 1, 1894.  
Ordinary, in bulk.....70¢  
Thousand, in bulk.....70¢  
Thousand in papers.....70¢  
Coopers', in bulk.....70¢  
Block and Carriage, in papers.....70¢  
Hame.....70¢  
Belt with Burrs, Tinned or Cop-  
pered.....70¢

#### Rivet Sets—

Regular List.....70¢

#### Rollers—

Lane's, Stay.....80¢10¢

#### Rope—

Cotton Rope, Best, # lb  
1/4 inch and larger.....15c  
Medium, 1/4 in. and larger.....12c  
Common, 1/4 in. and larger.....10 1/2 c  
Jute Rope:  
A grade.....6 1/2 c  
C grade.....5 1/2 c  
Manila:  
7-16 in. and larger.....10 c  
3/4 in.....10 1/2 c  
1/2 and 5-16 in.....11 c  
Hay Rope, Medium.....10 1/2 c  
Sisal:  
7-16 in. and larger.....7 c  
3/4 in.....7 1/2 c  
1/2 and 5-16 in.....8 c

#### Rules—

Athol Steel.....80¢10¢  
Boxwood.....75¢10¢10¢10¢  
Ivory.....35¢10¢35¢10¢10¢  
Lufkin's:  
Steel.....55¢  
Lumber.....50¢10¢  
Miscellaneous, Stanley's.....55¢10¢  
Starrett's Rules and Straight Edges,  
Steel.....25¢10

#### Sad Irons—

Chinese Laundry.....# lb 4 1/2 c  
Chinese Sad.....34¢c  
Crown, Polished.....# doz. \$6.50  
Crown, Nickel.....# doz. 7.00  
Common 4 to 10.....# lb 3 1/4 to 3 1/2 c

#### COLD HANDLED—

Enterprise Mfg. Co. of Pa.....80¢5¢  
Self-heating.....# doz. \$10.00, 25¢  
Self-heating, Tailors'.....# doz. 22.10, 25¢  
Sensible Nickel.....# doz. \$7.00  
Sensible Polished.....# doz. 6.50  
Sensible, Tailors'.....# lb 4 1/2 c

#### Safety Fuse—

See Fuse.

#### Safety Lifts—

Burr Mfg. Co., Steel.....50¢60¢

#### Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:  
Emery Cloth.....50¢10¢  
Garnet Paper.....80¢90¢10¢  
Sand and Emery Paper.....50¢10¢

#### Sash Chain—

Competition.....50¢10¢  
Giant.....40¢  
Monarch.....40¢10¢  
Red Metal.....40¢10¢  
Steel.....40¢10¢

#### Sash Cord—

Cable Laid Italian Sash.....# lb 16¢18¢  
Cable Laid Russia.....# lb 13 1/2¢14¢  
Common India.....# lb 10¢12¢  
Common Russia Sash.....# lb 12 1/2¢13¢  
Patent India.....# lb 11¢13¢

#### Iron:

"Mass." White, Cotton.....24c  
"Samson" Braided White, Cotton.....# lb 30c  
"Samson" Braided Drab, Cotton.....# lb 30c  
"Samson" Braided Italian Hemp.....# lb 30c  
"Samson" Braided Linen.....# lb 30c

#### Silver Lake:

A Quality, Drab.....# lb 40c, 15¢  
A Quality, White.....# lb 35c, 15¢  
B Quality, Drab.....# lb 35c, 15¢  
B Quality, White.....# lb 30c, 15¢  
United States:  
B Quality.....# lb 18c  
C Quality.....# lb 16 1/2 c  
White Cotton, Hard Braided.....# lb 16c

#### Sash Fasteners, Holders, &c.

Sash Lifts.....60¢10¢10¢  
Sash Lifts Flush.....50¢  
Sash Lifts With Lock.....60¢10¢10¢  
Sash Rollers.....70¢  
Shutter Bars.....60¢10¢10¢  
Shutter Sheaves.....60¢  
Window Screen Sash Lifts.....60¢10¢

#### Sash Locks—

Champion Meeting Rail.....70¢  
Champion Slide.....60¢  
Davis, Bronze, Barnes Mfg. Co.....50¢  
Elting's Ventilating.....40¢  
Pitch s:  
Iron.....70¢  
Bronze and Brass.....60¢10¢  
Gale's Automatic, List Nov., 1897.....65¢  
Ives' Patent:  
Wrought Steel.....60¢  
Bronze M. Knob.....60¢  
Wrought Bronze and Brass.....55¢5¢  
Cast Iron.....60¢  
Cast Bronze and Brass.....60¢10¢  
Payson's Perfect.....10¢  
Reading.....60¢10¢

#### Sash Weights—

Small lots.....# ton \$27.00  
Ton lots at factory.....\$22.50 to 25.00

#### Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each \$20.00, 30¢  
Enterprise Mfg. Co.....25¢25¢7 1/2¢  
National Specialty Mfg. Co.....25¢

#### Saws—

Atkins:  
Band 7 to 14 in. Wide.....60¢10¢  
Band 2 to 6 in. Wide.....60¢  
Band 1/2 to 2 in. Wide.....60¢  
Butcher, Pruning and Compass, 40¢5¢  
Circular.....50¢10¢  
Cross Cut.....35¢5¢  
Gang.....50¢  
Hand, Panel and Rip.....40¢  
Wood.....40¢  
Diaston's:  
Circular, Solid and Inserted Tooth.....50¢  
Band 3 in. to 14 in. Wide.....60¢  
Band 1/4 in. to 2 1/2 in.....70¢  
Cross Cuts.....45¢  
Narrow Cross Cuts.....55¢  
Mulay, Mill and Drag.....50¢  
Framed Wood Saws.....35¢  
Wood Saw Blades.....40¢  
Wood Saw Rods.....20¢  
Hand Saws, Nos. 12, 99, 9, 16, D100,  
D8, 120, 76, 77, 8.....25¢  
Hand Saws, Nos. 7, 107, 107 1/2, 3, 1,  
0, 00, Combination.....30¢  
Compass, Keyhole, Pruning, Dove-  
tail, &c.....25¢  
Butcher Saws and Blades.....35¢  
Haines' Needle Point.....40¢  
C. E. Jennings & Co.'s:  
Butcher.....25¢10¢  
Hand Panel, Rip and other Saws.....25¢60¢

#### Peace:

Cross Cuts.....45¢10¢  
Hand Panel and Rip.....25¢10¢  
Richardson:  
Circular and Mill.....50¢50¢10¢  
X Cuts.....45¢10¢  
Hand Saws.....25¢10¢  
Star, Butcher.....25¢  
Woodrough & McParlin Cross Cuts.....45¢10¢

#### BACK SAWS AND FRAMES—

Chatillon.....30¢  
Diaston's:  
Concave Blades.....25¢  
Keystone, Flexible Back and Ma-  
chine Blades.....30¢  
Hack Saw Frames.....30¢  
Griffin's:  
Complete.....40¢45¢  
Saw Blades.....45¢  
Star, Saws and Blades.....25¢

#### Saw Filer—

Diaston's D8 Clamp and Guide, \$30.00  
# doz.....25¢

#### Saw Frames—

C. E. Jennings & Co.....20¢  
Richardson's Wood.....net

#### Saw Sets—

Atkins:  
Criterion Saw Sets.....# doz. \$6.00  
Excelsior Saw Tools.....# doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut.....30¢5¢  
Hammer, New Pat.....45¢  
Plate.....20¢  
Spring Hammer.....30¢5¢



Diaston's Monarch, Nos. 1 & 10 and Star.....25%  
Hart's Pat. Lever.....20%  
Kohler's:  
"Giant Royal".....\$9.00  
"Royal".....\$6.00  
Leach's.....83%  
Morrill's:  
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40%  
Cross Cuts Nos. 8 and 4, \$23.00; No. 5, \$31.00.....40%  
Richardson's.....25%  
Seymour Smith & Son, Hammer \$ doz.....\$4.75  
Stillmans.....\$ doz. 1.00  
Taintors Positive.....\$18.00 \$ doz. 60%

**Scales—**  
Chatillon's:  
Eureka.....25%  
Favorite.....40%  
Grocers' Trip Scales.....50%  
Family, Turnbull's.....80%  
Hatch:  
Counter, No. 171, \$ doz. \$17.00@18.00  
Tea, No. 161.....\$ doz. 5.75@ 6.00  
Union Platform Plain.....2.00@ 2.10  
Striped.....2.15@ 2.25

**Scale Beams—**  
Chatillon's No. 1.....30%  
Chatillon's No. 2.....30%

**Scrapers, &c.—**  
Adjustable Box Scraper (S. R. & L. Co.) \$6.00.....40%  
Box, 1 Handle.....\$ doz. \$2.00  
Box, 2 Handle.....\$ doz. \$3.00@4.00  
Foot.....55%  
Ship Common.....\$ doz. \$2.40 net  
Ship, R. I. Tool Co.....10%

**SIDEWALK—**  
Kohler's, Steel No. 7.....\$ doz. \$3.00

**Screens—**  
**DOOR—**  
Phillips: \$ doz.  
3/4 in., Style E, Fancy Screen \$10.00  
Doors.....\$10.00  
3/4 in., Style G, Common Screen 6.50  
Doors.....6.50  
3/4 in., Style K, Fancy Screen 8.00  
Doors.....8.00  
3/4 in., Style K4, Fancy Screen 8.50  
Doors.....8.50

**WINDOW—**  
Porter Screen Mfg. Co.....60%  
Phillips:  
Bonanza Screens.....60%  
Express.....60%  
Flyer.....60%  
Perfection Screens.....60%  
Northwest.....60%  
Window Screen Frames.....60%

**Screw Drivers—**  
Brace Screw Drivers.....25%  
Buck Bros.....30%  
Screw-Driver Bits.....27%  
Champion.....40%  
Diaston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%  
Electric Spiral No. 01.....\$ doz. \$6.00 net  
Electric Spiral No. 02.....\$ doz. 10.00 net  
Erich's Socket and Ratchet.....40%  
Fray's Hol. Hdle. Sets, No. 3.....\$12.50  
Howard Allard, low list.....50%  
C. E. Jennings & Co.....40%  
Jennings & Griffin.....60%  
Jones Reversible Spiral No. 2 \$ doz. \$24.00; 50%

Sargent & Co.'s:  
No. 1 Forged Blade.....50%  
Nos. 20 and 40.....60%  
Screw-Driver Bits (Snell's) \$ doz.....60%  
Stanley R. & L. Co.'s:  
No. 64, Varinshed Handles.....60%  
No. 99.....70%  
Snell's Nos. 5 and 10.....70%  
Tower & Lyon:  
Champion.....40%  
Magazine.....25%  
Machinists'.....40%  
Balsley's Patent.....83%  
Williamson's:  
Beauty, \$ doz.....\$1.00 } 40%  
Gem, \$ doz.....90c }  
C. T. Williamson Wire Novelty Co. 40%

**Screws—**  
**WOOD SCREWS—**  
List, January 1, 1900.  
Brass, Flat Head.....83%  
Brass, Round Head.....77%  
Bronze, Flat Head.....75%  
Bronze, Round Head.....73%  
Coppered, Flat Head.....75%  
Coppered, Round Head.....75%  
Drive Screws, Diamond Point.....80%  
Iron, Bright Flat Head.....8%  
Iron, Bright Round and Oval Head.....60%  
Nickel Plated, Iron Flat Head.....70%  
Nickel Plated, Iron Round Head.....70%  
Silver Plated, Iron Flat Head.....70%  
Silver Plated, Iron Round Head.....70%

**MACHINE—**  
List, January 1, 1898.  
Brass, Flat Head.....50%  
Brass, Round Head.....50%  
Iron, Flat Head.....50%  
Iron, Round Head.....50%

**COACH, LAG AND HAND RAIL—**  
G. P. Coach, List, Feb. 14, 1898.  
75%&15%

Hand Rail.....60%  
Lag Screws, List, January 30, 1898.  
Cone Point.....80%

**BENCH, HAND, ETC.—**  
Bench, Iron, \$ doz., 1 in., \$3.25; 1 1/2, \$3.50; 1 3/4, \$4.25  
Bench, Wood, Beech.....\$ doz. 2.40  
Chair.....60%  
Hand, Wood.....40%  
Jack Screws, Millers Falls, Roller Bearing.....50%  
Jack Screws, Millers Falls, without Roller Bearing.....50%  
Jack Screws, P. S. & W.....40%  
Jack Screws, Sargent's.....60%  
Piano Stool.....50%

**Scroll Saws—**  
Barnes No. 1, \$8; No. 6, \$10; No. 7, \$15.....25%  
Barnes' Scroll Saw Blades.....40%  
Cricket.....10%  
C. E. Jennings & Co.....25%  
Lester, complete, \$10.00.....15%  
Rogers, complete, \$4.00.....15%

**Scythes, Grass—** \$ doz.  
Natural Finish.....\$7.50@7.75  
Polished Blade.....8.00@ 8.15  
Painted or Bronzed.....8.00  
Weed and Bush.....7.25@ 7.50

**Seeders—**  
Raisin, Enterprise.....25%

**Shears—**  
Acme (Cast).....40%  
Aetna, Steel Japanned.....80%  
Aetna, Steel Nickleled.....70%  
Barnard Lamp Trimmers.....net  
Heinrich's:  
St. Trimmers, etc.....60%  
Tailors' Shears.....40%  
Tinnars' Snips.....40%  
Pruning. See Pruning Hooks & Shears.  
Seymour's Standard List:  
Japanned.....70%  
Nickleled.....60%  
Standard Cutlery Co.:  
Japanned.....70%  
Nickleled.....60%  
Star Brand:  
Nickel Scissors.....60%  
Nickel Shears.....60%  
Japan Shears.....70%  
Tailors' Shears.....40%  
Pruners.....70%  
Tinnars' Snips.....40%

**Shears, Hedge—**  
Wm. Wilkinson & Sons.....50%

**Sheaves—**  
**SLIDING DOOR—**

Corbin's list.....60%  
Hatfield's Pattern.....70%  
M. W. Co., list July, 1888.....50%  
Stowell's Anti-Friction.....60%  
Patent Roller.....60%  
R. & E., list August 15, 1896.....60%  
Russell's Anti-Friction, list December 18, 1896.....60%

**SLIDING SHUTTER—**

Reading list.....60%

R. & E. Mfg. Co. s.....60%

Sargent's list.....70%

**Shells—**

See Ammunition.

**Shot—**

See Ammunition.

**Shovels and Spades—**

Association prices to small trade.

No. 2, Polished, Square or Round

Point, D or L Handle:

A1, B2,

1st Grade, 2d Grade

Plain Back.....\$10.50 \$9.60

Strap Back.....9.60 9.00

Cleveland Pattern.....10.30 9.30

C3, D4,

3d Grade, 4th Grade

Plain Back.....\$8.70 \$8.10

Strap Back.....8.10 7.50

Cleveland Pattern.....8.40 7.80

All other sizes, add 30c. doz.

Black, deduct 30c. doz.

**Shovels and Tongs—**

Brass Head.....60%

Iron Head.....60%

**Shutter Bars—**

Ives.....45%

**Shutter Bolts—**

See Bolts, Shutter.

**Sifters, Flour—**

Hunter's Gennins.....\$ gross, \$10@11.50

**Skate Sharpeners—**

Eureka.....\$ doz. \$1.75; \$ gro. \$18.00

**Slaw and Kraut Cutters—**

Diaston's:

Slaw, Vegetable, Corn Grater, Tur-

nip Shredder.....40%

Kraut Cutters, 24x7, 26x8, 30x9.....55%

Kraut Cutters, 36x12, 40x12.....40%

Enterprise.....25%  
Enterprise Mfg. Co.....25%  
Tucker & Dorsey:  
1 Knife.....\$ gro. \$16.50@20.00  
2 Knives.....\$ gro. 22.50@ 30.00  
Kraut Cutters.....50%  
Woodrough & McParlin.....40%

**Sledges and Heavy Hammers—**  
See Hammers.

**Slicers—**  
Vegetable, Enterprise.....25%

**Smiths' Bellows—**  
See Bellows.

**Snaps, Harness, &c.—**

Anchor (T. & S. Mfg. Co.).....55%

Cockeyes.....60%

Fitch's:

Bolt.....45%

Bristol.....40%

Champion.....40%

Clipper.....50%

Empire.....50%

National.....50%

Security.....40%

Victor.....60%

German, new list.....40%

Sargent's:

Patent Guarded.....60%

Covered Spring.....50%

Covert Mfg. Co.:  
Breast Strap Buckle Snaps.....45%  
Breast Strap Protector.....45%  
Double for Bits or Trace Carrier.....45%  
Trojan Snaps.....40%  
High Grade Snaps.....40%  
Jockey Snaps.....40%  
Derby Snaps.....35%  
Rope Snaps.....40%

**Snaths—**

Scythe.....40%

**Soldering Irons—**

Covert Mfg. Co.....30%

**Spoke Shaves—**

Bailey's (Stanley R. & L. Co.).....50%

Iron.....\$ doz. 50%

Millers Falls.....15%

Seymour Smith & Sons, Iron.....80%

Wm. Johnson's:

Wood, Best.....80%

Wood, 2d quality.....35%

**Spoons and Forks—**

Boardman's:

Britannia Spoons, Catalogue "C" net, List

Nickel Silver, Catalogue "C" net, List

**SILVER PLATED FLAT WARE—**

L. Boardman & Son, Catalogue "C" net List

"1847".....40%

"Anchor".....50%

"Eagle".....50%

"Star".....50%

Rogers, Smith & Co.....50%

Rogers & Hamilton.....50%

Holmes & Edwards.....50%

German Silver, unplated.....50%

**KNIVES AND FORKS NO. 12—**

\$ doz. net.

"1847".....\$8.50

"Anchor".....8.25

"Eagle".....8.25

"Star".....8.25

Rogers, Smith & Co.....8.25

Rogers & Hamilton.....8.25

Holmes & Edwards.....8.00

**Springs—**

See Door Springs.

**Spring Balances—**

See Balances.

**Spring Hinges—**

See Hinges.

**Squares—**

Diaston's Try Square and T Bevels, 60%&10%

Starrett's Micrometer Caliper Squares, 35%

Try Square and T Bevel.....60%&10%

Winterbottom's Try and Mitre.....40%&10%

Nickel-Plated. New List Jan. 5, 1900.....65%&10%

Steel and Iron.....65%&10%

**Staples—**

Barbed Blind—1/4, 5/8, and 3/4 inch.

\$ doz.....85c@9c.

**FENCE—**

Same price as Barb Wire. See Trade Report.

**Stay Rollers—**

Cronk's, No. 50.....65%

" No. 55 and 56.....70%&10%

" No. 60.....60%

" No. 65.....60%&10%

**Steels—**

Chatillon's.....30%

**Stocks and Dies.**

**BICYCLE—**

Holroyd & Co.....35%

**BLACKSMITH'S—**  
Butterfield's.....35%  
Gardner.....33%  
Holroyd & Co.....40%  
Lightning Screw Plate.....25%  
Reece's New Screw Plates.....25%

**PIPE MAKERS—**  
Holroyd & Co.....75%&10%

**Stones—**  
See Ollstones.

**Stops—**  
See Bench Stops.

**Store Door Handles—**  
See Handles.

**Stove Bolts—**  
See Bolts.

**Stove Polish—**  
See Polish, Stove.

**Sweepers—**  
See Carpet Sweepers.

**Tackle Blocks—**  
See Blocks.

**Tacks, Brads, &c.**  
List Jan. 15, 1899.

American Cut Tacks.....90%&10%

Carpet Tacks:  
American, Blued.....90%&10%

American, Tinned.....90%&10%

Swedes Iron Tacks:  
S. S.....90%&10%

Bill Posters' and Railroad Tacks:  
S. S.....90%&10%

Common and Patent Brads.....70%&10%

Finishing Nails.....70%&10%

Gimp Tacks:  
S. S.....90%&10%

Hungarian Nails, Steel.....80%&10%

Lace Tacks:  
S. S.....90%&10%

Looking Glass Tacks.....70%&10%

Trimmers' Tacks:  
S. S.....90%&10%

Trunk and Clout Nails:  
Steel, Black.....80%

Steel, Tinned.....80%

Upholsterers' Tacks:  
S. S.....90%&10%

**MISCELLANEOUS—**  
Double Point, in dozens.....90%&10%

Double Point, in bulk.....80%

Matting.....80%

Shade, in dozens.....90%&10%

Shade, in bulk.....80%

**Tack Pullers—**  
Columbia, No. 1, \$ doz., net.....\$1.00

Columbia, No. 2, \$ doz., net.....1.50

Little Jack.....\$ doz., 1.00

**Tapes, Measuring—**  
American Ases' Skin.....40%&10%

Leather Case.....25%&10%

Steel.....33%&40%

Chestermans.....25%&10%

Kenfel & Esser Co., New List, 1898:  
Steel and Metallic.....35%

Larkin's Steel and Metallic.....25%&10%

**Tap Borers—**  
See Borers, Tap.

**Taps—**  
American Screw Co.:  
Machine Screw.....70%

Holroyd & Co.'s:  
Blacksmiths.....60%&10%

Machine Screw.....70%&10%

Machinists' Hand.....60%&10%

Pipe, 1/4 to 1 1/2.....80%&10%

Pipe, 2 to 4.....70%&10%

**Thumb Latches—**  
See Handed.

**Tinware—**  
Stamped, Japanned and Pieced.  
Net Prices.

**Tire Bolts—**  
See Bolts.

**Tobacco Cutters—**  
National Specialty Co.....40%

Enterprise Mfg. Co.....25%&10%

**Toilet Clippers—**  
See Clippers.

**Trammel Points—**

Bachus and Union.....40%

C. E. Jennings & Co., "Eureka".....25%

Cook's.....25%

Sargent's.....40%&10%

Stanley's.....30%&10%

Tower & Lyon.....33%&40%

Pratt's.....20%&10%

Floor Pulley, Wood Sheave, Fig. 486. . . . . 2 doz. 2.25  
Hanging Hooks for Double Steel Track. . . . . 2 doz. .65  
Hanging Hooks for Single Steel Track. . . . . 2 doz. .65  
Hanging Hooks for Wood Track, 10 in. . . . . 2 doz. .55  
Hanging Hooks for Wood Track, 14 in. . . . . 2 doz. .65  
Malleable Frame K. P. Pulleys, Fig. 676. . . . . 2 doz. 2.40  
Malleable Rafter Brackets, 2 doz. .40  
Nellis Fork. . . . . each, 1.60  
New Myers Iron Rod Car. . . . . 3.25  
Reed Wood Frame Pulley with Hook, Fig. 434. . . . . 2 doz. 2.00  
Rev. Car., Double Steel Track. . . . . 3.50  
Rev. Car., Wood Track. . . . . 3.25  
Rope Hitch. . . . . 2 doz. 1.75  
Single Rail Car, Single Steel T. . . . . 3.50  
Single Rail Steel Track with clamps. . . . . 2 ft. .09  
Sprout's Shear Fork, each. . . . . \$1.60  
Steel Frame Pulley with Iron Sheave, Fig. 565, 2 doz. . . . . 1.85  
Sure Grip Sling Car, Steel or Wood Track. . . . . 6.00  
Walker Fork, each. . . . . 1.25  
Wrought Rafter Brackets, 2 doz. . . . . 40

**Transom Lifters—**

Ajax. . . . . 50&10&50&10&5%  
Bronze Metal, with Safety Spring. . . . . 50&50&10%  
Crescent. . . . . 70&70&10%  
Dickson's. . . . . 60%  
Nickel Plated. . . . . 50&10%  
Payson's Solid Grip, Nos. 308 and 304, 100. . . . . \$12.00  
Shaw's:  
Copper Finished. . . . . 80&10%  
Lever. . . . . 70&70&10%

**Traps—****FLY—**

Balloon. . . . . 2 doz. \$1.50, 2 gro. \$15.00  
Globe. . . . . 2 doz. 1.50, 2 gro. 15.00  
Harper. . . . . 2 doz. 1.75, 2 gro. 18.00

**GAME—**

Star, Blake's Pattern. . . . . 60&10&10%  
Enterprise Mole. . . . . 15%  
H. & N. . . . . 85%  
Newhouse. . . . . 40%  
Victor. . . . . 70&5%

**MOUSE AND RAT—**

Erie Rat. . . . . 40&40&10%  
Hotchkiss:  
Metallic Mouse. . . . . 50%  
Improved Rat. . . . . 50%  
New Rat. . . . . 50%  
Mouse, Bonanza, 2 doz. . . . . 90c&\$1.00  
Mouse, Catch-em-alive, 2 doz. \$2.50, 15%  
Mouse, Delusion. . . . . 40%  
Mouse, Ideal, 2 gro. . . . . \$9.00  
Mouse, Round Wire, 2 doz. \$1.50, 10%  
Mouse, Wood, Choker, 2 doz. holes. 10c  
Marty French Rat and Mouse Traps (Genuine):  
No. 1, Rat, each \$1.13, 2 doz. \$12.00  
No. 3, Rat, 2 doz., \$6.00; case of 50. . . . . 5.25  
No. 3½, Rat, 2 doz., \$4.75; case of 72. . . . . 4.25  
No. 4, Mouse, 2 doz., \$3.50; case of 72. . . . . 2.75  
No. 5, Mouse, 2 doz., \$2.75; case of 150. . . . . 2.25  
Schuyler Rat Killer, No. 1, 2 gro., \$15.00; No. 2, 2 gro. . . . . \$15.00  
Mouse, No. 3. . . . . 9.00  
Smith & Edge Mfg. Co.:  
Superior Rat Trap. . . . . \$15.00  
Yankee Mouse Trap. . . . . 5.50  
Yankee Rat Trap. . . . . 11.00

**Trowels—**

Brade's Brick. . . . . 80%  
Disston's:  
Brick and Pointing. . . . . 80%  
Plastering. . . . . 25%  
"Standard Brand" and Garden. . . . . 40%

**C. E. Jennings & Co.:**

Brick. . . . . 30%  
Plastering. . . . . 25%  
Pointing. . . . . 30%  
Wm. Johnson's:  
Brick. . . . . 40%  
Plastering. . . . . 40%  
Pointing. . . . . 40%  
W. & McP. Plastering. . . . . 25&25&10%  
Peace's Plastering. . . . . 25&25&5%  
Richardson. . . . . 25&25&10%  
"Rose" Brick, Plastering and Mould-ers. . . . . 30&30&10%  
Sargent's Garden, No. 1. . . . . 50%  
Sargent's Garden, No. 15. . . . . 45%

**Vegetable Slicers—**

Enterprise Mfg. Co. . . . . 25%

**Vises—**

Solid Box. . . . . 40&40&10&5%  
V. W. & W. . . . . 40%  
Fisher-Norris. . . . . 15&10%

**PARALLEL—**

Armstrong's:  
Combination. . . . . 50%  
Plain and Hinge. . . . . 60%  
Athol, Oval Slide. . . . . 60%  
Adams, Diamond. . . . . 40%  
Bonney's Champion. . . . . 40%  
Fisher & Norris Double Screw. . . . . 15%  
Holland's. . . . . 40%  
Howard's. . . . . 40%  
Little Giant Bench. . . . . 25&10%  
Lowell Hand. . . . . 33½%  
Millers Falls:  
Mechanics'. . . . . net@10%  
Oval Slide. . . . . 50&10%  
Ball Clamp. . . . . 45%  
Gravity. . . . . net  
Hand. . . . . 15%  
Moore's. . . . . 30%  
Phenix. . . . . 20&20&10%  
Prentiss. . . . . 20&25%  
Sargent's. . . . . 70%  
Simpeon's Adjustable. . . . . 40%  
Stephens. . . . . 25&39½%  
Trenton. . . . . 40&40&5%  
Wright's Pipe. . . . . 40%

**SAW FILERS—**

Bonney's No. 2, \$15.00. . . . . 40&10&50%  
Clincinnati. . . . . 40%  
Stearns Com. No. 0, 1, 2 and 3, 50&50&10%  
Stearns Rubber Jaw, Nos. 10 and 33, 33½&40%  
Wentworth's. . . . . 40%

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel. . . . . 45%  
Lane's Steel. . . . . 33½%

**Washer Cutters—**

Otis A. Smith's. . . . . 30&10&10%

**Well Wheels—**

Japanned, 8 to 14 inches. . . . . 70%

**Weed Extractors—**

"Pastime". . . . . 2 doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co. . . . . 40%  
Clayton's. . . . . 25&10%

**Window Stop Adjusters—**

Ives' New List. . . . . 25&5%  
Taplin's "Perfection". . . . . 50%

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire. . . . . 20%  
Bright Wire Goods, New List. . . . . 85&10%

Cast Steel Wire. . . . . 50%  
Copper Wire. . . . . 15%  
Annealed and Tinned on Spools. . . . . 70%  
Brass and Copper on Spools. . . . . 60%  
Spooled Wire, ass'd for Retailing. . . . . 70%  
Market Wire, Bright and Annealed:

Nos. 6 to 9. . . . . 75%  
Nos. 10 to 18. . . . . 75&5%  
Nos. 19 to 28. . . . . 75&15%  
Nos. 27 to 36. . . . . 75&10&2½%

**Coppered and Galvanized:**

Nos. 6 to 9. . . . . 70%  
Nos. 10 to 18. . . . . 70&5%  
Nos. 19 to 28. . . . . 70&10%  
Nos. 27 to 36. . . . . 70&10&10%

**Tinned:**

Nos. 6 to 14. . . . . 70&10&10%  
Nos. 15 to 18. . . . . 70&10&5%  
Nos. 19 to 26. . . . . 70&10%  
Nos. 27 to 36. . . . . 70&5%

**Picture Wire, List of Oct. 2, 1900.**

80&10&80&10&10%  
Steel Music Wire, Nos. 12 to 30, Imported. . . . . \$ b. 60¢70¢  
Stub's Steel Wire. . . . . \$6.00 to \$ 1½%

**Wire Clothes Lines—****See Lines.****Wire Cloth, Netting, &c.—**

alvanized Wire Netting 80&10&80&20%  
intd Screen Cloth, good quality, \$ 100 sq. ft. \$1.10 to \$1.15

**Wire Rope—****New List July 1, 1899.**

Cast Steel. . . . . 30%  
Iron. . . . . 30&30&10%  
Iron, Galvanized. . . . . 25&10%

**Wire Rope Clips—**

Crosby. . . . . 25%

**Wire Stretchers—**

W. C. Heller's Grip. . . . . 2 doz. \$1.50

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels, 2 gal. 57c  
Linseed, City, Boiled, in barrels, 2 gal. 59c  
Out of Town on Spot. . . . . 2 gal. 57c  
Calcutta, Raw, in barrels. . . . . 2 gal. 85c  
Lard, Prime City. . . . . 2 gal. 65¢66c  
Extra, No. 1. . . . . 47¢49c  
No. 1. . . . . 41¢43c

**Paints and Colors—**

Barytes, Foreign Floated, 2 ton, \$20.00 to \$21.00  
Barytes, American Floated, 2 ton, \$19.00 to \$20.00  
Barytes, Crude. . . . . 2 ton 9.00 to 10.00  
White Lead, American, Dry, in bbls. \$ b. 6¢6¼c  
White Lead, American, in Oil, in lots of less than 500 lbs. . . . . \$ b. net 7c  
In lots of 500 lbs. and over. . . . . \$ b. 6¼c  
White Lead, Foreign, in Oil. \$ b. 8¢8¼c  
Litharge, Kegs. . . . . \$ b. 6¼¢7c  
Zinc, American, Dry. . . . . \$ b. 4¼¢5¼c

**Putty—**

In bulk. . . . . \$1.90  
In bladders. . . . . 2.40  
In cans, 50 lb. . . . . 2.00  
In cans, 25 lb. . . . . 2.25  
In cans, 12½ lb. . . . . 2.50  
In cans, 5 lb. . . . . 3.50  
In cans, 3 lb. . . . . 4.00  
In cans, 2 lb. . . . . 4.50  
In cans, 1 lb. . . . . 5.00

**Wrenches—**

Agricultural. . . . . 70&10%  
Alken's Pocket (Bright). . . . . \$2.00 to \$3.20  
Alligator. . . . . 70%  
Baxter's. . . . . 60&10%

**Bemis & Call's:**

Briggs Pattern. . . . . 30&10%  
No. 3 Cylinder. . . . . 55%  
No. 3 Pipe, Bright. . . . . 50%  
Patent Combination Black. . . . . 40&5%  
Patent Combination Bright. . . . . 40%

**Bicycle:**

Club. . . . . 40%  
Superior. . . . . 40%  
Featherweight. . . . . 40%  
Protection. . . . . 40%  
Boardman's. . . . . 30&33½%  
Coes':  
Genuine. . . . . 40&10&5&5%  
"Mechanics". . . . . 40&10&10&5&5%  
Coes' Pattern, Wrought Bar. . . . . 60&5¢

**Donohue's Engineer.**

Eagle Pipe. . . . . 50&10%  
Gem. . . . . 33½%  
Stillson Pipe. . . . . 50%  
Taylor Pipe and Nut. . . . . 40%  
Acme. . . . . 60&60&5%  
Bull Dog. . . . . 60&10%  
Hercules. . . . . 70%  
J. H. Williams & Co. . . . . 25%

**Wringers, Clothes—**

In lots of less than one dozen. . . . . Cash  
Am. Wringer Co.'s list, July, 1896. . . . . 2%  
Colby Wringer Co., list May 1, 1894. . . . . 2%  
Lovell Mfg. Co., list July 2, 1894. . . . . 2%  
National Wringer & Mfg. Co., list Jan. 1, 1895. . . . . 2%  
Peerless Mfg. Co., list Feb., 1892. . . . . 2%  
NOTE.—On lots of 1 dozen a discount of 10% is often given.

**Spirits Turpentine—**

In regular bbls. . . . . 41¼c  
In machine bbls. . . . . 42 c

**Dry Colors—**

Blue, Chinese. . . . . 35 @40 c  
Blue, Prussian. . . . . 33 @38 c  
Blue, Ultramarine. . . . . 6 @30 c  
Sienna, Italian, burnt & powdered. . . . . 4¼@10 c  
Sienna, Italian, raw & powdered. . . . . 3 @7 c  
Umber, Turkey, burnt. . . . . 2¼@3¼c  
Umber, Turkey, raw. . . . . 2¼@3¼c  
Green, Chrome, Ordinary. . . . . 5 @7 c  
Green, Paris, in bulk. . . . . 15 @16 c  
Indian Red, American. . . . . 2¼@3 c  
Indian Red, English. . . . . 4¼@8¼c

**Colors in Oil—**

Black Lampblack, best. . . . . 13 @15 c  
Black Lampblack, common. . . . . 8 @10 c  
Blue, Chinese. . . . . 35 @40 c  
Blue, Prussian. . . . . 32 @35 c  
Blue, Ultramarine. . . . . 14 @18 c  
Sienna, burnt. . . . . 11 @13 c  
Sienna, raw. . . . . 11 @13 c  
Umber, burnt. . . . . 11 @13 c  
Umber, raw. . . . . 11 @13 c  
Brown, Vandyke. . . . . 11 @13 c

**MAPLE SUPPLIES**

**SYRUP  
CANS,  
SAP PAILS,  
PAIL  
COVERS,  
Etc.**

If you handle these goods, you need our catalogue.

Inquiries Solicited.

**YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.**

**The Little Giant Grass Hook**

is a miniature scythe, looks right, hangs right and cuts right; the thing long sought for. Can mow a small lawn with it; can cut closer to trees, fences, etc. Can be used for cutting corn or clipping hedges.

Ask for catalogue B, and prices.

**H. S. EARLE,**  
705 4th Ave., DETROIT, MICH.

Patented Feb. 13, 1900. June 26, 1900. Other Patents Pending

# HARDWARE BUYERS' DIRECTORY.

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Drake Acetylene Apparatus Co., Cleveland, O.

**Acetylene Gas Lamps.**

New White Light Gas Lamp Co., Chicago, Ill.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Adjustable Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Agricultural Implements.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Air Rifles.**

Wm. G. Smith & Co., Philadelphia.

**Alaska Stove Hardware.**

Troy Nickel Works, Albany, N. Y.

**Ammunition.**

E. I. DuPont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.  
Peters Cartridge Co., Cincinnati, O.  
Tower & Lyon, New York.  
Union Metallic Cartridge Co., Bridgeport, Conn.

**Anti-Friction Metal.**

Magnolia Metal Co., New York.

**Anvils.**

Alfred Field & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Apple Parers.**

Goodell Company, Antrim, N. H.  
Reading Hardware Co., Reading, Pa.

**Arbor Presses.**

Chandler & Farquhar, Boston.

**Art Hardware.**

Allerton-Clarke Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

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C. E. Jennings & Co., New York.  
Russell Jennings Mfg. Co., Deep River, Conn.  
Job T. Pugh, Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.

**Axes and Edge Tools.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Underhill, Clinch & Co., New York.

**Axle Oil.**

Commercial Oil Co., Cleveland, O.

**Babbitt Metal.**

Bruce & Cook, New York.  
Magnolia Metal Co., New York.

**Barb Wire.**

Fuller Bros. & Co., New York.

**Bearing Metal.**

Magnolia Metal Co., New York.

**Beef Shavers.**

Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.

**Bells and Gongs.**

John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Bells, Electric.**

See Electric Bells and Supplies.

**Belt Dressing.**

Jos. Dixon Crucible Co., Jersey City, N. J.

**Belt Fasteners.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Belt Shifters.**

Chandler & Farquhar, Boston.

**Belting.**

Ames Sword Co., Chicopee, Mass.  
Boston Belting Co., Boston, Mass.

**Bench Punches.**

Chandler & Farquhar, Boston.

**Bench Shears.**

Chandler & Farquhar, Boston.

**Bench Stops.**

Charles Morrill, New York.  
Smith & Hemenway Co., New York City.

**Bench Vises.**

Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Bicycles.**

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Charles J. Stebbins & Co., New York

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Eclipse Mfg. Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
New Departure Bell Co., Bristol, Conn.

**Bicycle Handle Bars.**

Snell Cycle Fittings Co., Toledo, O.

**Bicycle Motors.**

Lowell Model Works, Lowell, Mass.

**Bicycle Stands.**

John H. Graham & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.

**Bicycle Step Ladders.**

Bicycle Step Ladder Co., Chicago.

**Bicycle Sundries.**

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Dunbar Bros., Bristol, Conn.  
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Harrington & Richardson Arms Co., Worcester, Mass.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Remington Arms Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Edwin B. Stimpson & Son, New York.

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The Goodyear Tire & Rubber Co., Akron, O.

**Bits.**

Bridgeport Gun Implement Co., Bridgeport, Conn., and New York.  
Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
Russell Jennings Mfg. Co., Deep River, Conn.  
Job T. Pugh, Philadelphia.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Blacksmiths' Vises.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.

**Blocks, Tackle.**

See Tackle Blocks.

**Boat Nails.**

Salem Nail Co., New York.

**Boat and Ship Spikes.**

Salem Nail Co., New York.

**Bolt and Screw Cases.**

American Bolt & Screw Case Co., Dayton, O.  
J. D. Warren Mfg. Co., Chicago.

**Bolts, Expansive, etc.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.  
Columbus Bolt Works, Columbus, O.  
D. C. Seaman & Co., Philadelphia.

**Box Catches, Fancy.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Box and Chest Corners.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Box Hasps and Hinges.**

Cary Mfg. Co., New York.

**Box Openers.**

Smith & Hemenway Co., New York.

**Box Straps.**

Cary Mfg. Co., New York.

**Braces, Carpenters'.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Brackets, Shelf.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Brass and Composition Castings.**

Magnolia Metal Co., New York.

**Bridge Rods.**

Columbus Bolt Works, Columbus, O.

**Builders' Hardware.**

Allerton Clarke Co., New York.  
John H. Graham & Co., New York.  
Hobart B. Ives & Co., New Haven, Conn.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Bungs.**

John Sommer's Son, Newark, N. J.

**Butcher Knives, Tools and Steels.**

John Chatillon & Sons, New York.  
Silver Mfg. Co., Salem, Ohio.  
Smith & Hemenway Co., New York.

**Butts, Door.**

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Butts, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Calipers.**

Alfred Field & Co., New York.

**Can Openers.**

John H. Graham & Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Car Sealers.**

Charles Morrill, New York.

**Carpenters' Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Carriage Makers' Tools.**

Silver Mfg. Co., Salem, Ohio.

**Carriers, Hay.**

F. E. Myers & Bro., Ashland, Ohio.

**Casters, Bed and Plate.**

Allerton-Clarke Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Standard Caster & Wheel Co., New York, N. Y.

**Caulking Mallets.**

N. Y. Mallet & Handle Works, New York, N. Y.

**Cement, Rubber and Leather.**

Tower & Lyon, New York.

**Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Cow.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Sash.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Chain Blocks.**

Burr Mfg. Co., Cleveland, O.

**Chemicals.**

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

**Cherry Stoners.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Goodell & Co., Antrim, N. H.

**Chisels, Firmer.**

Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.

**Chucks.**

Geo. Burnham Co., Worcester, Mass.  
Doebler Mfg. Co., Middletown, Conn.  
North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Standard Tool Co., Cleveland, Ohio.

**Cleavers.**

John Chatillon & Sons, New York.  
Goodell Company, Antrim, N. H.  
Underhill, Clinch & Co., New York.

**Clippers, Horse and Barbers'.**

Allerton-Clarke Co., New York.  
American Shearer Mfg. Co., Nashua, N. H.  
Coates Clipper Mfg. Co., Worcester, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.

**Closet Pulls.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Clothes Racks.**

Rogers & Son, Kendallville, Ind.

**Coal Screens.**

Gilbert & Bennett Mfg. Co., New York, Chicago.

**Coat, Hat and Ceiling Hooks.**

Atlas Mfg. Co., New Haven, Conn.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.  
Wire Goods Co., Worcester, Mass.



**Colors.**

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

**Coopers' Tools.**

G W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Copper, Sheet.**

Bruce & Cook, New York.

**Copper Cut Nails.**

Salem Nail Co., New York.

**Cordage and Twines.**

Sameon Cordage Works, Boston.

**Cork Pullers.**

Arcade Mfg. Co., Freeport, Ill.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Erie Specialty Co., Erie, Pa.

**Corkscrews.**

Alfred Field & Co., New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Williamson W. N. Co., Newark, N. J.

**Counterfeit Detectors.**

Pelouze Scale & Mfg. Co., Chicago.

**Countersinks.**

C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Cover Lifters, Stove.**

Troy Nickel Works, Albany, N. Y.

**Crayons.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Curled Hair.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Curry Combs.**

W. & E. T. Fitch Co., New Haven, Conn.  
John H. Graham & Co., New York.  
New York Stamping Co., Brooklyn, N. Y.

**Cutlery, Table.**

American Cutlery Co., Chicago, Ill.  
Alfred Field & Co., New York.  
Goodell Co., Antrim, N. H.  
Jos. Rodgers & Sons, Sheffield, England.  
E. H. H. Smith, New York, N. Y.

**Cutlery Specialties.**

Smith & Hemenway Co., New York.

**Cutters, Fodder.**

Silver Mfg. Co., Salem, Ohio.

**Cutters, Rod.**

Chandler & Farquhar, Boston.

**Cutting Pliers.**

Cronk Hanger Co., Elmira, N. Y.  
Charles Morrill, New York.

**Dampers, Stove.**

Arcade Mfg. Co., Freeport, Ill.

**Dictionary, Webster's Internat'l**

G. & C. Merriam Co., Springfield, Mass.

**Discount Books.**

Hardware Publishing Co., New York.

**Dog Collars and Muzzles.**

Alfred Field & Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Door Checks and Springs.**

Jos. Bardsley, New York.  
Ogden Mfg. Co., Newark, N. J.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Door Springs.**

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.  
Sargent & Co., New York.

**Drawing Instruments.**

Keuffel & Esser Co., New York.

**Drawing Knives.**

Tower & Lyon, New York.

**Drills, Bench.**

Geo. Barnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)

**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.

**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dumb Waiters.**

Kimball Bros., Council Bluffs, Iowa.

**Electric Bells and Supplies.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Electrotypers.**

A. Mugford, Hartford, Conn., and New York.

**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Enameled Door and Number Plates.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Enameline.**

J. L. Prescott & Co., New York.

**Enamelers.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Engravers, Wood and Photo.**

A. Mugford, Hartford, Conn., and New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fences, Wire and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.  
Ellis & Helfenberger, Indianapolis, Ind.  
Jones National Fence Co., Columbus, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Files.**

Arcade File Works, Anderson, Ind.  
G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Filters.**

T. Linke & Co., New York, N. Y.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Hartley & Graham, New York.  
Remington Arms Co., New York.

**Fishing Tackle.**

Enterprise Mfg. Co., Akron, O.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flour Sifters.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fly Traps.**

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Chas. D. Brown, New York.  
Sargent & Co., New York, and New Haven, Conn.

**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**

Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Motors.**

Lowell Model Works, Lowell, Mass.

**Gasoline Stoves.**

Sun Vapor Stove Mfg. Co., Detroit, Mich.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

John Byrnes, New York.  
Smith & Hemenway Co., New York  
F. K. Woodward, New York.

**Glue.**

Baeder, Adamson & Co., New York  
Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

H. S. Earle, Detroit, Mich.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.  
Tower & Lyon, New York.

**Gun Implements.**

Hartley & Graham, New York.  
Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
P. J. Conroy, Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.  
Russell & Erwin Mfg. Co., New York.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joint and Wall.**

Van Dorn Iron Works Co., Cleveland, Ohio.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

Allerton-Clarke Co., New York.  
John H. Graham & Co., New York.  
Robert Murray, New York.  
Russell & Erwin Mfg. Co., New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**

Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.  
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Hoisting Machinery.**

Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.

**Hones, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Hooks.**

Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**

Ansable Horse Nail Co., New York.  
Capwell Horse Nail Co., Hartford, Conn.

**Horse Rasps.**

Arcade File Works, New York and Chicago  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose Menders.**

John H. Graham & Co., New York.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

Boston Belting Co., Boston, Mass.  
F. E. Myers & Bro., Ashland, Ohio.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Chisels.**

Iowa Farming Tool Co., Ft. Madison, Iowa.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Iron.**

Bruce & Cook, New York.

**Iron Fences.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Bicycle Step Ladder Co., Chicago.  
Lane Bros. Co., Poughkeepsie, N. Y.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Mowers.**

Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

Underhill, Clinch & Co., New York.

**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger & Co., Boston, Mass.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Allerton-Clarke Co., New York.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Luminous Baits.**

Enterprise Mfg. Co., Akron, O.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.  
Columbus Bolt Works, Columbus, O.

**Office Railings.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stones.**

Pike Mfg. Co., Pike Station, N. H., and New York.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Allerton-Clarke Co., New York.  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
Chilton Paint Co., New York.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Photo-Engraving.**

A. Mugford, Hartford, Conn., and New York.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Pliers, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery.**

American Cutlery Co., Chicago.  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.

**Polish, Stove.**

Aluminine Paint & Polish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.

**Post Hole Diggers.**

John H. Graham & Co., New York.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

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F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Brass and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Ries.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Straps.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

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Baldwin Refrigerator Co., Burlington, Vt.

**Refrigerator Door Fasteners.**

P. J. Conroy, Philadelphia.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.  
Novelty Mfg. Co., Jackson, Mich.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Nails.**

Salem Nail Co., New York.

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Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

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Standard Paint Co., New York.

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Stanley Rule and Level Co., New York.

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Baejer, Adamson & Co., New York, Philadelphia, Boston and Chicago.

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Gilbert & Bennett Mfg. Co., New York and Chicago.

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Youngstown Specialty Mfg. Co., Youngstown, O.

**Sap Fall Covers.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

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W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.

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Sargent & Co., New York.

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port, Conn.

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nati, Ohio.

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nati, Ohio.

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cinnati, Ohio.

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Champion Safety Lock Co.....	49		<b>H</b>			Ogden Mfg. Co.....	45		Underhill, Clinch & Co.....	3	
Chandler & Farquhar.....	47		Hanson & Van Winkle Co.....	2		Osborn (J. K.) Mfg. Co.....	39		Underhill, Clinch & Co.....	11	
Chatillon (John) & Sons.....	4		Hardware Price Books.....	*		<b>P</b>			Union Hardware Co.....	10	
Chatillon (John) & Sons.....	6		Hardwaremen's Exchange.....	50		Payson Mfg. Co.....	2		U. S. Mailing and Advertising Co.....	45	
Chicago Solar Light Co.....	45		Harrington & Richardson Arms Co.....	11		Pelouze Scale & Mfg. Co.....	11		Utica Drop Forge & Tool Co.....	17	
Clark & Cowles.....	5		Harrison Bros. & Co., Inc.....	18		Peoria Vapor Lamp Co.....	45		<b>V</b>		
Clark Mfg. Co.....	17		Hawkins Co.....	1		Peters Cartridge Co.....	2		Van Dorn Iron Works.....	50	
Cleveland Stone Co.....	7		Hayes File Co.....	50		Phillips (A. J.) Co.....	9		Voigt, Starr & Co.....	5	
Cleveland Twist Drill Co.....	68		Heinisch's (R.) Sons Co.....	5		Plume & Atwood Mfg. Co.....	16		<b>W</b>		
Clinton Wire Cloth Co.....	67		Henley, M. C.....	38B		Portland Ladder Co.....	10		Warren (J. D.) Mfg. Co.....	11	
Coates Clipper Mfg. Co.....	11		Hoffman, Geo. W.....	68		Prentiss Clock Improvement Co.....	*		Washburne (E. G.) & Co.....	67	
Coes Wrench Co.....	7		Holmes & Edwards Silver Co.....	52		Prescott (J. L.) & Co.....	1		Williamson W. N. Co.....	7	
Columbus Bolt Works.....	66		Horton Mfg. Co.....	15		Pugh, Job T.....	17		Wilmoth & Hobbs Mfg. Co.....	15	
Commercial Oil Co.....	45		Howard Iron Works.....	10		<b>R</b>			Woodman (R.) Mfg. & Supply Co.....	10	
Compound Specialty Co.....	15		Hurst (H. L.) Mfg. Co.....	52		Rapid Rifle Co.....	4		Woods-Bacon Co.....	45	
Connors (Wm.) Paint Mfg. Co.....	67		<b>I</b>			Reading Hardware Co.....	11		<b>Y</b>		
<b>* Appear every other issue.</b>			Iowa Farming Tool Co.....	47		Reese (S. W.) & Co.....	2		Youngstown Specialty Mfg. Co.....	60	
			Ives (H. B.) Co.....	1		Remington Arms Co.....	*				

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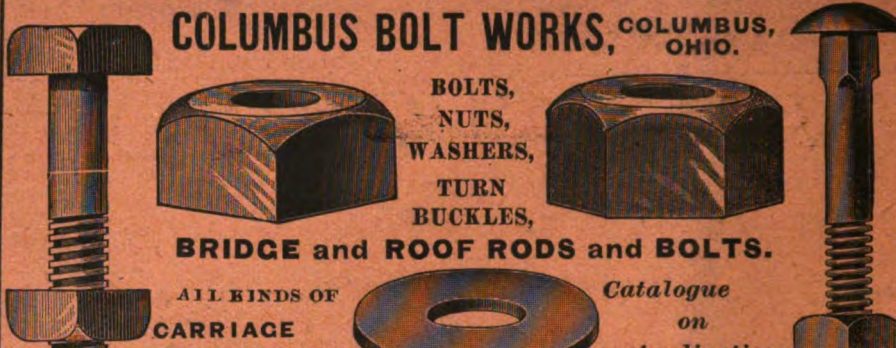
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VOL. XXII No. 10.

New York, February 25, 1901.

\$1 00 A YEAR

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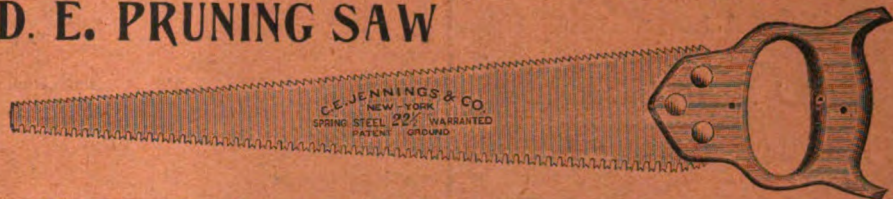


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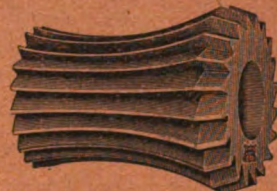


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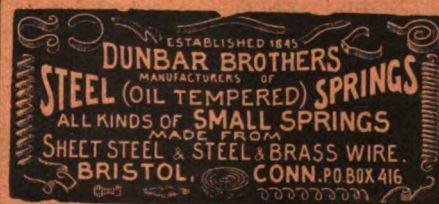


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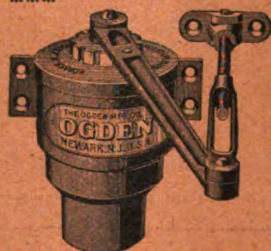


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For 40 years the favorite  
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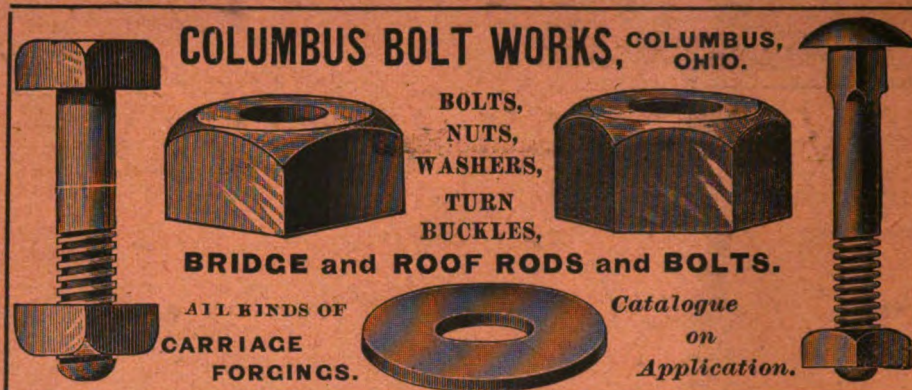
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to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

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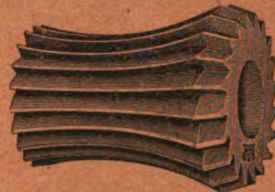


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Best Anti-friction Metal for all Machinery Bearings.



Fac-Simile of Bar.  
Beware of  
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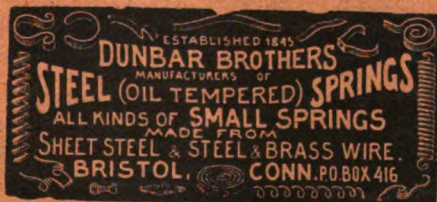
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## WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 45.



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Lightest and  
Strongest Made.  
For 40 years the favorite  
wherever used. Send for  
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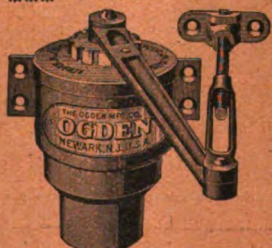


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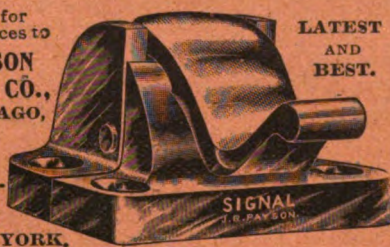
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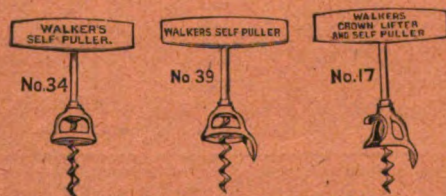
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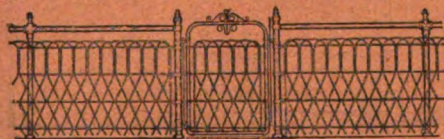
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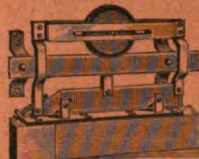
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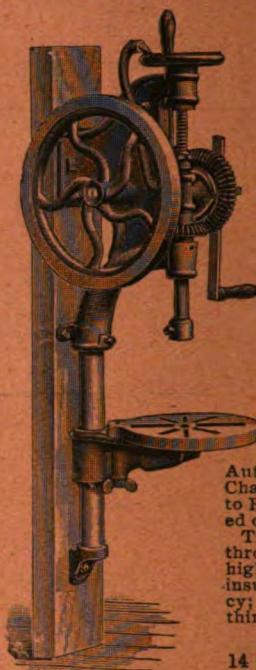
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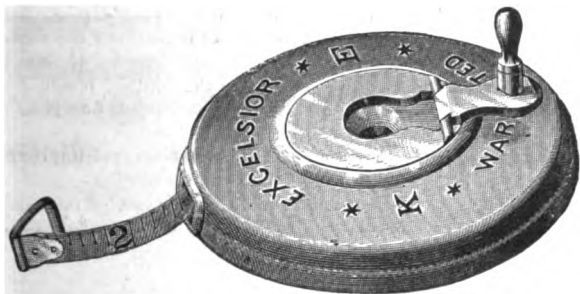
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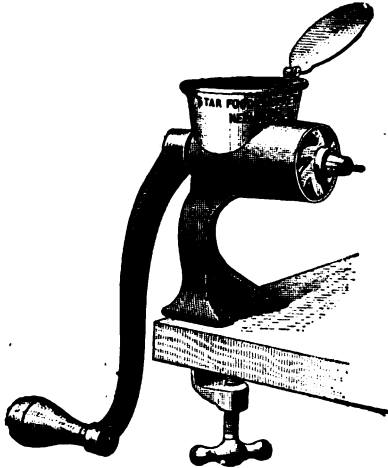
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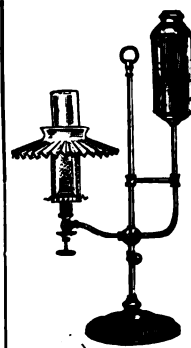
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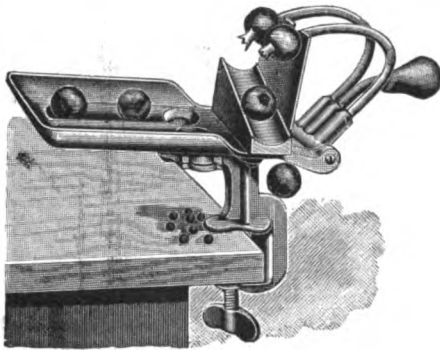
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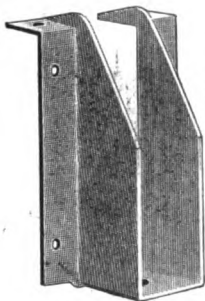


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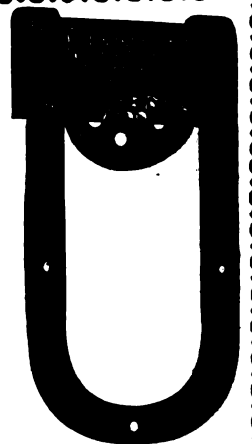
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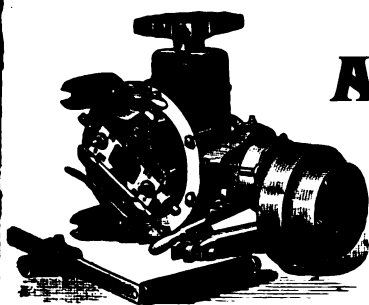
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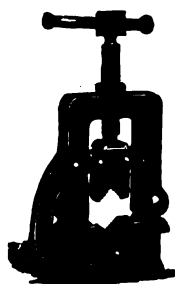
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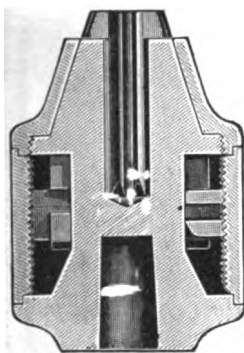
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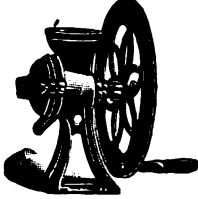


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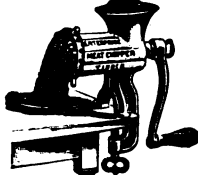
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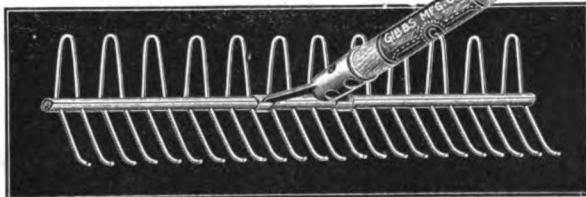
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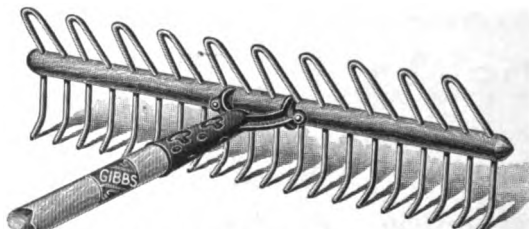
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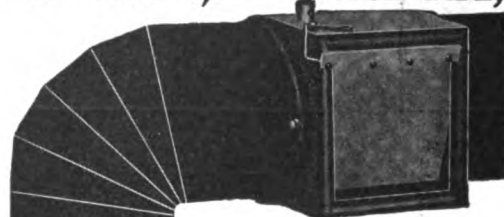
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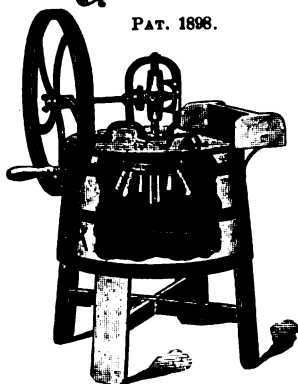
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- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
- 5.—The lid on tub closes tight, no escape of steam.
- 6.—Has a solid wringer box with iron brackets.

Manufactured by **H. F. BRAMMER MFG. CO.,**  
 DAVENPORT, IOWA.



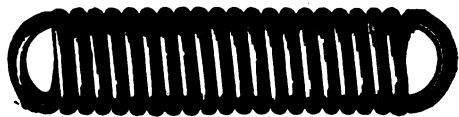
**AMES SWORD CO.,**  
 CHICOPEE, MASS.

MANUFACTURERS OF

**Patent Perfection**  
**Padlocks.**

All sizes,  $\frac{1}{2}$  in. to  $2\frac{1}{2}$  ins. Send for Catalogue.

We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression.  
 These Springs are all oiltempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



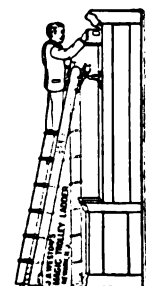
**JOHN CHATILLON & SONS,**  
 85 to 98 Cliff St. and No. 18 Jacob St.,  
 Established 1835. New York City.

**LEATHER BELTING**

**W. J. SCHAEFER & CO.,**  
 33 Barclay St.,  
 NEW YORK.

**J. A. WESTON'S**  
**STORE LADDER SERVICE.**

*Special Features, Smaller Space,  
 Bear More Weight,  
 Last More Years than all others.*



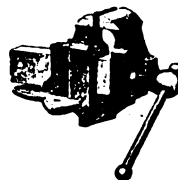
The trolley guide wheels at the top allow the ladder to be used at any desired angle. These ladders run on noiseless ball bearing rubber covered rolls that do not require any track on the floor.  
 Made of White Ash, finished light.

**LADDERS,**  
**DERRICKS**  
**AND**  
**FLAG POLES.**

**Portland Ladder Co.** Manufacturers of all kinds of LADDERS.  
 28 Place St., NEWARK, N. J.

**Howard Iron Works,**  
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Manufacturers of



**BENCH**  
**VICES.**

Price Lists Sent on Application.

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**CASTERS.**  
 Samples and Catalog free.  
**Standard Caster & Wheel Co.**  
 314-323 E. 23d St., New York



**SALEM NAIL CO.,**  
 CUT AND WIRE STEEL NAILS

also Headquarters for Galvanized and Tinned Nails, Boat Nails, Spikes, Round Iron Rods, etc.

**Slatting and Roofing Nails, Slaters' Tools.**

Copper Nails and Tacks.

279 PEARL ST., NEW YORK.



ESTABLISHED 1872.

**The E. Woodman**  
**Mfg. & Supply Co.**

Manufacturers  
 And Dealers in

**Railway and Mill**

**Supplies.**

Send for Catalog.

63 Oliver St., Boston, Mass., U. S. A.



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**That's Why**

Advertisers get results.



ARTISTIC BRONZE GOODS.  
 "VASSAR" CYLINDER  
 LOCKS.  
 FINE BIT-KEY DOOR LOCKS.

Reading . . .  
 Hardware Co.,

New York.  
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. . . READING, PA.

SOREEN HARDWARE,  
 WROUGHT BUTTS,  
 WROUGHT CABINET BUTTS,  
 BRONZE CABINET TRIM,  
 ETC.



COATES CLIPPER MFG. CO.

Worcester, Mass., U. S. A.

MAKERS OF

**Hair Clippers**

ALL KINDS UNDER THE  
 COATES PATENTS.  
 Power Clippers, both hand & mechanical.  
 Anti-Friction Horse Clippers.  
 Barbers Adjustable,  
 The best made

—SEND FOR CATALOGUE.—

**The DANDY SINK CLEANER**

. . . A perfect and complete



Household  
 Specialty.

A Sink Cleaner  
 and Shovel  
 Combined.  
 Tidy housekeepers  
 will throw away the  
 dirty sink broom  
 and buy the Dandy  
 Sink Cleaner or  
 Sift.

TRY IT AND BE  
 CONVINCED

For sale by all Wholesale Hardware Dealers, and  
 by the patentee and manufacturer.

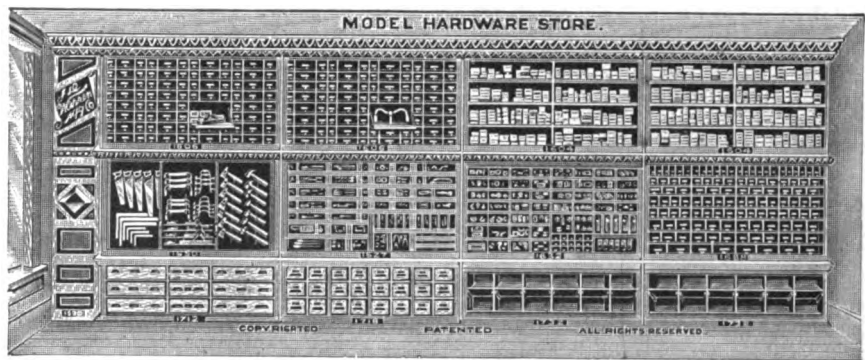
John W. Sudlow, 986 HALSEY STREET,  
 BROOKLYN, N. Y.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co.,  
 Newark, N. J. [Corkscrews]: To present  
 new goods to the trade we consider  
 HARDWARE one of the best mediums  
 known.

**MAKE YOUR STOCK SELL ITSELF.**

WRITE AND  
 ASK HOW.



BECAUSE WE MADE IT SO.

EXPERT DESIGNERS OF HARDWARE SHELVING.

Room: Dept. D,  
 Rooms, 502-508 Masonic Temple.

J. D. WARREN MFG. CO., CHICAGO, U. S. A.

**TRAP SHOOTING**



**Remington  
 HAMMERLESS  
 GUNS**

A CATALOGUE WILL BE  
 SENT ON APPLICATION



**Remington Arms Co. ILION NEW YORK**  
 Agencies  
 313 Broadway - New York - 425 Market St. - San Francisco

**UNDERHILL, CLINCH & CO.,**

GENERAL HARDWARE,

94 and 96 Chambers Street, - NEW YORK.

**Steel Snow Shovels,  
 Wooden Snow Shovels,  
 Side Walk Chisels.**

**H. & R. Arms Co.'s  
 HAMMERLESS  
 REVOLVER**

An ABSOLUTELY SAFE Arm,  
 Superior in Style to any on  
 the market.

It is now fitted with  
**INDEPENDENT  
 CYLINDER STOP.**

For sale by the leading dealers in Firearms, Hardware and Sporting Goods.

SEND FOR COMPLETE ILLUSTRATED CATALOGUE.

**HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass., U.S.A.**



Automatic  
 Shell  
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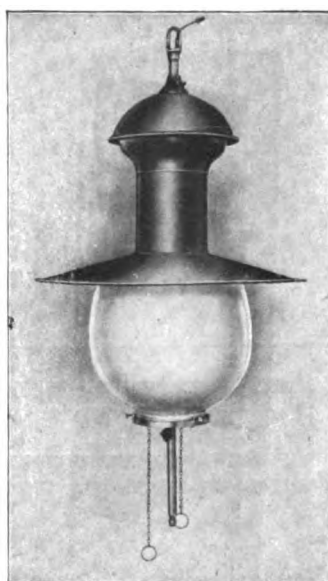
NOW IS THE TIME  
TO APPLY FOR  
THE

# Agency of the Doran Lighting System

USED FOR INTERIOR AND STREET LIGHTING.

Remember the **FIRST** in the Field will reap the harvest. Our improved Doran Lamp is the height of perfection in Hydro Carbon lamps. **DON'T** confound this with the common 100 candle power gasoline lamp. We have something entirely new, pronounced by **ALL** who have seen it the **BEST** thing they ever saw.

We are appointing agents now for every town and city in the U. S. It will be profitable to you because we have *positively* the best system of lighting ever invented. It has absolutely *no faults*. Every lamp guaranteed to be perfect and give satisfaction when received. As to our responsibility we refer to any bank or mercantile agency in Chicago



## A Few of its Good Points :

- 1250 Candle Power.
- No fount to fill and break mantles.
- No shadow below, light all around.
- Turned up and down instantly with a chain.
- Simplicity. (It will surprise you.)
- Practically Noiseless.
- Handsome, looks exactly like the best electric arc lamp.
- Last, but not least, the cheapest system on the market, both in first cost and in operation, which is 1-6 of any other light of its power.

EVERY LAMP SOLD SELLS ANOTHER.

## ACORN BRASS WORKS...CHICAGO

19 H JEFFERSON STREET.

Special Notice:—All infringements on this patent will be prosecuted to the full extent of the law. *Exclusive territory will be granted.*

**THE** steel clad champions of long ago were the Hardware Dealers' best friends.

To-day the steel clad **CHAMPIONS** are the dealer's best friends, because every **RANGE** sold means a satisfied customer who will come again, since Champion Ranges do all the work of any high grade range with  $\frac{1}{2}$  less fuel. The double flue hot blast does it. It is the nearest approach to perfect combustion yet known. Our catalogue explains it all. Ask for it.

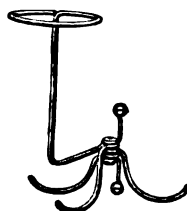
L.W. RINEAR CLEVELAND

## CHAMPION STEEL RANGE CO.

CLEVELAND, O., U. S. A.

## The B.-R. Spring .. Wire Novelties.

A High Grade Line of Quick-Selling Specialties, Carefully Constructed from First Class Material. Highly Finished.



HAT & COAT RACK.  
PRICE 15C.



TOWEL RACK.  
PRICE, 15C.

CARPET WHIP.  
PRICE, 10C.



A Good Margin  
of Profit.

Send for Catalogue and Prices.



BROOM HOLDER.  
PRICE, 5C.

## The Beckley-Ralston Co.,

180 LAKE STREET, - - CHICAGO.

# The Eclipse Cleanable.

(Made in Burlington, Vermont.)

The only removable ice chamber refrigerator that introduces cold dry air at the bottom of provision room, getting it under and between the food and forcing the warm, moisture-laden atmosphere upwards and away to the ice, the great condenser and purifier. This is positive circulation.

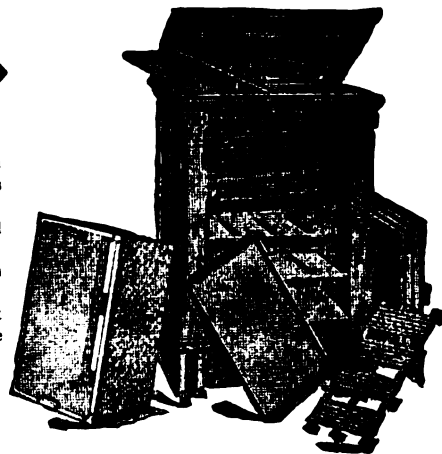
It is original and has no imitator or competitor. It is a success, and the dealer who wishes to build up a permanent trade in refrigerators can do it with the *Eclipse Cleanable*.

The people like it. It does good work economically, and is attractive in appearance. Made in plain and ornamental finishes. Every one sold is a standing advertisement.

We want your trade. Let us send you a couple of samples and we will get it. We have the utmost confidence in what we are offering you. There is money in it for you and ourselves. Our interests are mutual.

1901 CATALOGUE NOW READY.

**Eclipse Refrigerator Works, . . Burlington, Vermont.**



## How to arrange Bolts and Screws TO PREVENT THEIR BECOMING MIXED



USE OUR CASES.

Sold by all the leading jobbers in Hardware.

Ask us for catalogue and price list.

**AMERICAN BOLT & SCREW CASE CO.,  
DAYTON, O.**

Established  
1836.

## ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

**HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.**

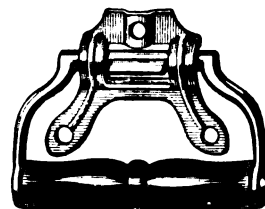
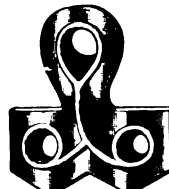
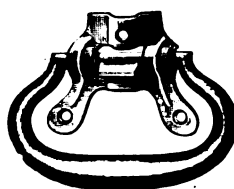
Sole Agents for

JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.  
PEUGEOT FRERES,  
COATES CLIPPER MFG. CO.  
ELEY BROS., LIMITED,  
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ISAAC GREAVES,  
W. K. & C. PEACE,  
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HORSE AND TOILET CLIPPERS,  
CAPS, WADS, CARTRIDGE CASES, ETC.  
FINE FRENCH PLYERS AND OTHER SMALL TOOLS.  
SHEEP AND GARDEN SHEARS.  
GRASS HOOKS, SCYTHES AND STRAW KNIVES.  
GRASS HOOKS, SICKLES, ETC.  
PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

Proprietors of the following brands of Cutlery.

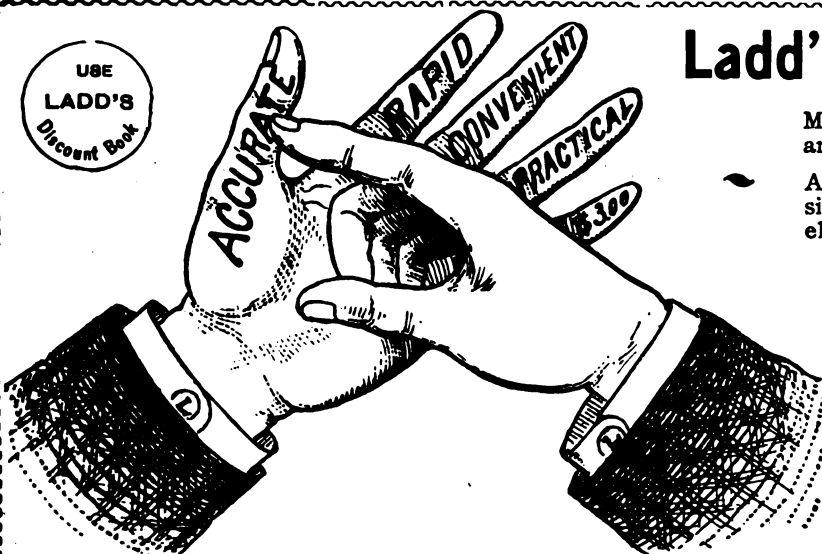
ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.



## MALLEABLE TINNED HANDLES AND EARS

Many kinds and sizes always in stock. Special kinds to order. Send for Catalog.

**BERGER BROS. CO.,** 231 and 237 Arch St.,  
... PHILADELPHIA



## Ladd's Discount Book ...

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

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Sent post-paid on receipt of price by \_\_\_\_\_

**HARDWARE PUBLISHING CO.,**  
275 Broadway, New York.



# ALASKA

## Stove Hardware.

SEND FOR CATALOG.



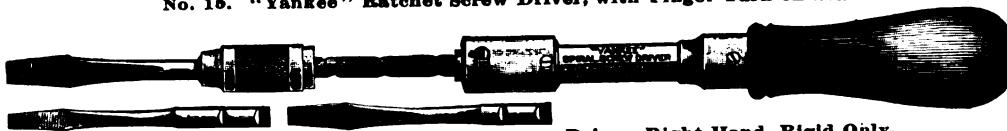
These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

Made only by **TROY NICKEL WORKS, Albany, N. Y.**

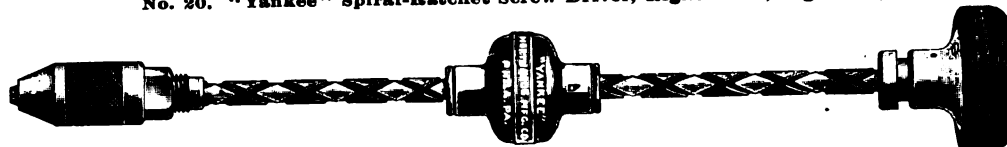
All our line is marked **ALASKA**. None other Genuine.



No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



No. 20. "Yankee" spiral-Ratchet Screw Driver, Right Hand, Rigid Only.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, Etc.

SOME OF THE  
NEWER

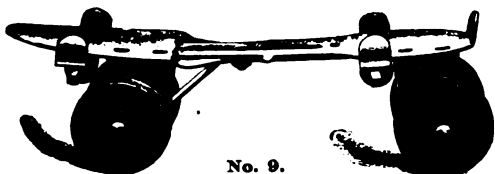
### "YANKEE" TOOLS.

ASK YOUR JOBBER  
ABOUT THEM.

**North Bros. Mfg. Co.**  
Philadelphia, Pa.

N. Y. AGENTS:  
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113 CHAMBERS ST.

## ROLLER SKATES.



No. 9.

## A Full Line for SIDEWALK AND RINK.

Send for Catalogue.

**Union Hardware Co.,**  
TORRINGTON, CONN.

N. Y. Office in charge of **TOWER & LYON**,  
96 Chambers St., New York.

## Trimo Giant



**This Chain Pipe Wrench**  
has interchangeable jaws. Improved method of  
holding and releasing chain. No locking. Send for  
catalog.

**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**



## Remember

When ready to place your order for perfect working  
and economical line of

**Blue Flame Wick and Wickless Oil Cook Stoves and Ranges,  
Gasoline Vapor and Evaporating Stoves and Ranges or  
Gas Ranges, Stoves, Cookers, etc., etc.,**

that the **DANGLER** lines are to-day the most popular  
in the market.

FOR FURTHER INFORMATION SEND FOR CATALOGS, ETC.

**THE DANGLER STOVE & MFG. CO.**

CLEVELAND, OHIO, U. S. A.

# NEVER RUST

**D**OES just what its name implies. It protects all kinds of Machinery and Metals against decay and rust. It is easy to apply, and just as easy to remove. It never becomes rancid, nor will it get hard. ❖ ❖ ❖ ❖ ❖ ❖

SAMPLE UPON  
REQUEST.

COUPOND SPECIALTY CO.

SOLE AGENTS

**GEO. BORGFELDT & CO.,**  
48 WEST 4th STREET,  
NEW YORK CITY.  
Dept. Sch.

AGENTS WANTED ALL

OVER THE COUNTRY.

## The Horton Rotary Washer

Has proven to be  
decidedly popular.

### WHY?

Because it is the up-to-date Washing Machine.

Because it sells readily and stays sold, and makes money and friends for the dealer.

Give it a trial, and we will guarantee the rest.

Catalogue and prices  
on application.

**Horton Mfg. Co.**  
FORT WAYNE, IND.

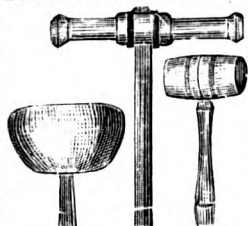


## WE ARE THE INVENTORS OF THE CAULKING MALLET

NOW USED IN ALL THE SHIP YARDS  
OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

**N. Y. MALLET & HANDLE WORKS,**  
Established 1845  
454 E. HOUSTON ST., NEW YORK, U. S. A.



### "USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.

## SOMETHING NEW.

BARNES' PATENT

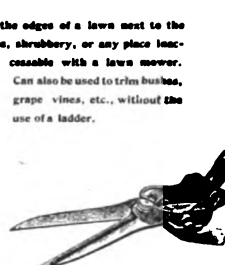
## Lawn and Vine Trimmer

(BARNES' PATENTS.)

Unexcelled for trimming the edges of a lawn next to the fence or curbing, around trees, shrubbery, or any place inaccessible with a lawn mower. Can also be used to trim bushes, grape vines, etc., without the use of a ladder.



This man uses a Canton Trimmer and does not suffer from backache.



SIMPLE,  
PRACTICAL,  
DURABLE  
AND  
INEXPENSIVE.

MADE FROM  
FIRST-  
CLASS  
MATERIALS  
AND  
IN FIRST-CLASS MANNER.

A FINELY TRIMMED  
LAWN,  
EVERYONE'S  
PRIDE.



This man uses a Sheep Shears and has all kinds of aches.

Ask your Jobbers for prices, if they do  
not handle them write  
direct to us.

**E. H. ERK HARDWARE SPECIALTY CO.,**  
RICHMOND, IND.

## EMPIRE DOOR HOLDER

Operated by a light pressure of the toe. No bending over. The Rubber Tip and Spring Action make it particularly desirable for use on carpet, polished wood or tiled floor.

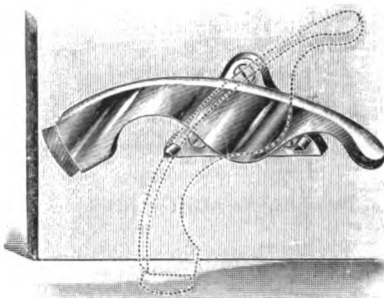
Sold by all the Leading Jobbers.

Manufactured by

**CALDWELL MFG. COMPANY**

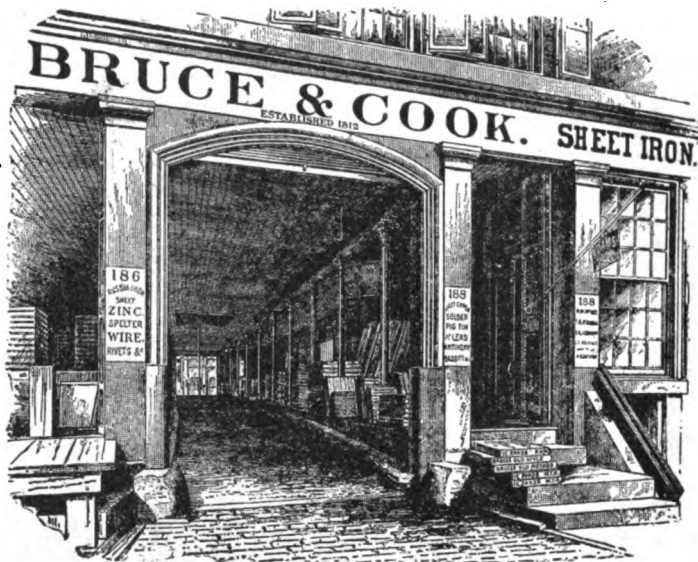
No. 4 JONES STREET,  
ROCHESTER, N. Y., U. S. A.

Drawer 1022.



## BRUCE & COOK, TIN PLATES AND METALS, 186, 188 and 190 WATER STREET, 248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Snaes.  
Dampers.  
Eave Trough Leadcd.  
Eave Trough Galvan'd.  
Eave Trough Mitres.  
Eave Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

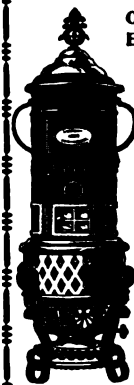
Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Ears.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Ears.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosl.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinners' Machines.  
Tinners' Tools.  
Ventilators--Globe.  
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Wire--Bright.  
Wire--Coppered.  
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Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

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## Have You Tried a Banner Oil Heater For That Cold Room of Yours?



Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

**\$5**

The Plume & Atwood Mfg. Co.

NEW YORK CHICAGO

Factories, . . . . . Waterbury and Thomaston, Conn

## Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

42 Lincoln St. BOSTON.



WRITE US FOR PRICES.



WIRE FENCING,  
COILED SPRING WIRE,  
SMOOTH, SOFT GALVANIZED WIRE,  
BARB WIRE and STAPLES,  
PLAIN and ORNAMENTAL STEEL GATES.  
Lowest Prices. Quality Guaranteed. Prompt Shipments.

THE FROST WIRE FENCE COMPANY,  
Cleveland, O.





IN the Spring a young man's thoughts slightly change to thoughts of

### PRUNING.

It is absolutely necessary that he have a good pruning shear. The GREEN BOOK contains them, all grades, all kinds. Consult it before buying. . . .

**SMITH & HEMENWAY CO.,**  
**UTICA DROP FORGE & TOOL CO.,**  
**THOMSON BROS. & CO.,**  
 226 Broadway, New York.

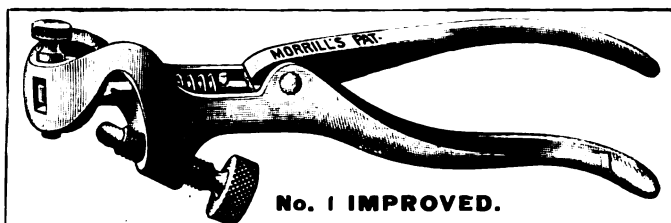
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue.

**CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.



### HARNESS PREPARATIONS

FRANK MILLER'S  
 Harness Dressing

RECOGNIZED AS  
 "The Standard."

Produces a brilliant jet-black gloss, which will not peel or smut, and to which dirt will not stick.



Frank Miller's  
 Harness Soap.

Unrivalled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

### FRANK MILLER'S HARNESS OIL.

Preserves and softens the leather, thus adding life. The highest quality of oil on the market.

Manufactured by  
**THE FRANK MILLER CO.,**  
 349-351 West 26th St.,  
 NEW YORK.



ESTABLISHED 1774.

### HIGH GRADE AUGER BITS (BLACK TWIST)

**JOB T. PUGH, PHILADELPHIA.**

The . . .  
 "ORIGINAL  
 JENNINGS"  
 AUGERS and  
 AUGER BITS



Genuine have  
 "Russell Jennings"  
 stamped in full  
 on the Round of  
 each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.  
 The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

## THE CLARK MFG. CO., Buffalo, N. Y.

Manufacturers of

Lull & Porter, O. S.

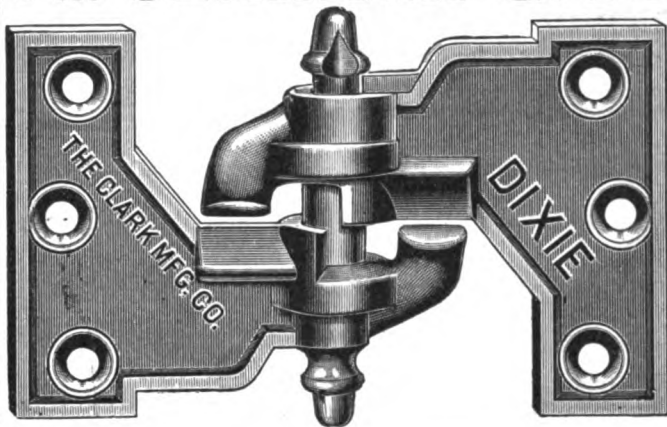
"DIXIE"

—AND—

"BUFFALO REVERSIBLE"  
 SHUTTER HINGES.

—AND—

CLARK'S SURFACE BLIND  
 HINGES, GATE HINGES,  
 SASH PULLEYS, SPRING  
 HINGES, CAST DOOR  
 BUTTS, STOVE PIPE  
 DAMPERS, ETC. . . .



### THE SUN

## Improved Odorless Gasoline Stoves

Ready to Light . . . .  
 the moment gasoline is turned on.

**POSITIVELY ODORLESS.**—No soot, smoke or dirt

**SAFE.**—The tank is out of sight and away from danger.

**SIMPLE.**—Burner has only three parts and it can't wear out.

**A WARMING CLOSET** which doesn't heat the house.

MADE IN TWELVE SIZES.

**The Sun Vapor Stove Mfg. Co.,**

29 East Atwater Street,  
 DETROIT, MICH.



**TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852**  
 Tools, Cutlery and Springs.



CREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE.

# PADLOCKS. . .

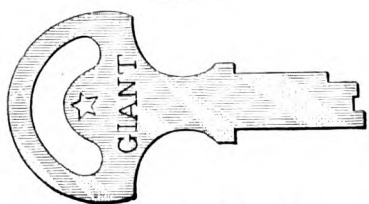


Smooth or  
Government  
Finish.

Furnished the U. S.  
Post Office De-  
partment for mail  
bags for nearly  
twenty years.

ALL  
PADLOCKS

made with four  
tumblers each.



WRITE FOR  
CATALOGUE.

**The Smith & Egge Mfg. Co.,**  
**BRIDGEPORT, CONN.**

# PAINTS PAINTS PAINTS PAINTS

THE KIND THAT ARE  
PROFITABLE:

"THE HARRISON."

ASK US ABOUT  
THEM.

PAINTS  
PAINTS  
PAINTS  
PAINTS  
PAINTS

**Harrison Bros. & Co., Inc.,**  
White Lead, Colors, Paints, Varnishes & Chemicals,  
Thirty-fifth and Grays Ferry Road.  
**PHILADELPHIA,**  
117 Fulton St. 27 Lake St.  
**NEW YORK, CHICAGO,**

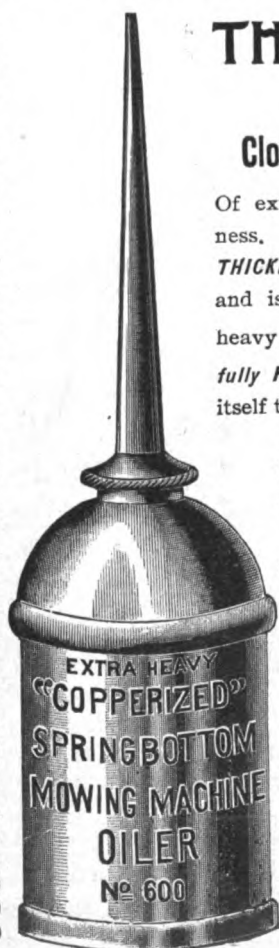
## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

Of extreme durability and springi-  
ness. The *CYLINDER* is of *DOUBLE*  
*THICKNESS* around the lower edge,  
and is drawn seamless from extra  
heavy "Swedoh" Steel, *Beauti-  
fully Finished* It readily commends  
itself to all *AGRICULTURAL* and *HARD-  
WARE DEALERS* on account of  
its *Elegance, Durability* and  
*Cheapness.*

Special price on large orders  
from the Jobbing Trade.



ORDER NOW FOR  
SPRING DELIVERY.

**The Wilmot & Hobbs**  
**Mfg. Co.,**

**BRIDGEPORT,**  
**CONN. . .**

**AN  
ALL-ROUND  
GOOD  
ROOFING  
IS**

## P & B RUBEROID

Ruberoid is just as effectual in  
Winter as in Summer. Cold does  
not harm it. Heat will not cause  
it to run, because there is no tar  
in it to melt.

Its great popularity is due to  
the fact that it "Stands up" under  
the most trying conditions and  
**NEVER VARIES IN QUALITY.**

**THE STANDARD PAINT COMPANY,**  
**NEW YORK.**

OFFICES:  
100 William St.

WAREHOUSES:  
81 John St.

# HARDWARE

J. C. McCarty & Co., 10 Warren Street, New York, are the sales agents of the Ohio Tool Co., Columbus, Ohio, and Auburn, N. Y. This company has recently issued an illustrated catalogue and price list for 1901, and its contents indicate most thoroughly how large and important a product is distributed by this well known plant, which has been in touch with the Hardware trade for so long a period. The dealer makes a mistake who doesn't send for one.

The numerous State conventions of Retail Dealers have kept quite a number of the traveling representatives of the leading manufacturers off the road on their regular circuits, enabling them to be present to represent their companies on these festive occasions. It is very enjoyable for "the boys" thus to keep in touch with the trade generally, and the factory salesmen have many good chances of steering trade to some favorite jobber who handles their line of goods exclusively for some particular city.

In our advertising columns under the head of "Agency Offered" an opportunity is given American manufacturers to secure the services of a representative in Berlin, who will travel throughout Germany representing their interests. Having resided in this country twenty-five years, his knowledge of American advantages amply qualifies him for this position.

The business of A. V. Taylor & Co., Cincinnati, Ohio, manufacturers of enameled letters and signs, has outgrown its present quarters and is now being moved to 1056 Central Avenue, where new quarters are being fitted up. They will also occupy the rear of the building 1058 Central Avenue. They are putting in several entirely new gas furnaces and when the new plant is ready for business, which will be in a very short time, their capacity will be greatly increased.

George William Hoffman, 295 East Washington Street, Indianapolis, Ind., the manufacturer of United States Infalible Metal Polish Paste and other similar specialties, which, through his judicious advertising have achieved a reputation truly national, reports a largely increasing circle of customers and an improved output of his wares, which, from the freedom with which the orders come in, he believes promises the most productive year since the establishment of his business.

Realizing the importance of an announcement of this character at this period of trade Association development, E. C. Atkins & Co., Indianapolis, Ind., desire the trade everywhere to understand the position they take on the question of supplying "Catalogue Houses" with such salable goods as their large plant is capable of turning out. They instruct us to place in their usual advertisement these lines: "HARDWAREMEN, REMEMBER that you don't find Atkins Saws in 'Catalogue House' catalogues. We don't sell them."

Beers & Mitchell, 98 Chambers Street, New York, have recently formed a partnership as manufacturers' agents and direct representatives to the jobbing trade, and will represent in the Southern States a number of important manufacturers to whom this connection will undoubtedly prove a valuable one. There are few men who have traveled

through the South more generally known or thoroughly appreciated than Henry H. Beers, the senior partner, he having had that section of the country for his traveling territory for more than a quarter of a century. The junior partner, Guy Mitchell, formerly of Atlanta, will be the resident representative, making a working concern that will achieve distinction. The firm will represent the following manufacturers: Schmachtenberg Bros., Hay-Budden Mfg. Co., R. Heinisch's Sons Co., William N. Merriam, Herrman Bros. & Co., the Atha Tool Co., Benj. Atha and Illingsworth Co., Atlas Shear Co., the Norton Tool Co., Baltimore Shovel Co., Oneida Community American Cutlery Co., Harding Edge Tool Works, Griffin Manufacturing Co.

The G. & J. Tire Co., Indianapolis, Ind., are sending to the trade an announcement to the effect that they now make 28x1 3-4-inch G. & J. tires for use on the 28x1 1-2—1 5-8-inch G. & J. rim. The 1 3-4-inch G. & J. tire formerly required a rim of special diameter.

This change will no doubt be welcomed by the entire trade, especially by manufacturers, as it will no longer be necessary to use special rims and special spokes for 1 3-4-inch tires.

For the present, the G. & J. Tire Co. explain, the new style, or size, will be shipped only when specially ordered. They will continue to carry a stock of tires suitable for the 1 3-4-inch rim that has been used in the past.

At a recent exhibition of arts and crafts held at Willenhall, England, some very interesting specimens of microscopic Hardware were shown. Among these was a complete set of implements—comprising anvil, vise, files, etc., used by the locksmiths of the district in the pursuit of their craft. All these little articles stood on the surface of a half dime. A tiny padlock and key were also exhibited. The manufacture of microscopic Hardware may be regarded by most of our readers as a useless expenditure of time and money, but there is a certain amount of training both of hands and brains in their construction which is invaluable. It would seem natural to suppose that a watchmaker should be capable of microscopic workmanship, but many may well say that the wielder of a heavy hammer is scarcely competent to operate with precision on miniature works of art. Yet one of the best tinsmiths I ever knew was capable of producing a tea-kettle with loose lid, beautifully shaped handle and spout (which would pour) out of a half dime. Ironmongers who wish their apprentices to become proficient in fine work should not discourage them in the practice of such efforts as the Willenhall locksmiths have been employing their spare time in.

The growth of Germany since the war with France is the most remarkable phenomenon of modern Europe. Since the treaty of peace was signed in 1871 Germany has not extended her territory by a single acre on the Continent of Europe (if we except the acquisition of Heligoland), but she has increased her population by 16,000,000. The Germans numbered 40,000,000 in 1871; they number 56,000,000 now, and yet, although there are so many more mouths to feed, the Germans are better fed, better clothed, and in every way more prosperous than they were then. This is attributed largely to the fact that for twenty years Germany devoted herself to improving the elementary education of her people.



# HARDWARE

VOL. XXII

FEBRUARY 25, 1901.

NO. 10

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

**Change of Date.**—It takes two weeks to change the date, after your subscription is renewed.

**Expiration of subscriptions.** The date on the wrapper indicates when your subscription expires.

**Change of Address.**—Always give both your old and your new address when you ask us to change your address.

**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

• **HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	President.
A. P. MITCHELL, . . .	Secretary and Treasurer.
HENRY HOPKINS, . . .	Editor.
A. E. BOLLES, . . .	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

February, among the retail houses in the country, is not usually regarded as being a very busy month as far as sales are concerned, and this has doubtless been one of the reasons why it has been selected by so many of the Retail Hardware Associations as the best month in the year in which to hold their regular conventions, get more thoroughly acquainted with their competitors in the neighboring towns, and canvass the methods by which goods may be purchased at closer margins of a jobbing profit and sold to the consumer at a rate varying according to the time he takes to pay up.

These rapidly multiplying associations are of greatly increasing importance to the industry, annual and semi-annual comparisons of views enabling the dealers to learn methods of transacting their business intelligently, economically and safely. By combination of their purchases in many cases, lower freights are obtainable, carloads being made up with orders to separate houses, which a few years ago would have been highly incensed to have any such mode of shipment adopted. It seems now to be an act of courtesy to be considered from such a money-saving standpoint, and the friction formerly so inseparable from the trade conditions of an active competition has worn away all unpleasantness and lack of harmony, and local trade has been greatly augmented by this more sensible policy.

No man in business at the present time, under Association influences, finds it profitable to make enemies of his competitors through such underhanded methods as results in senselessly cutting prices, which suicidal system was usually the first to be attempted before the com-

peting dealers were placed upon this higher association plane of trade morality, which is calculated to result in mutual commercial advancement.

At the Convention manufacturers are brought more closely in active friendliness to the genuine distributors of their varied products, a complaint is made and adjusted on the spot, face to face with the man who makes it, and not filtered through the several departments of a large establishment, meeting with objection and provoking acrimony at every step of the way. Those of the manufacturers who find it profitable to sell catalogue houses and department stores in States where such competition is considered fatal to general trade, are able to learn at once what the trade in that particular State thinks of them. A wise use of the power which such associations give these combinations of dealers cannot but prove of great advantage, increasing this desire for harmony throughout the industry so worthy of emulation, so provocative of good morals and proving the greatest factor in an ever-increasing general prosperity.

The orders taken during the month of February indicate a conservative buying, which will prove the steadiness which results in an increasing demand at a later date. Many of the retail dealers are either preparing to go to their State conventions, or are preparing some interesting points with which to enliven the discussions which form the commendable features of such a gathering. Consequently unless entirely out of stock, their wants do not appeal to them so greatly until after the delegate returns to his own establishment and finds a greater number of stock requirements staring him in the face.

There is an undercurrent of belief among many dealers that some slight concessions in prices of general Hardware may be discovered by the buyer who isn't in too much of a hurry. In this they may be disappointed, as the anticipations of a rapidly increasing trade for March have sent forward many large orders for goods needed for a Spring demand, which have kept the manufacturers reasonably busy and free from a wish to bid for less profitable transactions. However, this state of the market prevents any desire to indulge in orders of a speculative tendency, the facilities for increased production being too well known, and frequent orders are preferred under the circumstances, especially when they are filled without unreasonable delay.

The financial condition seems to be generally in a very satisfactory state. Money needed for trade transactions in its general movement is readily obtainable at moderate rates. Collections are reported as being extremely good in almost every direction. Business embarrassments are by no means numerous at this, the proper period of the year to become familiar with insolvent conditions should any present themselves. In fact, prosperity seems to promise a condition of comfort to all dealers alike, retail as well as wholesale.

## Our Commercial Growth.

The growing popularity of American products in those parts of the world in which all the manufacturing and exporting nations are making earnest endeavors to extend their commerce is illustrated by the figures of the Treasury Bureau of Statistics, showing the exports by grand divisions and countries in 1900 compared with 1890. These figures are published in the December number of the *Monthly Summary of Commerce and Finance*, and cover the calendar years

from 1890 to 1900. They show that our exports to Europe increased during that period from \$682,000,000 to \$1,116,000,000, or 63 per cent.; to North America, from \$95,000,000 to \$198,000,000, or 108 per cent.; to South America, from \$35,000,000 to \$41,000,000, or less than 20 per cent.; to Asia, from \$22,000,000 to \$58,000,000, or 163 per cent.; to Oceanica, from \$17,000,000 to \$40,000,000, or 132 per cent., and to Africa, from \$4,500,000 to \$23,000,000, or 416 per cent.

To South America the growth has been comparatively small, but to Asia, Oceanica and Africa the percentage of growth, it will be observed, has been phenomenally large, and in nearly every instance the gain has been greater than that of the other countries competing for that commerce.

A more detailed analysis, considering the exports country by country, also shows some interesting facts, and this is presented in the table which follows. The United Kingdom, which stood at the head of our list of customers in 1890, still maintains that position, but only shows an increase of less than 50 per cent., while Germany, whose commercial relations with the United States have been the subject of much discussion, shows an increase of more than 100 per cent., and an increase of over \$35,900,000 in the single year of 1900 compared with the preceding year. France, which stood third in the list of our customers in 1890, is now fifth; Canada, which was fourth on the list in 1890, has taken third rank, and the Netherlands, which were sixth in 1890, are now fourth in the list. To Hong Kong the exports of 1900 are double those of 1890; to British Australasia, two and one-half times as much; to China nearly three times as much, and to Japan more than five times as much as those of 1890, while to British Africa the figures of 1900 are six times as much as those of 1890.

The following table shows the exports from the United States by countries in 1890 and 1900, arranged in the order of magnitude:

Exported to—	1890.	1900.
United Kingdom .....	\$434,468,506	\$602,221,375
Germany .....	91,321,216	197,603,400
Canada .....	38,629,367	102,900,250
Netherlands .....	25,541,189	83,721,501
France .....	49,741,216	82,563,335
Belgium .....	27,779,096	46,929,953
Mexico .....	13,822,796	38,270,933
Italy .....	15,272,806	36,731,704
British Australasia.....	11,661,398	28,163,722
Cuba .....	13,329,493	26,934,524
Japan .....	5,072,038	26,492,111
China and Hong Kong....	9,686,248	20,459,385
British Africa .....	2,953,335	19,190,653
Denmark .....	4,825,351	15,499,371
Spain .....	12,471,516	15,200,917
Sweden and Norway.....	4,479,253	11,520,574
Brazil .....	12,902,356	11,516,681
Argentina .....	4,840,403	11,096,538
Russia in Europe.....	9,490,439	8,498,950
British West Indies.....	9,094,474	8,630,347
Austria-Hungary .....	1,171,603	7,667,019
Portugal .....	4,798,843	5,705,179
British East Indies.....	4,662,472	5,227,032
Chili .....	3,629,283	4,596,525
Hayti .....	5,907,514	3,720,279
Philippine Islands .....	153,904	3,523,146
Total, including other countries, not herein specified .....	\$857,502,548	\$1,477,949,170

### Farwell, Osmun, Kirk & Co.'s New Catalogue.

Farwell, Osmun, Kirk & Co., St. Paul, Minn., have recently issued and are now distributing to the trade their new illustrated and descriptive catalogue, covering the line of goods handled by this progressive house. The book is an ambitious publication, containing 1,311 pages, 12 1-2x10 inches in size, and weighs six pounds. The size, being somewhat lighter than some of the mammoth catalogues issued by other jobbing houses, makes it an extremely convenient one for purposes of reference. In many respects it shows considerable originality on the part of the compiler, as he has in several instances departed from the stereotyped method of compilation of a Hardware catalogue, and also in the manner in which it has been printed and bound. The compiler has endeavored to use reduced cuts whenever full-size cuts were not positively necessary, in order that convenience of reference may be assisted by avoiding the taking of an unnecessary amount of space for the sake of making a

larger volume than is essential. The result of this is, the catalogue contains a very large amount of matter, the object being to make it primarily from the retail merchant's standpoint. For this purpose no pains have been spared in the way of illustrations or descriptions or in giving size, weight of packages, and other useful information, which has a tendency to facilitate orders through the convenient jobber. One special feature of this catalogue is a handy compilation of the Western classification of articles in the Hardware line when required in less than carloads. This is arranged alphabetically, and bound in the back part of the book, so that a retailer, at a glance, can tell how the different articles in Hardware are classified as to freight. A number of tables of useful information will be found among its contents, useful for purposes of reference, in which tabular information may be found on the decay of building material, transverse strength of timber and cast iron, strength of cast iron columns, weight of dry pine lumber, weight of stone, weight of masonry, weight of marble slabs, weight of various materials, weight of floors and their load, strength of piers, estimate of materials, brick work, pointers on roofing, slating, capacity of boxes, nails required, contents of various receptacles, dimensions of various measures, tanks and contents, mathematical rules, weight and fuel value of wood, capacity of cisterns, various measures, lawful weight of a bushel in the various States, wire gauges, receipts for putty, removing rusty screws, preparing fence posts, gear equivalent for cyclists, table of transmission of power by wire, rope and by belting, contents of cylinders and pipes in cubic feet and gallons, interest laws of the United States, methods of detecting counterfeit money, postal regulations, value of American coins, war revenue law of 1898, documentary stamp taxes, short interest rules, table of weights per lineal foot, etc. It is provided with a serviceable index occupying 48 pages, which will give a pretty good idea of the large number of articles that are classified within the covers of this volume, and the immense stock this jobbing house finds it necessary to carry. It certainly is a noteworthy one for Northwest trade. In its plan of construction the catalogue is designed to inform the trade, not only of the goods carried by this house, but also to give as much useful information as can be conveniently furnished in such an important book.

### New York State Hardware Dealers' Association.

The New York State Hardware Dealers' Association met on February 6th, in the rooms of the Troy Club, Troy, a morning session being held at 10.30, J. W. Black, of the Burhans & Black Co., Syracuse, in the chair. This session was entirely devoted to executive business, in which matters were discussed pertaining to the trade. About thirty delegates were present, representing all the principal cities of the State. As is usual with the meetings of the Association, business was combined with pleasure. A banquet was given at 3 o'clock in the afternoon, at which Charles W. Tillinghast, of J. M. Warren & Co., Troy, was toastmaster, a number of impromptu toasts being given. The hosts of the entertainment were members of the firm of J. M. Warren & Co. and A. E. Bonesteel. The guests presents included Mayor Daniel D. Conway, Howard M. Davis and E. H. Brooks, of New York, representing the American Tin Plate Co.; T. James Fernley, secretary-treasurer of the National Hardware Association, George Reuter, of Woonsocket, R. I., representing the American Wringer Co.; Col. John Don, representing the Aird-Don Co.; Congressman William H. Draper, Superintendent of State Prisons C. P. Collins, and Peter McCarthy. The members of the Association who were present from out of the city were: Charles H. Turner, W. B. Wackerhagen, James K. Dunscomb, of Albany; Henry W. Millar, George S. Dana, J. R. Lewis, of Utica; J. W. Black, Joseph Born, of Syracuse; J. H. Underwood, of Binghamton; Captain Frederick Barker, Irving D. Booth, of Elmira; J. H. Boucher, S. J. Weaver, of Rochester; Hobart Weed, C. W. Wells, of Buffalo; Cyrus Straw, of Wilkesbarre, Pa.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION: In the course of my business I received from a man in payment for some goods a promissory note made by a third party. About a week later a fire occurred in the store, which destroyed most of my papers, among which was the note. The maker of the note refuses to pay it unless I produce it. Is there any way in which I can recover the amount of the note?

REPLY: You can recover the amount of the note if you can prove that you were the holder of it, and that it was destroyed, but you will be obliged to give a bond of indemnification to secure the maker of the note against any loss which he might sustain if the note should ever turn up. This requirement we deem reasonable under the circumstances as an evidence of good faith.

QUESTION: I am the owner of some property at Ruthersford, N. J., and I inadvertently paid the taxes on somebody's else property. I only discovered this error upon having my property advertised for sale for taxes. Have I any recourse against the man upon whose property I paid the taxes, or against the tax commissioners?

REPLY: We have made a very thorough search of the authorities and given the matter considerable attention, but are unable to find any theory upon which such a recovery would be permitted. The law is that if a party voluntarily pays the debt of another, he has no right of action against that other, or against him to whom he paid the money. We find, however, decisions in two jurisdictions which allow such a recovery, in Iowa and Missouri, in the cases of Goodnow vs. Litchfield, 63 Iowa 282; Goodnow vs. Oakley, 68 Iowa 25, and The Union R. & T. Co. vs. Skinner, 9 Missouri Appeals 189. On the contrary, we find a decision in the case of Carr vs. Stewart 58 Indiana 81, which sustains our opinion, and whatever the moral obligations may be, we believe this case to be right on legal principles and the prevailing rule in this country.

QUESTION: A short time ago I had occasion to travel from New Orleans to New York by railroad. I checked my trunk through, and when it arrived its contents were badly damaged. I am anxious to recover for the loss sustained by me, but as the trunk has passed over five or six different railroads, and I do not know where the damage occurred, I am uncertain as to whom I can hold liable.

REPLY: Under such circumstances, where the baggage has passed over several different roads on any one of which the damage might have happened, and you have no means of knowing where it actually did happen, the courts of this country have laid down this rule of convenience, if not of necessity, that a presumption arises that the accident happened upon the last road. This presumption can, of course, be rebutted, and if the last road can prove that the damaged condition existed when the trunk came into their possession, you will then be obliged to proceed against the next to the last road, and so on back. A leading case on the subject is Moore vs. New York, etc., R. R. Co., 173 Mass. 335.

QUESTION: I made an offer to sell some goods to a man at a certain price. He asked me to keep the offer open for a week, and I assented. Two days later the market suddenly changed, and I wrote withdrawing my offer. The next day he came to me and said that he had received my letter, but inasmuch as I had agreed to keep the offer open a week, could not withdraw, and he would accept my offer. I refused to deliver the goods, and he threatened to sue me. Can he do so successfully?

REPLY: The agreement which you made to keep the offer open a week must be treated as any other contract, and as such is not binding in the absence of a consideration. If

we understand the circumstances rightly, there was none in this case, and you were at perfect liberty to withdraw your offer at any time.

## Lessons Taught by Labor.

EDITOR *Hardware*: Once in a while now, there is a pleasant day when the rigor of Winter is abated and the increasing warmth of Old Sol's rays remind us that he is climbing up the long slope again. Then the streets are filled with shoppers, the baby carriages are brought into play and the white-faced little ones are trundled up and down in the fresh air. The sunny sidewalk across the street, with a big building conveniently placed so as to shut off the north wind, is a favorite promenade for the womenkind of the factory workmen, and I frequently look out to see the uplifted smiling faces of mother and child and hands waved in greeting someone, and know that upstairs in the big establishment behind me some man with a warm feeling at his heart is doing three strokes where he did two before for the sake of the wife and baby.

And what more powerful incentive for doing his best can a man have? What to the ordinary chap is wages, promotion and added responsibility but a means to raise his home life to a higher level and to ensure the future prosperity of his family? It is this that forms the basis of his ambition and nerves him to greater effort. It is to his home that his thought flies in the event of any success, and it is the knowledge of the effect upon those whose life is bound up with his that is the very essence of bitterness when misfortune overtakes him.

I like to stand before the factory at meal time and watch the throng of people leaving for their homes; to know that the hoarse cry of the big whistle has set children in all parts of the town watching for their fathers, and that in hundreds of homes steaming dishes are being placed upon tables for the refreshment of the breadwinners; that there is a place where each tired worker can find rest from the stress of effort, and someone to enter into the thoughts and aspirations of his inner personal life—to halve the sorrow by sharing it, and to double the pleasures of existence by adding happiness in equal measure. It is good to think that at the evening meal the day's doings at the shop are made matters of interest, and that to all this army of breadearners the prosperity of the factory is of paramount importance.

What a wealth of human interest, born of association, is centered in such an establishment and grows with the added years! The operations of buying and selling bring its principals into contact with a host of people over the country who come in time to have a friendly feeling for the concern and to wish for its prosperity "for auld sake's sake" aside from any selfish interest, and at home we touch elbows with and look into the faces of the other members of the great family sheltered under the same roof-cluster and working for a common end. Then, there is the mother on the walk whose faith in the future grows stronger as she notes anew the size of the buildings and hears the hum of machinery, that seems to tell of steady work—and the little boy who dreams of the time when he shall be a man, and whose present ambition rises no higher than the day when he shall join the workers with his father.

THE FACTORY PHILOSOPHER.

## Humason &amp; Beckley Mfg. Co.'s New Catalogues.

The Humason & Beckley Mfg. Co., New Britain, Conn., and 80 Chambers Street, New York, have recently issued two new catalogues illustrating to the fullest extent the special lines of Hardware and Pocket Cutlery with which their name has been long identified as leading manufacturers. One of these is a pamphlet, of full catalogue size, 10 1-2x8 inches, 50 pages, printed on good paper and thoroughly illustrated. This is called the "Hardware Edition," and includes



such goods in the regular line of Hardware as Wrought Iron Goods, Bright Wire Goods, Door Bolts, Corkscrews, Hammers, Screw Driver Bits and Bull Punches and Rings, Cattle Leaders, Box Hooks and Chisels, etc., etc., goods that no Hardware assortment is complete without. These are invariably illustrated with cuts that are in many instances full size, making it a very pleasing catalogue to order from. The other is a cloth bound catalogue, consisting of 106 pages, and is intended for distribution among those who desire to have the Pocket Cutlery, of which the Humason & Beckley Mfg. Co. make a very large and extended line, in the same volume with the Hardware goods mentioned above. One page is devoted to the number of styles of blades which they furnish in their Pocket Knives, and also an illustration of the blade in process of being forged from the bar to the finished article, which is quite instructive. These goods have been on the market a great many years, and as is well known to most Hardwaremen in the United States, have established a reputation for quality that makes the present extensive catalogue a very wise publication on the part of the manufacturers. The goods manufactured now number nearly 700 patterns, and the illustrations given show full-size cuts, giving an exact representation of the article, reference being made to the several styles in which that same pattern is furnished to the trade. It is printed on excellent paper, and cuts are in every case excellent wood cuts, no half-tone work, giving them an appearance that should be productive of intelligent ordering. Altogether it is a very desirable catalogue, and should increase the sales of their many important lines.

#### Sargent & Co.'s Catalogue of Screen Hardware for 1901.

Sargent & Co., New Haven, Conn., and 149 Leonard Street, New York, as is customary at this season of the year, are placing before the trade their catalogue of Screen Hardware for the approaching season, which is a pamphlet catalogue of 36 pages equal in size to their regular large catalogue, and embodying in its contents everything that would be considered requisite for the screen door, which has, in this country particularly, become a necessity rather than a luxury. In this group of articles are noticeable: Door Springs of varied forms and styles, Spring Hinges in large variety; Screen Door Catches, an assortment covering a great many pages, including those designed for narrow stiles as well as those more important in size and furnished for more elaborate outfits, including night-work in some instances. A fine line of mortise Screen Door Latches is also included; Window Screen Corner Brackets, Window Spring Bolts, Pulls or Sash Lifts, Door Pulls, Gate Hooks and Eyes, and Bolts in all the necessary variety to make a screen door perfectly safe either by night or by day.

#### The Necessity of a Law Regulating Sales of Stocks in Bulk.

The situation confronting the credit man of to-day is of an entirely different character from that of a decade ago. In the earlier days of credit granting, the principal thing to be considered was the party's honesty and his prospects of success or failure as the credit man viewed them. The matter of resources even was not so much an item as now, although, of course, taken into account along with other things. It is a matter of congratulation that the credit man of to-day shows so small a percentage of losses as he does on the average in handling a large volume of heterogeneous accounts. The risk taken to-day in granting credits is much aggravated by the persistent dishonesty of a certain class of unscrupulous dealers, who have by years of experience learned to be somewhat familiar not only with the laws, but with the manner in which they may safely defy them. The increasing evil of sales to auctioneers and other methods of disposing of stocks of merchandise in bulk by the dishonest debtor brings

him face to face with conditions which make it an impossibility for him to safely conduct the granting of credit on any regular routine. In many instances he is, in a sense, as one betting on a horse race; he is, in a large sense of the word, gambling on the chances of receiving payment for merchandise delivered. There is no credit man who can fathom the intentions of a presumably honest debtor, who in the still of the night or during the closing hours of holidays disposes of his stock in bulk and goes into hiding.

The laws of New York State as they stand, we are told, are such that there is no necessity for improving them in this direction. We are told by attorneys that there is plenty of legislation already on the statute books, and, further, that legislation which will prohibit the disposal of a debtor's merchandise by him in bulk cannot be enacted and placed on the statutes, being unconstitutional. But surely there must be some way in which to prevent this continued victimizing of dealers. The purchase by auctioneers or others of merchandise without first having thorough knowledge that the party undertaking to dispose of it has a right to do so, is radically wrong, and they should be held responsible for the liabilities against the stock purchased in this way, for when disposed of in this manner it is, in a moral sense at least, nothing more than stolen property, and the honest claimant should have recourse to law, whereby he might be able to take his own where found, the same as in a pawnbroker's, or hold the party in possession responsible.

The credit man, being a fairly good judge of human nature, and knowing something of his customers' affairs, is enabled usually to have a fair idea as to an honest man's chances of success and ability to pay; but the man who is dishonest can, if he sees fit, and by this system, victimize any house he chooses. Therefore we are only safe in granting credits to known honest dealers, men of character and good habits, who have never to our knowledge been guilty of any dishonest action. Ordinarily, the man who is dishonest in one thing will be dishonest in another, and having known of any dishonest transaction in which he was concerned, it is safer to place him outside the ban of credit.

THOS. M. BROWN.

#### New York Credit Men's Association.

The bi-monthly meeting and dinner of the New York Credit Men's Association was held Thursday evening, February 14th, at the Wool Club. Over 150 members participated. There were delegations from Philadelphia, Baltimore, Boston. President Field, of the National Association, was expected, but was confined to his house by severe illness. Ex-President Cannon and President Ainsley, of Boston, and President Ritter, of Philadelphia, came over to see how New York did it. Lignante's mandolin quartette gave a novel effect to the dinner.

Mr. A. H. Watson, President of the Association, presided at the meeting, and, after a short address of welcome, introduced Mr. Wm. A. Prendergast, Secretary of the National Association of Credit Men, who addressed the Association in part as follows:

In an article appearing in the *North American Review* a short time ago, by Mr. O. P. Austin, Chief of the Bureau of Statistics, it is stated that steam, electricity, invention, finance and peace are the five great attributive forces and influences which have tended to the development in volume and value of the commerce of the world during the past century.

That this diagnosis is correct, of that there is no doubt, for those who are familiar with the present conditions can realize that the use of steam and electricity as Nature's conserving and developing agencies have tended wonderfully and materially to this great progress and prosperity that has characterized this country in the past hundred years, and more especially in its latter part.

We hear much in these times of what is called commercialism, and the only interpretation we can draw from the uses to which that term is applied are, that those who make such uses of it believe they see in our present tremendous

commercial ability the forces it brings into play in the disposition evidenced by our people to reach forth and grasp the commercial honor and supremacy. It is charged that affairs and worldliness of our people are becoming or will become the predominating qualities that will cause this so-called commercialism. I think it safe to say that these forebodings are well justified by facts, for there never was a time, such as the present, when the people of this country, and the same is no doubt true of the people of all other nations, were affected and influenced by charitable thought and impulse as they are affected to-day. It is only through ignorance that the safety of the State can be impaired.

The greatest nations of to-day are those who lead the van of commerce, the greatest in point of international prestige and power to solve the resources of the attainment and prosperity of their people.

The presiding officer then introduced Mr. John R. Ainsley, President of the Boston Credit Men's Association, who said: "I bring with me greetings of the Boston branch, and while we cannot compete with you in membership, we believe that we can modestly claim that we are second to none in our enthusiasm and desire to educate credit men and improve credit matters. The intimacy established has been the production of mutual benefit. We are standing shoulder to shoulder for mutual protection and co-operation." In this connection the speaker recited a case which recently happened in Boston, and which gave the credit men interested a vast deal of satisfaction, referring at length to the Meretzky case, where the sentence of six years at hard labor was imposed for fraudulent transactions against our members.

The presiding officer then introduced Mr. Jas. H. Ritter, President of the Philadelphia Credit Men's Association, who said:

The National Association is fortunate in having a man like Mr. Field for its National Executive. I know his disappointment is great to-night that he cannot be here. The membership in our association is constantly growing." The speaker then eulogized Abraham Lincoln, and continuing stated: "We have not been able as yet to pass through the Legislature a bill for the regulation of sales of stock in bulk, but we hope to accomplish it. We have done some work in protecting the interest of creditors, and we succeeded so well in one case that we have a libel suit against us for fifty thousand dollars. We have no fear, however, of that libel suit, and work is going on steadily. We talk of millions to-day where our fathers talked of thousands, and very recently the word billion has been called into use in the realms of finance. I wish, as credit men, we could do something to bring about the return toward simplicity of life and freedom from ostentation which was so largely demonstrated in Abraham Lincoln's character, which will enable us to voice the truth of the words of that good book, 'A man's life consisteth not in the abundance of things which he possesseth.'" The speaker related several interesting anecdotes.

The presiding officer then introduced Mr. Evans, who said:

"I recognize that this association is a power for good. It has accomplished a great deal of good and is now accomplishing a great deal more by the result of cumulative work. Our work for the past four years is beginning to bear fruit. We have just introduced before the Legislature again our bill for the proper protection of creditors in case of sale of stock or stocks in bulk. No doubt you are confronted in New York with the same evil that meets us in Philadelphia in this respect. We have no redress whatever and want to make that kind of a thing impossible. The bankruptcy law is all right as far as it goes, but when a feller sells out his stock in bulk at a small price and defrauds his creditors, and you cannot find any assets, what are you going to do?"

"This association has accomplished a great deal of good in a quiet way by improving the mercantile agencies. If it was not for this association they would go along in their same sleepy fashion, so to-day their reports are worth more to you than ever before."

The presiding officer then introduced Mr. Boocock, who said:

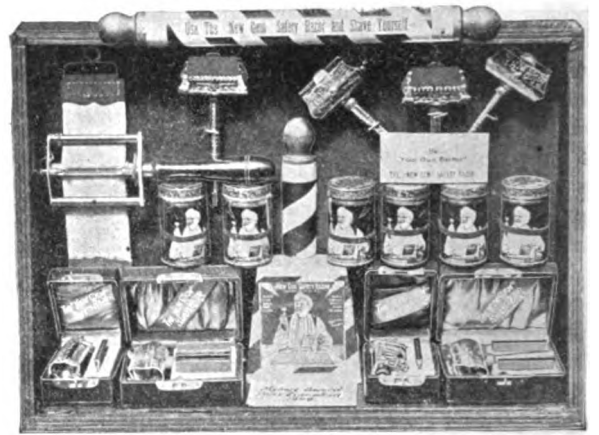
"I am an enthusiast in regard to credit men's associations, and I am a believer in organization, not only of commercialism, but also in every other phase of life. If anything is to be accomplished at all, it must be largely through the power of organization. The mercantile agencies cannot be the power they are without a splendid organization. The credit men cannot be the power that they should be without the influence of organization. The minute we equip the credit men with the ideas they are possessed of, and back it up with organization, we begin to accomplish something in the

realm of credit. An individual counts for just as much as he personally represents. An organization counts for the amalgamation and combination. Therefore the Credit Men's Association is a thing absolute and essential, and important to the well-being of the commercial world." The speaker then referred briefly to the contemplated fund of ten thousand dollars for the protection of credit men in the prosecution of fraudulent failures.

President Watson also referred to this fund, saying that it was not meeting with the success that it ought to, and urged upon the members the necessity of giving it the consideration that it deserves.

### Gem Cutlery Co.'s Display Case.

In our issue of January 25th we incidentally referred to a new system of marketing the Gem Razors through the Hardware trade by the presentation of a display case, which we illustrate herewith, to the dealer who purchased a small stock of goods needed to make a fair assortment. The amount of goods necessary to be purchased under the offer should include the following: Half dozen "New Gem"



Razors, two cases No. 1, one case No. 2, one case No. 3, one wood-handle stropping machine and strop. The order can be filled by any jobbing house or direct from the Gem Cutlery Co., 34 Reade Street, New York.

### "Never Rust."

A very attractive advertisement will be noticed in our columns headed "Never Rust." This has reference to an article manufactured by the Compound Specialty Co., for whom Geo. Borgfeldt & Co., 48 W. 4th Street, New York, are sole agents. They are anxious to introduce this article, which has special reference to everything connected with the Hardware trade, through that particular industry, and are willing to send a sample box upon request to any of our readers. "Never Rust," which is the name of the article, is designed to protect machinery and metal of all kinds against all possible deterioration. With all Hardware and other metal goods, which are subject to rust, an article of this character is indispensable to both manufacturers and shippers, and as it contains no acid, is compounded so that it never gets hard, is quite easy to apply, and can be removed with equal facility, it is worthy of their consideration. It is put up by the manufacturers in 50-pound cans, or packed in bulk by the barrel, of about 325 pounds, at an extremely moderate price that will permit of a ready sale, and pay the dealer handling it a satisfactory profit. They will be glad to enter into correspondence with any of our subscribers to whom this article would seem the proper thing to introduce, and they would undoubtedly find it a salable article to handle.

For 10 or 15 years the Italian Government has built no new locomotives or rolling stock. Recently no fewer than twelve trains stopped, broken down, in one day. The cause of the Government neglect is the system by which it owns the rolling stock and lends the use of it to private companies.

## CONSULAR COMMERCIAL COMMENTS.

### British Industrial Depression.

#### THE METAL TRADES.

Since January 1, 1900, the metal trades in this country have experienced a remarkable decline. To describe the difference in the condition of these trades at the beginning and at the end of last year would be to contrast enormous activity and practical stagnation. The decline was not a feature of the entire year—indeed, prices reached the highest point in April—but chiefly of the last six months, the reaction being specially marked in December. The course of prices is instructive, although it does not tell the whole story.

American and German competition became sharply manifest early last summer, but not until autumn did the offers of American iron and steel at reduced prices come upon the market with crushing effect. What made the difficulty worse for British producers was that Germany, having bought largely from America in the Spring and Summer, became alarmed and resold here at reduced figures and also placed finished iron and steel on this market in competition with American manufacturers. The result now seen is a collapse of the metal trades in Scotland and the north of England. In the Motherwell district, the dullness was felt severely in November, when there was a reduction of 5 per cent in iron-workers' wages and hundreds of men were suspended. Some manufacturers in the Barrow and Middlesborough districts, and also in Sheffield and Manchester, are reported to be restricting their output. In the north of England and in Scotland, about one-third of the furnaces have already been damped down. Two important firms in the iron trade at Birmingham failed last week.

By not a few observers the outlook is regarded as gloomy. The *Edinburgh Evening News* goes so far as to say editorially:

"The iron and steel trades have gone from us. When the fictitious prosperity, caused by the expenditure of our own Government and that of European nations on armaments ceases, half of the men employed in these industries will be turned into the streets. The outlook is appalling. What suffering will have to be endured before the workers realize that there is nothing left for them but emigration. It is useless to pretend that this generation of workmen can ever hope to contend successfully with the Americans under present conditions. What are these conditions? They have cheaper coal and iron ore, improved tools, innumerable labor-saving machines, and above all, the strenuous efforts of the workmen to increase the output. How is it to be expected that our workmen, trained to regard restriction of output as their sheet anchor, can suddenly be made to understand that it is a fatal heresy, and that their only salvation is an increased output at diminished cost?"

In view of the depression of the metal industries, both the daily press and the trade papers are "taking stock" of existing conditions, trying to make clear the causes and the extent of present troubles, and seeking to discover and point out what must be done to bring about a change for the better. It is interesting to see that the press in general blames manufacturers for not adopting labor-saving machinery in all branches of production where it can be introduced, and blames workmen for their undisguised hostility to all labor-saving devices. In this line, the *Edinburgh Evening Dispatch* says:

"The question of foreign competition in the metal trades is the most serious industrial problem before the country in the new century, and it is so far satisfactory to find that it is engaging much attention. To show how serious it is, we need only quote a few figures. In 1889 the pig-iron production of the United Kingdom amounted to 8,322,824 tons, as against 7,603,642 in the United States. Since that time the States have shot ahead and in 1899 their production was 13,-

620,703, against 9,000,000 in the United Kingdom. In steel production the contrast is much greater. In 1890 the United Kingdom produced 3,679,043 tons of steel and the States 4,277,071; in 1899 the respective figures were 5,000,000 and 10,640,000, the States thus producing more than double the quantity produced in the United Kingdom. American exports are increasing at an even greater ratio. In 1890 the States exported iron and steel to the value of \$25,542,000; last year the value was \$105,690,000.\* Their exports to Great Britain now include pig iron, steel billets, steel rails, steel plates, structural steel, wire rods, wire nails, cast-iron pipes, besides machines of all kinds. In face of facts like these it will no longer be possible for English engineers to continue the old method of 'one man, one machine,' unless, indeed, they are willing to acquiesce in the gradual extinction of their industry."

#### TECHNICAL EDUCATION.

Another engineering deficiency, according to most writers, is the lack of practical instruction in the industrial arts. It is the accepted opinion here that in the matter of technical education, Great Britain is far behind the United States and Germany. On this subject a correspondent of the *Glasgow Herald* gives the Scottish public the following information:

"Again, the relation of the man to the master is important. In America it is one of mutual advantage. If a man has shown that he can learn well and work well, he gets every encouragement; he is not as a rule bound down to a fixed wage that any average workman can easily earn, but is paid for what he can do, and facilities are given him to gain further experience. The expense of his technical education is often borne by his employer. The success of this process of mutual advantage is one of the chief reasons why America is the home of invention and typical land of progress. The leading engineering firms always train their men with the utmost care. They require, first of all, that the would-be apprentice shall be not less than eighteen years of age, and that he shall produce evidence of having had a sound general education, and thereafter they undertake to teach him the whole science of his chosen craft, at machine, at bench, and in every variety of tool work throughout all the different shops.

"No effort seems to be spared to make the conditions of the work acceptable to the workmen. Men and youths are specially told off to carry machine parts from one place to another, and there are laborers who are constantly engaged in keeping the shops clean and free from litter. Labor-saving machinery and automatic machinery are everywhere in evidence, and the general use of these, more especially of automatic machines, is of very great importance. So long as engineers in Great Britain are under the necessity of working one man one machine they have no chance against their American brethren. At the works of the Sturtevant Engineering Company, for example, one man works six lathes, and at the works of the Yost Typewriter Machine Company one man superintends eight automatic machines. At the works of Pratt & Whitney, at Hartford, a man may be seen working at one time a planing machine, a drilling machine and a shaping machine; another man minding two cutting-off machines; another working five special lathes fitted with stop; and men will willingly work ten turret-head automatic machines at one time. At the Hartford Screw Nail Works one man will superintend as many as eighteen machines.

"There is yet another reason why the Americans are at present ahead of us. The educational institutions in America are of two kinds: First, there are the large schools, colleges and universities, like our own, to which the youth goes before entering on his life's work; and second, there are schools and colleges at which the ordinary workman may study all the arts and sciences bearing on his particular craft, often without paying any fee. In the State of Minnesota, for example, the whole course of education from school to university is free to all. There are throughout the country so many institutions founded by 'captains of in-

Note by the Bureau of Foreign Commerce.—In the fiscal year ended June 30, 1900, our exports of iron and steel were valued at \$121,858,344.



dustry' for the advancement of technology that almost every workman can find close at hand some such place where he receives all necessary aid for his advancement in the technical knowledge required for his special work.

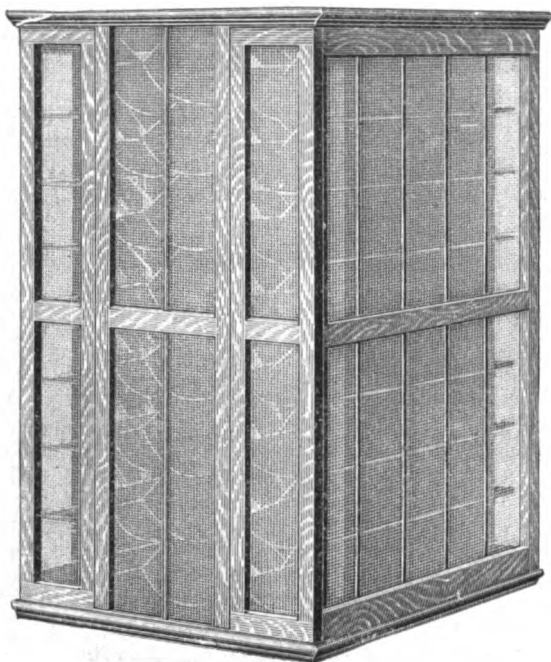
"The liberality of rich American citizens in the foundation and endowment of such institutions is a potent factor in the educational development of the nation, and even the most progressive of European countries cannot show such provision for the advancement of learning, especially in its application to the industrial arts. Nor is this generosity merely posthumous; it is often accompanied by a living personal interest and control. As examples of it we may particularly mention the Pratt Institute, Brooklyn; the Drexel Institute, Philadelphia; the Armour and Lewis institutes, Chicago; Webb's Academy for Shipbuilders, New York; the splendid buildings and equipment of the mechanical, physical and chemical departments of the McGill University, Montreal; the Leland Stanford Junior University, California; and the new University of Chicago. The total value of the property held by such colleges and universities amounts to the enormous sum of £57,727,434, and their total income is nearly £5,000,000." RUFUS FLEMING.

Edinburgh, January 10, 1901.

Consul.

### Herrick's Improved Screw Case.

The F. A. Herrick Co., Jackson, Mich., are manufacturing a large number of useful specialties that are required in the proper equipment of a Hardware store at the present time. Nearly every one of these specialties has a unique value of its own. We present herewith one of the latest that they have constructed, which is the Improved Screw Case No. 4. It is constructed in a remarkably substantial manner for the purpose intended. The wood work is of oak, enclosed with galvanized wire cloth. The illustration herewith shows the case partly open, exposing the several bins required for the various sizes of screws, and in the four sections of the case there are 424 of these bins. It is remarked that two gross of each size of screws up to 1 1/2 inch can be put into each bin. These bins, or compartments, are made of tin, with the bottoms rounded in order to facilitate the subtraction therefrom of the screws they may contain. Attached to the fronts of the bins are cardboard strips. These are left blank so the dealers can mark the size upon



HERRICK'S IMPROVED SCREW CASE.

them which they desire to carry in stock. The swinging sections of the case slide on iron shoes, which are attached to the bottom of the stationary part, and permitting the operation to be performed with ease. The case provides accommodations for a well-assorted stock, not only of Flat Head Bright and Brass Screws, but also Round Head Blue, Bronze Metal and Nickel Plated Screws, and thus fills a very desirable place in the equipment of a modern Hardware store. When in position it occupies 23x28 inches of coun-

ter room, and is but 39 inches high. The manufacturers state that the case holds a large assortment of screws, and the convenience with which the bins can be marked to suit the kinds and sizes carried in stock is an important feature. Then again in a very few moments the salesman can have before him the full line of screws open for his selection. The bins are readily kept clean by using a hand bellows occasionally to blow the dust out through the wire cloth with which the case is surrounded. When packed ready to ship the case weighs but 140 pounds. It needs but a glance at the illustration to convey very firm conviction of its general utility.

### Dangler's New Gasoline Range.

The Dangler Stove & Mfg. Co., Cleveland, Ohio, whose announcement appears on another page, have long been recognized as pioneers in the manufacture of Gasoline Stoves.



DANGLER'S NEW GASOLINE RANGE

They have recently placed upon the market an entirely new model of range called "The Pearl," an illustration of which we give herewith. It combines in its construction the latest improved features of the up-to-date, natural gas and vapor stove, and is designed especially for the use of gasoline. It is provided with the "Gen" burner, lift-out tank, and swinging shelf; is a powerful baker, and extremely ornamental in its general appearance. It should meet with a large sale. The Dangler Stove & Mfg. Co. has been established since 1880, during which year the entire output of vapor stoves in the United States amounted to 1,000. In 1881 it grew into an instant popularity that increased the output fivefold, and has continued in a similar ratio with each succeeding year, until during 1900, when the Dangler Co., and the eight other firms largely engaged in manufacturing these goods, produced upward of 400,000 vapor stoves.

With regard to the objectionable abbreviation "Jap," the Japanese newspaper *Yorodzu Choho* says: "To us the word 'Jap' always sounds like an insult. Whenever we see it used in American papers, we are tempted to return the insult in the fashion a witty Japanese did to an impolite American. The American said to him: 'Which nose are you, Japanese or Chinese?' Without making any reply to the question, the Japanese said curtly: 'Which kee are you, monkey or Yankee?'"—*Pall Mall Gazette*.

Doctor—You need more exercise.

Indisposed—Why, I'm steadily engaged in painting houses, now.

Doctor—Working by the day, I expect.

Indisposed—Yes.

Doctor—Well, you'd better work by the piece for a while.—*Exchange*.

### New England Hardware Dealers' Association.

The eighth annual meeting of the New England Hardware Dealers' Association was held at the United States Hotel, Boston, Mass., Wednesday evening, February 13th, President Burditt in the chair. The minutes of the last meeting were read and approved. This was followed by the annual report of Secretary Farless. The report was an extremely interesting one to the members, as it detailed the workings of the association for the year past, giving all the points of interest that were passed upon by the members, and recording the facts that made the past year an eminently successful one. At the conclusion of the reading of the report of the secretary, Treasurer Sanders followed with his report, which gave every evidence of the financial affairs of the association being in excellent condition. These reports were received, accepted and placed on file.

D. Fletcher Barber, of the Nominating Committee, presented the following list of officers for the ensuing year. On motion of E. J. Neale, they were elected by the secretary casting a single ballot:

- President,  
Geo. W. Burditt, Cambridgeport, Mass.
- Vice-President,  
S. D. Balkam, Jamaica Plain, Mass.
- Second Vice-President,  
M. A. Chandler, Boston, Mass.
- Third Vice-President,  
E. C. W. Bliss, Boston, Mass.
- Secretary,  
Jas. A. Farless, Boston, Mass.
- Treasurer,  
Henry M. Sanders, Boston, Mass.
- DIRECTORS:  
D. Fletcher Barber, Boston, Mass.  
J. B. Hunter, Boston, Mass.  
H. L. Sawyer, South Framingham, Mass.  
John M. Fiske, Natick, Mass.  
E. F. Turner, Boston, Mass.  
John F. Robinson, Hudson, Mass.  
John Duncan, Boston, Mass.

On motion of E. J. Neale, it was voted that the committee of five appointed April 25, 1900, which had in their charge the resolution relating to the manufacturers selling direct to the consumer, should be given full power to agree upon any terms that would be satisfactory to all interested.

Samuel A. Bigelow, of the Bigelow & Dowse Co., Boston, was then presented by the president, and he delivered an interesting address on the outlook of the Hardware trade for the coming season. We make a few extracts from this address, which was listened to with earnest attention by all present.

We have been taught to judge the future from the past. Who believes this is a good maxim to follow to-day? The many changes have made it impossible. The merchant who does not keep up with the times gets left in the race. We were told at a late dinner of the New England Iron & Hardware Association how business was done in the early and middle part of the past century. How it was dishonorable to seek to take away a neighbor's customer. How necessary and reasonable it was to ask and get a good profit on all sales. How usual and how pleasant it was to have a good and satisfactory credit balance to our profit and loss account at the end of each year. How the Hardware dealer then was prominent and respected in church, in society and in the business community.

Have the later generations improved on the teachings and examples of their predecessors? I venture to say they have not. Two years ago the Hardware trade was in a worse condition morally, physically and financially than ever before.

THIS CHANGE FOR THE WORSE  
has been going on for many years. I cannot say that the first two conditions have changed much to-day, but the latter must have improved on account of the rise in values brought about by gigantic combinations and consolidations, but not by any changes in our manner of selling. The application and hard labor demanded of employees in the past is not possible to-day. The days when clerks commenced at

the foot of the ladder and did menial work with a small salary, and earned promotion only by merit, are things of the past. Notwithstanding, it instilled in them a knowledge of the business they could get in no other way.

\* \* \*

Too many houses are dependent upon men who have  
TOO LIMITED KNOWLEDGE OF THE BUSINESS  
and who aim to make a record in volume of sales, without regard to the profits of the same. This class of help does more to demoralize profits than any other. I do not think any of us knowingly will encourage such men, but I do think if we made a careful investigation we would in a degree remedy this evil.

After the conclusion of Mr. Bigelow's remarks, a number of members were called upon by the president to speak upon the subject, among which were Messrs. Balkam, Barber, Neale, Hunter, Tarbox, Richardson, Nichols and Pierce. The discussion excited considerable interest from the fact of such general participation, and made the proceedings of the meeting possess more than the usual interest.

### Inter-State Retail Hardware Dealers' Association.

The Inter-State Retail Hardware Dealers' Association will hold their annual meeting on March 6th at the Sherman House, Chicago. The date will enable the delegates to take advantage of the Spring meeting called by the National Association of Merchants and Travelers, who have their convention about that time, as tickets may be purchased by the delegates on the certificate plan good for the period between March 2d to 16th. It is intended that the several States affiliated with the Inter-State Association shall be represented by two delegates who have been appointed at each State convention just previous to the Interstate meeting. The hope is also advanced that some of the new States falling into line will also send delegates to complete their affiliation. The sessions of this annual meeting will be entirely executive, and delegates alone will be permitted to take part in the proceedings.

### Louisville Retail Hardware and Stove Dealers' Association.

At a meeting of the Louisville Retail Hardware and Stove Dealers' Association, held at the Odd Fellows' Hall, February 8th, the following officers were elected: President, Joseph Knapp; first vice-president, Frank Geher; second vice-president, William Hinckle; secretary, Samuel B. Korb; treasurer, Joseph C. Kirchdoerfer. Ex-President Paul Wagner was unable to serve another year, on account of the amount of labor attached to his present position as secretary of the State Association. It was decided at this meeting that the Association attend, in a body, the convention of the State Association, held in Lexington on February 12th and 13th.

### N. & G. Taylor Co.'s Tinplate Works.

N. & G. Taylor Co., Tinplate Manufacturers, have just erected, at their Tinplate Works in Philadelphia, a large and commodious machine shop complete in every way with the most modern machinery, turning lathes, drills, shapers, forges, emery wheels, etc. They have also lately added two tinning stacks, making now twenty-five in all. Their tin house is acknowledged to be, in its equipment, the finest in the world. They are running to their full capacity, and report a most excellent business in all their departments. They also have given out the contract for an additional building for their assorting and warehouse department, which will give them much greater facilities for prompt handling and shipping goods. The recent large additions to their rolling mills at Cumberland, Md., necessitated the above improvements.

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No single fact in science has ever discredited a fact in religion.

## WISCONSIN RETAIL HDWE. ASSOCIATION.

The Wisconsin Retail Hardware Association held their fifth annual meeting at Milwaukee on the 6th and 7th inst. As was the case at previous conventions, the headquarters of the association were established at the Republican House, which had been greatly improved since the last convention by the addition of an extension, containing a large and eligible room amply sufficient for the use of the convention, making unnecessary the walk previously had to another hall outside of the hotel proper.

The opening session of the convention was called to order Wednesday afternoon at 2 o'clock. All the officers of the association were on hand with the exception of Treasurer A. F. Schlegelmilch, of Eau Claire, who expressed in a letter his inability to attend. Nearly 150 delegates were present. President A. H. Sheldon, of Janesville, then delivered his annual address, from which we make the following extracts:

"One year ago we were on a very uncertain base of operation. Prices for goods in our line were at their extreme limit in height, and no one bought more than to supply his daily needs and each one was anxious as to what the future would bring us. This continued until the Gates manipulation of stock occurred, and then the \$1 drop in nails came, and following this all steel and iron products in sympathy fell to nearly old prices. The year 1900 was noted for a falling market, as was the year 1899 a rising one. But we are to-day on a much safer basis than one year ago and the prospects brighter by far.

"The high prices of 1899 deterred the majority from carrying out their plans for building, and in many locations scarcely any new buildings were constructed, but gradually since the decline we begin to see a change and I prophesy that 1901 will show us a 'hummer' for trade. The past year has also been a presidential year, which always more or less interferes with regular trade, but that is now over, and we can rejoice that we shall have rest from politics for another four years, and know pretty surely what a dollar is worth.

\* \* \* \* \*

"The Executive Committee have done their work well and have ever been ready to do all they could for the good of the association. Your secretary, of course, has been the main spoke in the wheel—in fact, nearly the whole wheel; I cannot say too much for his indefatigable energy in keeping in line the whole work, for the year has, in many respects, been one of disappointments and failures over which we had no control. His report will show that financially we are in first-class shape; also, he will explain what was done at the Inter-State Association meeting and the results."

The secretary stated a box would be placed in position in which questions from the members might be deposited during the session, which, under the head of "Question Box Topics" would afterward furnish material for discussion.

The following appointment of committees was then made by the president:

Transportation—C. A. Peck, Berlin.

Resolutions—L. Findeisen, Green Bay; O. P. Schlafer, Appleton.

Grievances—John Hughes, Fond du Lac; D. G. James, Richland Center.

Reception—Jacob Kornelly, Milwaukee; Robert H. Suetinger, Two Rivers; W. N. Shandren, Kenosha.

Legislation—Jno. Summers, D. G. James, Richland Center.

Auditing—F. J. McPherson, of Oshkosh; Mr. English, of Baraboo.

Communications were read from Mayor David S. Rose, of Milwaukee, and also from the Citizens' Business League, inviting the association to meet in Milwaukee again next year. It was also stated for the benefit of the delegates present that the local jobbers and manufacturers had provided entertainment for the members, which took the form of tickets for theatrical performances on both Wednesday and Thursday evenings. A letter was read, which had been received

from the Chicago Hardware Dealers' Association, that they had appointed a committee to attend the annual meeting of the Wisconsin Hardware Association, not alone for the purpose of receiving such information as might be obtainable, but also for participating in a discussion having reference to department store and catalogue house competition. The National Enameling & Stamping Co. extended an invitation to the convention to visit their works in Milwaukee on Friday morning. The same was accepted with thanks.

The secretary, C. A. Peck, then read his annual report, which was an exhaustive one, having especial reference to the executive character of his work and the extensive nature of it, justifying the high praise given, by the president in his address.

The reading of the report was listened to with great interest by the delegates present, and was followed by the treasurer's report, which was read by the secretary. The president then introduced Thomas McCracken, of Minneapolis, secretary of the Minnesota Retail Hardware Association, and he made an address to the convention, from which we make a few extracts to indicate the interest of the subject:

I am glad to meet with the Wisconsin Association, and I am glad to see that you interest yourself to come to your annual meeting. I think if there is any place a member should go it is to the annual meetings. There are questions of all kinds come up that you cannot understand from a reading of the report. The Question Box is undeniably one of the finest features of your association. If there is anything that has troubled you in your business regarding your association or regarding department stores or catalogue houses, or any one of the thousand and one things that trouble you during the year, put it down in the form of a question, and put it in the Question Box. That will come up to-morrow morning.

Our association up in Minnesota has the same features that you have here. We have had considerable trouble the last year with department stores, and while Minnesota has always been very radical and among the first to go on record against the department stores and catalogue houses—I guess her constitution and by-laws are the most radical of any association ever formed—at the commencement of this year we found we were met by a demand or suggestion that the department store trade in the large trade centers be excluded from the unfavorable list.

\* \* \*

The department store trade, as looked upon by our association, does not interfere with the retail Hardware trade generally through the country; it is purely local—almost entirely so.

This whole country is going just as fast as it possibly can go on to a cash basis. There is no good reason why Hardware cannot be sold for cash. I think every Hardware dealer should have a catalogue of these dealers, and say to his customers, "We will sell you at the same price, but you must pay the cost of boxing and other expenses in addition that you would have to pay if you bought from the department store or catalogue house."

\* \* \*

We have a very large local association in Minneapolis—some 150 to 200 members. They gave us their consent, and they said they did not care a particle about the large department store trade. I don't know what view you will take of this, but I thought I would tell you of it. We have a membership in Minnesota of about 425. I think we have taken in more members since we took that step than we did in proportion previous to it. It is something for you to think over. A member of a large firm told me that if they were given their choice of the retail trade of the State of Illinois or that of the department stores, they would take the department store trade. They said that the department store trade would take all the goods they manufactured.

Some discussion followed the remarks made by Mr. McCracken, which was participated in by several of the delegates present, among them Andrew Noll, of Chilton; L. M.



Nash, of Grand Rapids; Otto Schlafer, of Appleton, and R. H. Suettinger, of Two Rivers, giving their experiences in conducting business on a cash basis, which was a subject extremely interesting to the delegates. Secretary Peck, as well as other members, contributed their views to the discussion, which was an interesting one.

#### THURSDAY MORNING SESSION.

The president appointed the following committee on nominations of officers: James Montgomery, Wausau; John Hughes, Fond du Lac; D. G. James, Richland Center; Andrew Noll, Chilton; C. B. Wagner, Burlington; A. D. Race, De Pere; L. Findeisen, Green Bay, and F. M. Finch, White-water.

The convention adopted a change in the by-laws which provided that two members of the executive committee should hold over each year. The president then welcomed the delegation from the Chicago Hardware Dealers' Association, which consisted of D. McLaughlin, W. B. Costello, Geo. A. Engelhardt and F. F. Porter, with a brief address, and the response to the same was made by Mr. McLaughlin. On recommendation of the executive committee it was adopted that the offices of secretary and treasurer should be combined, and that the person filling the combined office would be required to give a bond.

The executive committee also asked for more time to consider the subject of acting in union with Minnesota, North Dakota and Iowa relative to action against such manufacturers and jobbers engaged in selling department stores. They requested the Association to empower the committee to act, and this the convention, on motion, granted. The usual vote of thanks was reported by the Committee on Resolutions, and the same was unanimously adopted by a rising vote. On report of the Auditing Committee it was stated they had examined the accounts of the secretary and treasurer and found them correct.

The president called on the Chicago delegation for a statement of their views on the department store and catalogue house competition, and Mr. McLaughlin responded for the delegation, and in his remarks he dwelt particularly on the competition of the department stores in the city of Chicago. He stated that Chicago has at present no less than 25 department stores, some of which are of very large size, having 500 employees. The principal stores of this character are found along State Street, and the impression seems to have become deeply rooted among the people, especially the ladies, that State Street is the only street in the city on which to buy anything. In Chicago there are more than 400 retail Hardware stores, and these stores are finding very serious difficulty in maintaining their footing and are obliged to adopt every method possible to continue to hold on to the trade. Mr. McLaughlin said that his own association found it desirable to get together and purchase goods through a committee acting for the united members, thus enabling them to buy in large quantities from manufacturers and get the lowest prices. He said that in this way they could compete on certain lines with department stores. He invited the members of the association to attend the meeting of the Illinois Association at Galesburg on the 19th.

He was followed by similar remarks from Messrs. Engelhardt, Costello and Porter, which were listened to with every indication of interest from the members of the convention.

The Question Box was placed in charge of a committee consisting of L. M. Nash, of Grand Rapids; Fred Gassman, of Milwaukee, and George P. Dana, of Fond du Lac, who were empowered to select such subjects as were desirable for discussion for the interest of the Association.

A very interesting address on the subject of "Advertising" was read by Fred Peck, of Berlin, who is a son of Secretary Peck. It is a little too long for our columns on this occasion, but we hope to make use of it in a future issue, as

there are many original ideas in it worthy of the reader's attention.

The Question Box was taken up, and among the subjects discussed were the following:

What is the best way to sell a Cook Stove to a man if you have doubts as to his credit?

How can you prevent creosote from forming in a chimney?

What is the surest method to secure the entry of goods delivered either for cash or for book account?

Is this organization to accumulate money? If not, why should it not reduce the fees paid by members?

Is it not time that we organize a National Retail Association?

How can goods be so marked that in case they are stolen they can be identified?

What has been the experience of retailers in closing early?

What is the best Shingle Nail, Three Penny Cut or Three Penny Wire? Which will last the longest?

Mr. McCracken, of Minneapolis, on being called upon again, read an interesting address referring to the present movement among the Hardware trade, a movement that, he argued, had its mission in association, its keystone in organization, and its ultimatum in the federation of the Hardware trade. He expressed himself as being very much pleased with the wonderful growth of the Wisconsin Association, and, altogether, held the attention of the assemblage throughout his address, in which reference was also made to the subject in which he is known to take an abiding interest, that of the Retail Hardware Dealers' Mutual Insurance Co., of Minnesota, referring at length to the methods and advantages offered the trade by an organization of this character. The committee returned a vote of thanks to Mr. McCracken for his address, after which adjournment was had.

#### THURSDAY AFTERNOON SESSION.

The Committee on Nominations made the following report:

President,

John Hessel, Antigo.

Vice-President,

Otto Schlafer, Appleton.

Secretary,

C. A. Peck, Berlin.

Treasurer,

George Leverenz, New Holstein.

Executive Committee.

Henry Droegkamp, Milwaukee; Arthur Heins, Elkhart Lake; E. H. Ramm, New London; James Wilkie, Fond du Lac.

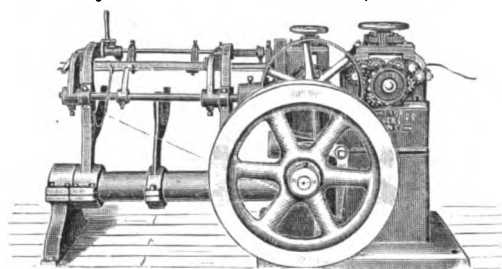
The secretary, by unanimous vote, was directed to cast one ballot for the entire list of officers, and they were declared duly elected.

The discussion of the contents of the Question Box was continued with a number of other questions contributed by the members. When Irving A. Sibley, of South Bend, Ind., was called upon to give reasons why the Wisconsin Association should join the Inter-State Retail Hardware Dealers' Association, he explained the objects so thoroughly that a committee, consisting of John Hughes, James Montgomery and C. A. Peck, was appointed to consider the question, and make a prompt report. They retired, considered the question, and recommended that Otto Schlafer and L. M. Nash be appointed to attend the next meeting of the Inter-State Association, with power to join that Association if they deemed advisable. A. H. Sheldon, of Janesville, then read an extended paper on "Trusts," at the conclusion of which a communication was read from the Kelly Axe Mfg. Co., in which they promised not to sell to department stores and catalogue houses, and for this recognition of the views of the convention a vote of thanks was given them. The convention, within a very short time, adjourned sine die.

A large number of manufacturers were represented at the convention by either members of the firm or company or their traveling representatives. Quite a number of them made a fine display of samples, taking advantage of the opportunity afforded of seeing the entire Hardware trade of the State, and impressing them with the extent of their desirable assortments. Among these manufacturers may be mentioned: The Stowell Mfg. & Foundry Co., of South Milwaukee; Great Western Mfg. Co., of Laporte, Ind.; Washington Cutlery Co., of Milwaukee; Wilcox Mfg. Co., Aurora, Ill.; Art Stove Co., Detroit, Mich.; Toledo Register Co., of Toledo, Ohio; Wheeling Corrugating Co., of Wheeling, W. Va.; Berry Bros., Detroit, Mich.; Lawrence Bros., Sterling, Ill.; Morley Brothers, Saginaw, Mich.; Charles Morrill, Broadway Chambers, New York; J. D. Warren Mfg. Co., Chicago, Ill.; E. C. Atkins & Co., Indianapolis, Ind.; Reading Hardware Co., Reading, Pa.; Coldwell Lawn Mower Co., Newburgh, N. Y.; Allerton-Clarke Co., Chicago, Ill.; George H. Bishop & Co., Cincinnati, Ohio, and many others. The local jobbers were also represented by their traveling men; large numbers of whom were present. Altogether, it was the most important convention the Wisconsin association have ever held, and gives an admirable evidence of the interest which the dealers take in matters of this character, ever willing to appreciate, and to limit the unfair competition with which the Hardware trade is constantly threatened.

### Automatic Strip Metal Straightening and Cutting Machine.

The requirements of coopers and manufacturers using strip metal straightened and cut in lengths have now been met by the Straightening Machine, illustrated herewith and manufactured by the F. B. Shuster Co., New Haven, Conn.



AUTOMATIC STRIP METAL STRAIGHTENING AND CUTTING MACHINE.

It straightens and cuts the material in lengths of 36 inches and shorter, at the rate of 200 feet per minute, and, if desired, the machine can be built to cut 20 feet and shorter lengths. It will be noticed that in the construction of the machine a shaft about as long as it is intended to cut the metal is attached to a fulcrum and cutting-off lever, and rotates with each movement of the lever. This shaft takes its bearings on standards fastened to the pipe shown on the face of the machine, and which is supported on the floor by a bracket on the end thereof. Above the shaft, and held in arms fastened on the shaft, is a guide bar grooved, or channelled, to allow the metal to feed into it. To hold the metal in the guide bar is an apron held in arms fastened to the shaft above the guide bar, and shown with springs thereon, said springs giving pressure to hold the retaining bar against the guide bar. When the cutting off takes place, the lever moves forward on its axis, cutting the material, and, at the same time, by reason of projections on the arms holding the guide bar, acting in contact with the arms holding the apron, opens said guide bar and throws the metal into the catch arms on the bracket holding the mechanism and fastened to the back. In this guide bar is a wire, on the end of which is a piece of metal fitting the channel of the bar. This is used as a gauge against which the metal will strike. The gauge being connected at its upper end by a wire to the clutch on the cam shaft, when the straightened metal strikes the gauge, as it passes through the groove

in the bar from the cutting-off knives, it throws the clutch in, and the cutting-off lever works instantly. The gauge is held in place by short pieces of wire looped under the rods and the ends passing through holes in the guide bar and then twisted together. These wires are cut and others put in as the gauge may be moved for a longer or a shorter cut. The adjustment of the straightening rolls is obtained by the hand wheel on top, and may be varied while the machine is running. The feed rolls should be brought against the stock sufficiently hard to prevent any slipping that might occur through the straightening rolls. This machine is built in various sizes, to handle material varying from 1-2 inch to 4 inches in width, and in thickness for 1-4 inch and under. The F. B. Shuster Co. also build a larger machine, constructed especially for straightening and cutting to lengths sheet metal of 12 inches in width and narrower. This machine is used by strip stock manufacturers for cutting up material which is used by the manufacturers of sheet metal goods.

### Recent Trade Publications.

MCKENNA BROS. BRASS CO., LTD., Pittsburgh, Pa., have recently issued their Tenth Annual Catalogue of Saloon Supplies, of which they have been manufacturers for almost forty-five years. Their catalogue covers about everything needed in this line of metal construction, and in the fittings necessary for the proper equipment of an establishment of this kind, many of the pages in the catalogue being devoted to illustrations of the same. It conveys a perfect idea of the amount of labor-saving appliances that are now necessary for the proper running of a saloon of importance. Its contents embrace Ice Boxes, Coolers and Stands, Beer Pumps in a great variety of styles, a large variety of Faucets needed for special purposes, together with all the plain styles that have been on the market for a number of years. Not the least important of the contents of this catalogue are a number of pages devoted to recipes for various concoctions, in the dispensing of which a saloon may become famous.

BROWN & WALES, 69-83 Purchase Street, Boston, Mass., have recently issued a pamphlet catalogue of over 225 pages, fully illustrating and describing the Heavy Hardware of which this concern have been large distributors for many years. Selling from seven mills all sizes and grades and deliveries of iron and steel, they claim to be the largest dealers in their special line in New England, and the contents of this catalogue would certainly indicate their claim is well founded, as they embody all the large variety of this class of goods of Hardware in the New England circuit. This catalogue should be in the hands of every Hardwareman in that territory, not only for the benefit of knowing where these goods may be readily obtained, but also for the large amount of information it contains of a special character in connection with this class of goods.

WILLOUGHBY FORK & MFG. CO., Willoughby, Ohio. Twelve-page pamphlet catalogue, printed on excellent coated paper in two colors, in which is given a full description, fully illustrated, of the line of Heavy steel goods manufactured by this concern, this being a specially illustrated catalogue covering this class of goods, which includes coal, coke and farm forks, together with hoes and rakes. A very attractive catalogue. Included in the description are the dimensions of every fork, list prices are attached, and mention is made in every instance as to the mode of manufacture in this style. "Every fork is made from one piece of best crucible steel, no welds;" "measure width of forks across centre, not across the points of the tine," all of which conveys information desired by the purchaser in every instance.

The manufacture and sale of dolls in Europe exceed 26,000,000 a year. One firm in Paris turns out 2,000 dolls a day, and many other houses make even larger numbers.—Ex.

## IOWA RETAIL HARDWARE DEALERS' ASSN.

The third annual convention of the Iowa Retail Hardware Dealers' Association was held at Dubuque on February 13, 14 and 15. The opening session was held on Wednesday morning in the large hall of the Bank and Insurance Building. At this session, which was informal, work for the convention was put in shape under the direction of the president, H. A. Cole, of Council Bluffs. The time given to this necessary preparation enabled the secretary, C. W. Brelsford, of Villisca, to enroll new members, receive dues, and keep an eye upon the register to see that the names of all the arriving delegates were placed thereon. As is usually the case, a number of names of the delegates present failed to get on the register.

At the Wednesday afternoon session, Mayor C. H. Berg, of Dubuque, welcomed the Association to the city in a very pleasant address. J. H. Shields, president of the local Business Men's League, also joined in the welcome extended by the Mayor and gave a very interesting brief historical sketch of Dubuque. President Cole made an eloquent response to the Mayor's address on behalf of the Association, in which he gave some of the reasons why they desired to have their convention held in this important city of the State. He called on J. W. Conchar, of the Schreiber & Conchar Mfg. Co., to indicate the importance of the city by giving the names of Dubuque manufacturers engaged in the manufacture of goods universally handled by the Hardware trade. Mr. Conchar surprised many of those present by the long list of names which he succeeded in giving.

Secretary Brelsford then read his own report, and also that of Treasurer McIntire, which gave evidence that on February 1, 1900, the Association had 305 members, and now showing a gain of 128 during the year, they had 432 on the roll, and this number did not include a number of honorary members. President Cole then read his annual address, from which we make a few extracts:

It is a privilege to address you at this, our third annual meeting. The dealers who attend this convention, held as it is in the extreme corner of the State, are to be commended for their unselfish devotion to the welfare of their fellows and our calling. No dealer can mingle with such without getting great benefit. I have never yet attended one of our retail conventions that I did not carry home with me many ideas that I could turn into dollars and cents during the following year. In looking over the past year and its results, we can undoubtedly, each one, look back on the busiest year or the past decade, not perhaps in volume of business, but made so by the fact that our shelves were loaded with high cost goods, and the certainty of a declining market staring us in the face. Our hustle came in to reduce stock before the drop. The warm Fall, too, extending clear beyond the selling season for our heating stoves, required redoubled effort to effect a cleaning up of stock in this line. Altogether, the dealer who can point to living expenses paid and a small surplus over January 1, 1900, can congratulate himself on being a wide awake and successful merchant.

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I want to state here, as a preliminary to what may follow, that the annual dues of each State association should be \$25 per year at least. There is not a Hardwareman in Iowa with a clear working capital of \$1500 who could not afford to pay \$25 per year, and \$50 if need be, for the privilege of joining our retail association. I will make the statement stronger by saying that not one of us but ought to be willing to pay this amount every year for the welfare of our fellow retail dealers if we knew to a certainty that not a dollar of it would come back to us as an individual. We are open hearted in our families, we are generous with our neighbors, we help maintain our public institutions, we gladly contribute to the support of our churches. Is there any reason why, when we are confronted with a proposition to contribute to an institution that is organized purely and solely

for the purpose of removing the thousand and one evils to which our life calling is subjected—is there any reason, I say, for us to hold back and say, "Will I get my money back with interest?" Do you know that in the National Jobbers' Association each and every member contributes a \$25 fee and \$75 annual dues to maintain their organization, giving them \$15,000 annual income?

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I want to call attention to an abuse that may bring on me some sharp criticism. I make it, nevertheless, because I know I am right, and because I want this fact to be discussed, and its truth crystallized in the method of procedure of every State association in the country. It is the indiscreet and wrongful use of the boycott. Both manufacturers and jobbers can be made to feel our displeasure without damning them, or boycotting them in an offensive manner. We are organized with the idea of standing by our friends, and by so doing, punishing our former friends who are now offending us. We must use our club of withdrawn patronage so positively, and yet so courteously, that our old time friends will yearn for the re-establishment of former pleasant relations, without being able to say that they have been treated unjustly, or have been abused, and without our having been discourteous or offensive, or having aroused the passionate relation of the parties we are punishing. Don't boycott the man you don't want to patronize. I even say, don't quit buying goods of him entirely. He may control specialties you need. His traveling salesman is your friend, and can give you valuable information on every question asked; but if it has been your custom to give this house an annual trade of \$3000, and you find their methods are a menace to our welfare, simply cut your purchases down to about \$300, instead of \$3000.

Remember above all that their representative is still the same old friend. Treat him kindly. Look over his catalogue every time he comes. Get all the pointers you can, but see to it that, instead of a liberal bill, you confine yourself to a few of his specialties, and that your purchases are but very meager. Let the salesman know that you regard him as kindly as ever. Don't transform the business transgression into a personal animosity, either against the salesman or the proprietor. Remember the old adage, "One man can lead the horse to water, but ten men can't make him drink." The above plan, instead of clubbing the horse, to make him drink, simply opens the bung hole, lets the water all out, and treats him nicely, until he gets good and thirsty and whinnies for his water.

The address was filled with interest, and was listened to with every attention. At the conclusion of the President's address, the convention went into executive session to consider the best method to meet the competition of catalogue houses, President Cole reporting what had already been done by the Inter-State Association in this direction, and strongly urging affiliation with that organization as being an important subject for consideration.

### WEDNESDAY EVENING SESSION.

The Wednesday evening session was devoted to the discussion of questions from the "Question Box," previous to which E. P. Messer, of Sheldon, read a paper on "Catalogue House Competition," giving his personal experience in the efforts made to combat their selling goods in his vicinity. His remarks were to the point, and brought forth similar expressions from other members, showing that the best results may be looked for in this opposition to catalogue house competition when all the local tradesmen are united. Among the questions from the "Question Box" on which discussion was had, were the following:

- Does a standing advertisement pay?
- Has any one used trading stamps?
- How can we make a tin shop profitable?
- How do you keep track of inquiries or prospective customers for Stoves or other goods?
- How do you order stove repairs and prevent accumulations?



How do you clean out hard stock after inventory?

How do you figure out a profit on a bill of Hardware for a contract?

Is it better to figure cost on each item of Builders' Hardware, or on the whole transaction in a lump?

Is single or double entry the best method for keeping books for retail dealers, and what is the best ledger?

These all met with considerable attention, and an interesting discussion was the result, the remarks of the delegates being based almost invariably on personal experiences, showing varying methods to accomplish the same results, and to that extent held the attention of those present to a remarkable degree.

#### THURSDAY MORNING SESSION.

The Thursday morning session was devoted almost entirely to the reading of papers on various subjects that had been prepared by the delegates for the interest of the members of the association. Among these, H. E. Tredway, of the A. Tredway & Sons Hardware Co., Dubuque, read a paper on "The Mutual Relation of Retailer and Jobber," from which we make a few extracts:

The jobber has three causes for his existence, none of them so great as the one for the retailer, but each of much moment in commercial economy.

1. The retailer seems willing to allow the jobber a living for the convenience of buying many of his goods at one time and in one place.

2. The average manufacturer is willing to concede the jobber a lower price for quantity purchases.

3. The railroads are willing to make the jobber lower rates on large quantities of freight in one shipment than they can or do make on small quantities in many shipments.

Primarily, as I before stated, in my business, either that of a retailer or jobber, there is but one vital point, net profit. If that is obtainable all else is secondary; but to the really successful business man there is the further consideration of increasing that net profit to a point where it affords more than a mere interest on the capital he invests and wages for the labor he puts in. Therefore, the wide awake dealer, and jobber as well, searches for the best methods of handling his business affairs, that the most favorable results may be recorded at the end of the year's business.

\* \* \* \*

A necessity being, therefore, proven for the existence of the jobber, for the convenience and profit of the retail dealer, a second question is brought up: Should any goods be bought of manufacturers? Can they be purchased to the retailer's ultimate profit? I say they cannot, and can bring forward some strong arguments to prove it. I admit first that sometimes you can and do buy certain articles a little cheaper by buying direct; I admit that you may occasionally in this way underbuy and thereafter, unfortunately, undersell your competitor; but as this reduces his price and profit, and as the shoe is as likely to be on the other foot, it simply reduces the percentage of profit for both you and your neighbor in the long run. Generally, however, you pay just about as much for these articles as if bought from the jobber, but in your judgment (and we jobbers always concede the judgment of the retailers good) the goods are a little more desirable for your trade either because they are intrinsically better articles or because you have the exclusive sale of them; but, on the whole, you will generally admit that when the excess freight is paid the advantage even in apparent cost or value is not great, and the influential point to you is the exclusiveness of the goods. An excellent point, too, and one which no dealer or jobber can dispute.

\* \* \* \*

#### HANDICAPS OF THE CATALOGUE HOUSE.

1. The merchandise cannot be in the consumer's hands at once.

2. The enormous percentage which the transportation cost between the catalogue house and the consumer will ordinarily bear to the value of the material purchased.

3. The tremendous advertising and catalogue expense.

4. House expenses of handling must be three to five times as great as a straight out jobber encounters.

5. The undue percentage which postage and remittance charges bear to the amount of the purchase.

Against the catalogue house should be arrayed, then:

1. The established and reputable manufacturer, because if he sells them, no matter at what price, the regular retail figure must be cut and not only cut, but published broadcast, and the market for that manufacturer's goods injured by the reaction.

2. The retailer is against him, because his business is undermined and injured.

3. The jobber is against him, because if the retailer could possibly be superseded by the establishment of catalogue houses in all the larger cities and towns and all consumers be thus satisfactorily and speedily supplied from such stores, we jobbers (Hardware jobbers, anyhow) might just as well quit and find some other vocation now as any other time.

A. T. Nelson, of Wilton Junction, added his quota in a paper on "Retail Business vs. Banking," a subject that he had undoubtedly given considerable thought to, as may be judged from a few extracts we give herewith:

Now I may touch a vital spot in the heart of some of our members, but, pardon me, I do not reflect on any one. Just a gentle slap at you all. Montgomery Ward & Co.! Bugbear! White Elephant! I am not in harmony with lines upon which so many of the associations are operating. They are spending too much time whining about the woes and ills that have beset them from department stores, and not enough time upon the ways of successfully combating these interests. I am afraid to get rid of these houses entirely, lest we become a trust ourselves.

In the first place, who are Montgomery Ward & Co., Sears, Roebuck & Co.? Perfect gentlemen, business men and financiers, so far as I am able to learn, out in the world for trade. There is nothing dishonest about it, nor underhanded in it. We don't own any trade, and the worst drawback to the business house that carries a large stock, employs help, pays taxes and all this, is the little store box merchant who does his own draying in a wheelbarrow, lives above his store, slides down the banister at every click of the latch and knocks off a plum every now and then while you and your clerks are throwing stones at Montgomery Ward & Co.

The cross road merchant that gets the number of a Stove you have sold and sells a neighbor one like it, using your sale to show up the goods, then asks \$1 over cost, the customer taking the Stove from the station as shipper, without blackening—these are the fellows that bite. Nothing dishonest about it. How often the case, when besieged with dogs, while you are battling with the mastiff, the little cur slips in and carries off a branch of your trousers!

It would be just as reasonable for Montgomery Ward & Co. to appeal to Congress to prohibit us local Hardware dealers from nipping at their trade as for us to try to force them off of the market by law. At the same time we are paying for their advertising by sifting their names broadcast among the country buyers, who will naturally think that we are being pinched and the department store is really a good place to buy, after all.

G. L. Miles, of Grinnell, furnished a well-written paper on "Side Lines," which we hope to print in full in an early issue of *Hardware*, being unable to place it in our columns on account of its length.

W. A. McIntire, of Ottumwa, held the attention of the delegates present by reading a paper on "Some Elements of Success," which certainly proved to be a subject demanding close attention on the part of the delegates, who thoroughly enjoyed it.

At the conclusion of the reading of the papers mentioned, President Cole stated that while in Detroit recently he had called upon Geo. W. Hubbard, of Flint, Mich., president of the Michigan Hardware Association, and he had taken great pleasure in the visit, finding Mr. Hubbard progressive and up-to-date, and while there received a number of suggestions on the several lines of thought presented in the papers to the reading of which the attention of the delegates had been given. He then appointed as Committee on Nomination of Officers, H. Vincent, of Fort Dodge; Thomas Larsen, of Eldora, and L. H. Kurtz, of Des Moines.

#### THURSDAY AFTERNOON SESSION.

At the Thursday afternoon session, Mr. Miles reported an amendment to the Constitution recommended by the Executive Committee, empowering the committee to select the place for the annual meeting. An amendment to the By-Laws was also recommended, raising the membership fee from \$3 to \$5. This was unanimously adopted. The Executive Committee as Auditing Committee reported that the accounts of the officers had been examined and found correct. On motion of A. B. Carhart, of Manchester, a rising

vote of thanks was given to the manufacturers, jobbers and retail merchants of Dubuque for their bounteous hospitality.

The Committee on Nominations then presented their report as follows:

President, W. A. McIntyre, of Ottumwa.

Vice-President, E. G. Penrose, of Tama.

The committee further recommended that the selection of the Executive Committee be made by permitting the members from each Congressional district to name one member of the committee. This report was adopted and the Secretary was instructed to cast a single ballot for the nominations for President and Vice-President, which was done.

President McIntyre on taking the chair returned thanks for the honor conferred upon him, and made a brief but vigorous address in which reference was made to the practical benefits derived by himself from his connection with the association, and he stated that he relied upon the members to give him their earnest and heartfelt support and trusted that all the delegates would make every personal effort to make the next annual meeting the best they had ever held of the Iowa Association.

The names of those selected to serve on the Executive Committee were then announced as follows: Jacob Seither, Keokuk; A. C. Heymen, Miles; Louis Lindenberg, Dubuque; T. S. Narum, Waukon; L. H. Kurtz, Des Moines; M. W. Keating, Afton; H. A. Cole, Council Bluffs; H. Vincent, Fort Dodge; W. H. Miller, Cherokee.

A vote of thanks was given to the retiring officers on motion of E. P. Messer, of Sheldon. The Executive Committee then selected the following for the Grievance Committee: E. P. Messer, Sheldon; S. R. Miles, Mason City; C. M. Doxsie, Algona; George Lister, Manchester, and Frank Kupper, of Burlington. The convention then adjourned sine die.

A number of manufacturing concerns were represented at this convention either by members of the company or their principal travelers, many of whom made fine exhibits in their parlors at the hotels, among which may be mentioned: The Reading Hardware Co., who were represented by W. H. Bennett and A. H. Ferguson; the Wilcox Mfg. Co., of Aurora, Ill.; Malleable Steel Range Mfg. Co., South Bend, Ind.; J. P. Lindemann & Sons, of Milwaukee, Wis.; J. D. Warren Mfg. Co., Chicago, Ill., who displayed a section of their improved shelving, fitted up with samples, so as to make an accurate illustration of their perfect system; the Toledo Register Co., Toledo, Ohio; the Brand Stove Co., Milwaukee, Wis.; Stowell Mfg. & Foundry Co., South Milwaukee, Wis.; E. C. Atkins & Co., Indianapolis, Ind., and the Gem Cutlery Co., New York. Hibbard, Spencer, Bartlett & Co., Chicago, Ill., made a display of a large number of their lines, using an outside office in Dubuque for the display, which gave them much greater opportunity for the purpose than was possible at the hotel.

### Weapons Cost a Fortune.

It is said that in the bombardment of Alexandria, between 7 A. M. and 4:30 P. M., the British fleet in a somewhat vigorous fashion deposited 3165 shells upon Egyptian soil and about 500 Egyptians were killed. This was undoubtedly good shooting in view of the fact that it took the Germans when besieging Mezieres in 1870 at the rate of three and one-half shells a minute, 193,000 large projectiles to kill 300 people—that is to say, 643 shells a head—and that the Boers in the earlier stage of the present war dumped 2680 shells into Ladysmith and killed only eight persons.

In the Crimean war the total number of combatants was 1,460,500 and they fired 89,000,000 shots, with the result that 51,945 soldiers were killed in battle and 66,397 died from their wounds; therefore, to all intents and purposes, 118,342 bullets found a billet and 88,881,658 were wasted.

In the Franco-German war, where the weapons used were of a superior quality, especially as regards precision, the

victorious host of Germans fired off 30,000,000 small arm cartridges and 363,000 rounds of artillery, with the result that 77,000 French troops were killed outright or died from their wounds. The wastage, therefore, on the German side amounted to 30,286,000 shot and shell and that on the side of the French would amount to quite as much. The ordinary man will now have an inkling where money goes in war time.

It is unfortunate, in view of the fact that after the battle of Modder River the trenches in some places were knee-deep in cartridge cases, that cartridges are not very expensive, costing the royal laboratory, in the case of .303-inch cordite cartridges with bullet for small arms, about \$20 a thousand to make—a price somewhat suggestive of stock-taking sales and alarming sacrifices. In this engagement one battalion of grenadiers fired 52,000 cartridges (say \$1040 worth) and a battalion of the Coldstreams 126,000; wholesale value, \$2,520.

In 1898 the royal laboratory made, among many other things, 68,979,606 of these cartridges, which, if placed end to end, would extend from Woolwich half way to the Cape, in addition to 1,049,712 other cordite cartridges, intended for the Webley pistol and costing nearly \$12 a thousand to manufacture.

Cordite, by the way, which comes in handy as an explosive in so many ways, costs from 33 cents a pound—not much, perhaps, by the pound, but the price mounts up when 945,560 pounds are manufactured in the year, as at Waltham abbey.

Gunpowder varies in price according to quality in a marvelous manner. One quality of which little is manufactured at Waltham costs nearly \$2 a hundred pounds, while picric is quoted at about \$95 a hundred pounds; but powder at 15 cents a pound is generally used. Gun cotton in two and one-half pound slabs, measuring 6 1-8x6 1-8x1 3-4 inches, costs 30 cents a pound, and when by its aid "long toms" are disabled it is cheap at the price.

With regard to other weapons .303-inch Maxims are quoted at about \$425, without extras, by the royal small arms factory at Enfield, while a handy Gardner-Gatling chamber gun runs to about \$322 when taking a quantity. The 63,712 Lee-Enfield rifles turned out at the same factory cost \$13.60 each; 88,853 sword bayonets, \$1.70 each. Lances cost \$6 each, without their flags, which run to 17 cents each, and cavalry swords entailed an expenditure of over \$4.

One interesting item in respect to the panoply of war refers to the cost of the cuirass. The backs are priced at \$12.25, the fronts at \$14.25 each; but in addition to these there are rivets for the shoulder straps at 13 cents a hundred, shoulder straps at 10 shillings 3 3-4 pence each, and various studs and washers to be bought ere the Life Guardsman receives his gorgeous steel overcoat, which he leaves behind him when his "transport is on the tide."—*Chicago Chronicle*.

WALTER B. STEVENS & SON, 114 Chambers Street, New York, and 412 Commerce Street, Philadelphia, Pa. Pamphlet catalogue of 64 pages, devoted to Dog Furnishings of every description, and including Dog Collars in large variety, Cat Collars, fancy Bell or Pug Collars, Pug Harness, a large variety of small bells for various purposes in connection with this line of business; Dog Leaders, small Padlocks, Muzzles, Whistles, etc. Included in the contents are Sheaths and Belts and Sailors' Palms. Altogether, it covers the largest variety of these goods that has been brought to our attention, and should be in the hands of every Hardwareman handling this class of goods.

Fair Visitor—So you have really decided not to sell your house?

Fair Host—Yes. You see, we placed the matter in the hands of a real estate agent. After reading his lovely advertisement of our property neither John nor myself could think of parting with such a wonderful and perfect home.—*Tit-Bits*.

### Kentucky Retail Hardware and Stove Dealers' Association.

The Kentucky Retail Hardware and Stove Dealers' Association had its first annual meeting in the Grand Jury room of the Court House, Lexington, on February 12th and 13th. The meeting was well attended, as nearly every member of the association took pleasure in being present. President Geo. P. Dehler, Jr., of Louisville, called the meeting to order. During the first session, among other preliminary business, a number of new members were added to the roll making a total membership of 45. As the association had not as yet completed the first six months of their organization, this presents an extremely encouraging view of its importance. Its object is, of course, to further the general interest of its members and more particularly to protect its members from the manufacturers who sell direct to the consumer.

In the afternoon session regular routine business prevailed, during which President Dehler delivered his annual address, from which we make a few extracts:

No doubt all of you assembled here feel the necessity of a State association for the retail Hardware and Stove dealer. It is only by associating together that we can accomplish anything against the many wrongs perpetrated against us from day to day. No single retailer, no number of retailers in any one city, not even the strongest State association, can hope to remedy the evils staring us in the face to-day. But I do believe that by a co-operation of States almost all of our grievances can be adjusted to our mutual benefit. In what manner this can be accomplished, and by what methods, is a question which will need careful consideration, and that is why we are here. That each and every member of this association will derive some benefit from having come to this meeting is in my mind an assured fact. Our exchange of ideas and views on the different subjects to be brought before us cannot help but be beneficial to some of us.

One or the other of you perhaps think you have more than your share of trouble in your business. To you I would say, Hear the complaints of your brother Hardwaremen, and be the happier after.

\* \* \* \*

Any one State association by a strong co-operative combination can handle most of the regular, legitimate Hardware and Stove jobbers; but when it comes to dealing with the catalogue houses and department stores, who buy from the manufacturer direct, we must take refuge in the co-operation of the various States. And it will take more than a few.

This fact alone should induce every retail Hardware and Stove dealer to join his State association, as only by so doing can he become a member of the Inter-State Association. Can you imagine the result of 5000 retail merchants refusing to market a certain article manufactured?

Can you picture in your mind 5000 retail dealers refusing to purchase any of their wares from any one jobber, because he persisted in retailing goods himself?

These things can and will be done, if you say they shall be done. The time for action is at hand and it behooves us, one and all, to buckle our armor of independence a notch tighter, face the dangers confronting us and do battle against our adversaries as one man.

The address proved exceedingly interesting to the members present. This was followed by the annual report of Secretary Paul Wagner, who presented the advantages of the association, and reported in detail upon the correspondence which he had had with dealers of the State since the October meeting, which gave a good idea to the delegates how great an amount of labor is connected with this position.

The Wednesday morning session convened at 10 o'clock, and proved to be one in the proceedings of which the members were well entertained. The association was addressed by W. P. Lewis, of New Albany, Ind., a member of the Indiana Retail Hardware Association, a special invitation having been extended to him. After making a brief address he was followed by Samuel Korb, Secretary of the Louisville Retail Hardware and Stove Dealers' Association, who read an interesting paper having reference to the advantages of association, and the desirability of dealers acting in con-

cert to effect needed reforms. We give an extract from his address, which was listened to attentively:

Go to your competitor, give him the hand of good fellowship, and explain to him that his interests are identical with yours, and that you need this help and that he needs yours in order to eradicate many evils with which you and other retail dealers have to contend.

Such a conversation will make him your friend, and even though you do not succeed in making him a member you will have accomplished a great deal otherwise. If he refuses, do not give up too easily, but go at him again; you will finally land him. If necessary, offer to refund his initiation fee to him if he becomes satisfied that he made a mistake in joining. Your association, I am sure, will back you up in the offer.

This Association is formed expressly for the purpose of protecting the retail dealer against the manufacturer or jobber who sells to that class of trade called consumers, and whose trade should be controlled by the retail dealer.

Some of the retail dealers may believe that they have to contend with greater evils, such as catalogue houses, etc. This may be so in some instances, and I believe that in due time, through the influence of the combined State associations, the harm done to the regular retail dealer in Hardware, Stoves, etc., by catalogue houses and similar institutions, will be greatly lessened if not entirely eradicated. But for the present I shall keep my guns trained on the retailing manufacturer or jobber, and shall pour hot shot after hot shot into him until either he or I am put out of the business.

A number of short addresses and discussions followed the remarks of Mr. Korb, which were participated in by a number of the members, which added to the general interest. In the afternoon session which followed, the Executive Committee appointed a merchant in each Congressional district for the purpose of assisting the Secretary in securing new members. The hope was expressed that by following this plan the membership may be increased to 100 by the next annual meeting. The following gentlemen were appointed on this committee:

First District, U. S. Shacklett, Fulton.  
Second District, A. Steitler, Jr., Owensboro.  
Fourth District, J. L. Malin, Vine Grove.  
Fifth District, Wm. Dehler, Louisville.  
Sixth District, W. T. Chilton, Campbellsburg.  
Seventh District, G. H. Watts, Georgetown.  
Eighth District, J. W. Mahan, Lawrenceburg.  
Ninth District, J. S. Ogden, Ashland.  
Tenth and Eleventh Districts, Charles D. Winn, Paris.  
Lexington District, Mr. Van Deren, of Van Deren Hardware Co.

It was also decided that the association should join the Inter-State Association without delay, and Paul Wagner was elected a delegate to represent the Kentucky State Association at the next meeting of the Inter-State Association on March 6th, at Chicago.

By unanimous agreement it was decided that all officers who had served during the past five months should hold over until the next annual meeting, which will be held at Louisville the second week in February, 1902.

The officers of the association are: George P. Dehler, Jr., of Louisville, President; J. S. Ogden, Ashland, First Vice-President; Charles D. Winn, Paris, Second Vice-President; Paul Wagner, Louisville Secretary; William Dehler, Louisville, Assistant Secretary; Henry Heick, Louisville, Treasurer.

The firms represented at this meeting are: W. T. Chilton & Co., Campbellsburg; Winn & Lowry, Paris; W. P. Lancaster and George B. Minary, Versailles; Johnson & Mehan, Lawrenceburg; Hehler Bros., Korb Hardware Co., J. H. Murphy, Charles W. Shott, J. C. Kirchdorfer, George Dehler, Jr., Albrecht & Heick, Paul Wagner and W. C. Lewis, all of Louisville; G. H. Watts, Georgetown; P. C. Sower, Frankfort; J. T. Vance, Vanderen Hardware Co., Smith, Watkins & Co., F. A. Hornsey, L. P. Milward, all of Lexington; J. L. Minary and J. L. Gray, of Pine Grove.

Injure not another's reputation or business.



### National Sportsmen's Association.

The Seventh Annual Show of the National Sportsmen's Association will open in Madison Square Garden, New York, Saturday, March 2d, and continue for a period of two weeks. All of the old exhibitors and many new ones of sportsmen's arms and equipment, have taken space. D'Aqui's Military Band will be on hand afternoon and evening, and a very elaborate display of decorations and electric lights will add to the attractiveness of the scene this year, surpassing in that respect any of the past shows of the Association.

#### GENERAL ARRANGEMENT.

The main floor of the amphitheatre will be reserved for exhibits of game birds, animals and fishes, to be exhibited in a series of small game parks, enclosed by wire mesh, instead of in one large park, as heretofore; for exhibits of power launches, pleasure boats, canoes, ducking boats and other small craft; for reproductions of sportsmen's camps, notably such as will be made by the Maine Guides, the Adirondack Guides, the Junior Branch of the National Sportsmen's Association and other organizations of like character; also, displays of mounted specimens, game heads, antlers, etc.

#### SCENIC FEATURES.

The entire interior of the Garden has been so planned as to resemble, as close as possible, one vast sportsmen's preserve. To this end, rockeries, rustic work, pine and cedar trees, to the number of several hundred, a drop curtain extending across the entire eastern end of the Garden, and an artificial lake, will be employed, all of the wood and iron work of the building, so far as practicable, to be concealed by decorations of pine, spruce and hemlock boughs.

#### ARTIFICIAL LAKE.

Instead of the six-foot tank of water used for aquatic sports last year, the management will construct an artificial lake, with indented shores, the waters narrowing toward the center of the lake, where they will be spanned by a big causeway or "natural bridge" of rock. Beyond this, the lake will increase in width until, from a scenic point of view, it blends with the painted waters of the big drop. On each side of the curtain will be constructed, of materials best known to the scenic artist, mountain crags, cliffs and peaks, so designed as to give a startling touch of realism to the entire scene. Near the western end of the lake will be constructed a small island, upon which a band of Ojibway Indians will, each afternoon and evening, and in full costume, give an exhibition of their tribal dances and religious rites. On the shore of the lake, a colony of half a dozen beavers will be furnished ample material for the construction of their dam, while otter, muskrat and other amphibious, fur-bearing animals will be seen constructing their homes and disporting themselves in the water. Following their exhibitions, the Indians will invite such visitors as care to avail themselves of the opportunity, for a canoe ride upon the waters of the lake.

#### GUIDES' EXHIBITS.

The exhibit of the Maine and Adirondack Guides this year will be an extensive one. The Maine Guides, having allied themselves in the enterprise with the railway companies and with many leading hotels of their section, will occupy the entire south side of the arena, with an exhibit that will be thoroughly representative of the game resources and scenic beauties of the Pine Tree State. The Adirondack Guides, having learned of these intentions, are putting forth every effort to rival, if not eclipse, the Maine exhibit, and will come down from the north woods with a display of log cabins, lean-tos, materials for rustic and woodland effects and a collection of fur-bearing animals native to their section, that will far surpass any exhibit these enterprising woodsmen have ever before made at a sportsmen's show.

Honorary President E. E. Kendall, of the association, in speaking of the exhibit now being prepared, says: "We are going to show the people of New York more of the Adiron-

dacks than they have ever seen outside of the Adirondacks themselves. Many of the campers and tourists who come here annually first learned of the charms of our country through the guides' exhibits at the Sportsmen's Show, and we thoroughly appreciate its value as an educational institution. The association has given up its time and money to make these exhibits interesting from year to year, and now the business men and hotel men of our town, and adjoining ones, realizing the direct benefits accruing from such exhibits, have, this year, contributed toward a fund large enough to send down an exhibit that will be more extensive and better than any we have ever made."

#### GAME BIRD AND ANNUAL EXHIBIT.

Verner de Guise will again have charge of the game-bird exhibit, and will make it even more complete than last year. The exhibit of pheasants will be a large one—ring-neck, golden, silver—together with especially handsome specimens of German and Indian birds of this species. A flock of wild turkeys, grouse, Virginia and California quail, prairie chicken and pretty nearly every variety of wild duck known to hunters along the Atlantic seaboard.

Among the game animals will be seen a bull and cow moose (two remarkably fine specimens), elk, deer, caribou, mountain sheep, antelope and bison, as well as bears, walrus, foxes, lions, lynx, panthers, cats, foxes and other of the carnivorous game animals.

#### REVOLVER AND TRAP SHOOTING.

The revolver range will be conducted by the Colt Fire Arms Co. this year, and the association championship promises to bring together the best shots in the country.

The trap-shooting tournament on the roof will furnish a rare exhibition of target smashing this year, with Rolla Herkes, Jack Fanning, W. R. Crosby, Fred Gilbert and other experts of like calibre as contestants.

### Southern Hardware Jobbers' Association.

At a meeting of the executive committee of the Southern Hardware Jobbers' Association, which will take place in Asheville, N. C., March 6th and 7th, for the purpose of transacting such business as may come before it, and decide where to hold the annual meeting, it is the intention of the Hardware jobbers of Chattanooga to attend with a view to making a strong effort to capture the Convention, which is to be held next June. The cities which have invited the Association are: Asheville, Cleveland, Chattanooga and New Orleans. The Chattanooga dealers who are members of the Association have taken a great interest in the matter, and their invitation to the Convention to select that city will be supplemented by an urgent invitation from the Chamber of Commerce, and they hope to have one also from the City Council, the desire being to make it a gala occasion that will make Chattanooga forever remembered for its hospitality. Naturally, the desire of the officers of the Association is to hold the meeting in the most central place that can be chosen in the interests of its delegates, and the Chattanooga dealers are confident their location fills the bill in every respect, as well as offering the most interesting place for the meeting, which usually takes place in the hot part of the Summer, for if a good, cool breeze can't be found on Lookout Mountain, certainly no other part of the South has anything more refreshing to offer. There is every reason to believe that Chattanooga stands a remarkably good chance of being selected, everything else being equal, as such ambitious endeavors on the part of the dealers deserve recognition.

Mike (opening his envelope)—Faith, that's the stingiest man I ever worked for.

Pat—Phwat's the matter wid ye; didn't ye git as much as ye ixpicted?

Mike—Yis, but I was countin' on gittin' more than I ixpicted.—*Philadelphia Press*.

## RECENT TRADE PUBLICATIONS.

AMERICAN SCREW Co., Providence, R. I. Pamphlet catalogue dated January, 1901, consisting of 30 pages, well printed on good paper, characteristically illustrated, and in addition to the current price lists on the goods manufactured by this company, the pamphlet contains illustrations and miscellaneous information relative to all their regular products. Independent of the contents of this pamphlet the company manufacture a great variety of special articles of a kindred character, prices on which will be given on application. The price lists given in the catalogue are all subject to the discounts named in the discount sheet which accompanies it. The company state, in connection with this catalogue, that they have a telegraphic code prepared especially with reference to their own products, which are not satisfactorily covered by any of the general codes now in use, and this they will be pleased to furnish gratuitously to the trade on application.

WRIGHT SHOVEL Co., Anderson, Ind. Four-page leaflet, printed in colors, calling attention to the large line of Solid Shank Crucible Steel Goods in the way of Shovels and Spades, Post, Drain and Ditching Spades, and Moulders' Shovels manufactured by this company. This leaflet is attractively gotten up.

JOSEPH DIXON CRUCIBLE Co., Jersey City, N. J., have recently issued what might be called a booklet catalogue of 44 pages, entitled "Graphite as a Lubricant," and as is usual with this well-known company, the contents of the pamphlet are exhaustive in their description of the varied uses to which graphite may be applied, and also in the variety of endorsements of a commendatory character of this article as furnished by the Joseph Dixon Crucible Co.

LANDERS, FRARY & CLARK, New Britain, Conn., and 82 Chambers Street, New York. Pamphlet catalogue of 44 pages, comprising their line of Plumbers' Brass Goods, in the manufacture of which they have been prominent for a great many years. This catalogue includes everything requisite for plumbers' wants in Stop and Waste Cocks in large variety, Compression Plain and Hose Bibbs, Compression Stops, with and without Stuffing Box; Self-Closing Plain Bibbs with Telegraph Handles; Wash-Tray Bibbs, ordinary Plain and Hose Bibbs, Brass Racking, Globe, Liquor and Kerosene Oil Cocks; Compression Lock Cocks, Safety Faucets, Boiler Cocks and Bottling Cocks in large variety. Included in the contents are Brass Liquor, Beer and Ale Cocks of all the various patterns known to the trade, and also Refrigerator and Water Cooler Cocks in large variety. A very desirable book, well worth sending for.

RUSSELL & ERWIN MFG. Co., New Britain, Conn., and 43 Chambers Street, New York, have recently issued a pamphlet catalogue of 16 pages, covering their new line of Glass Door Knobs with Bronze Metal Shanks and Roses, and also with combined Rose and Escutcheon. This is an important catalogue, not so much from its size as from the fact that it shows a line of goods which the Colonial revival in architecture has brought into use, the knobs being made of the best quality of flint glass, clear and brilliant, and the cuttings skillfully and carefully executed. In connection with this line of goods is also shown Plate and Drop Escutcheons suitable for use with Glass Knobs, simply given as a suggestion, because any of the fine Bronze Roses and Escutcheons combined made by the company can be employed if necessary.

IOWA FARMING TOOL Co., Fort Madison, Iowa. Hand-some folding leaflet, printed in two colors, on extra coated paper, calling attention to the Victor Garden Cultivator, Garden Tool Sets and the Crescent Scuffle Hoes; also, the square Scuffle Hoe and the Kretsinger Cut-Easy Hoe, with the manufacture of which this company has been long identified.

HARRISON BROS. & Co., Inc., Philadelphia, Chicago and New York, have recently issued for distribution through their patrons a pamphlet of 50 pages, denominated "Specifications for the Painter." This is designed as a practical hand book for architects and house painters, and others in the building trade, with the hope that it will supply them in condensed form with information regarding paints, varnishes, white lead, colors and similar specialties—information which is often sought, but rarely at hand when needed. This is a very useful publication for the purpose, hints being given throughout on a number of points of interest to the trade to which it more especially applies, and will be found extremely desirable by those to whom the sale of such goods possesses the proper interest. A description is given of how to produce all the various tints, in regard to the quality of colors that are combined to make up each particular tint required. Special mention is made, of course, of the products of this old and well-known company, and attention is called to the fact that ready-mixed paints bearing the brand of "Harrison" can be relied upon to produce perfection of finish, which is the aim and ambition of all painters who desire successful achievement.

KNAPP & SPENCER Co., Sioux City, Iowa, have recently issued, for the benefit of their special trade, a very handy little pamphlet of 36 pages, covering their line of Bicycle Sundries. This embodies in its contents all the leading articles that would be desirable in this especial line of goods for the retail dealer, and they are presented in a form that, by the aid of graphic illustrations, provides a pamphlet worthy of any Hardware dealer's frequent reference.

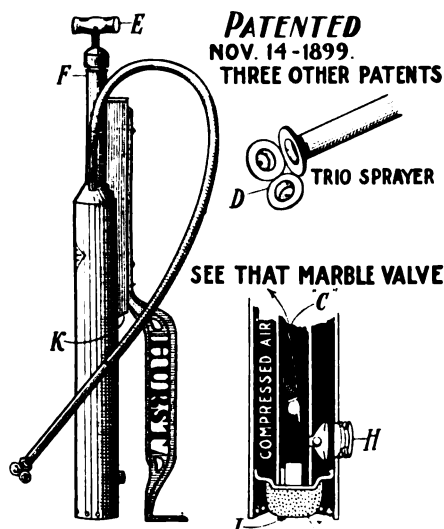
FANNER MFG. Co., Brookside Park, Cleveland, Ohio, have recently issued their 1901 catalogue of Hardware specialties of which they are large manufacturers, they having been incorporated in 1894. Many of their Stove Hardware Specialties are marketed under the name of the Arctic Stove Trimings, and by that name are well known throughout the Hardware trade. The catalogue in question covers this line completely. Among its contents will be found handles for Potts' Irons, Family Ice Tongs, Ice Picks and Shaver, Can Openers, Little Giant Gas Stoves, Arctic Stove Shovels, Pokers and Lid Lifters in large variety; also Screw Drivers and Box Openers. Included in its contents is a line of iron Hammers, of which they are large manufacturers, Family Glue Pots, Sad Iron Stands, etc., etc. They are also manufacturers of Hot-Air Registers, Faces and Borders, which are illustrated in this catalogue, together with a line of Toy Stoves and Ranges, which have become extremely popular.

MASSEY VISE Co., 30-32 South Canal Street, Chicago, Ill. Pamphlet catalogue of 12 pages, covering their line of Massey Vises, giving full description of weights, sizes and claims for superiority of this well-known line of mechanical appliances, which includes Massey's Clincher Vise, Quick-Adjusting Screw Vise, Perfect Pipe and Lightning Grip Vise; also the Planer and Milling machine Chucks which are specialties of their production.

## NEW GOODS AND SPECIALTIES.

### "Hurst" Patent Spraying Pump.

H. L. Hurst Mfg. Co., Canton, Ohio, have been exclusively engaged for a number of years in the manufacture of spraying pumps and spraying chemicals. They have recently put upon the market their new improved "Hurst" Patent Spraying Pump with automatic mixer, double strainer etc., the advertisement referring to which will be found on page —. We illustrate the several features of this article herewith, arranged in a manner that is self-explanatory. This pump has proved exceedingly popular with the farmers, demonstrated by the largely increased orders given the dealers. The "Hurst" is undoubtedly a leader in the line of sprayers recognized by the trade. It is claimed to possess great merit for high spraying, and is noted for the many and varied uses to which it may be applied. The fact that this company have been making this class of goods for over twelve years, confining their products to pumps and spraying mixtures, is an indication that their products may be relied



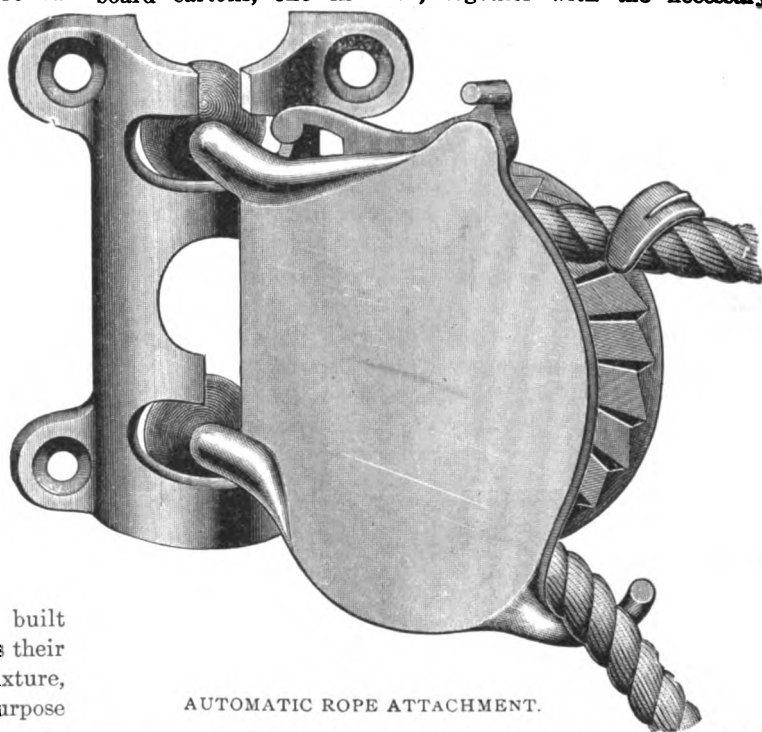
"HURST" PATENT SPRAYING PUMP.

upon, their large and extensive business having been built up by liberal treatment of the dealers who have acted as their agents. The "Hurst" specially prepared spraying mixture, made also by this enterprising company, serves every purpose of spraying, and is beneficial in increasing the crop produced in both quantity and quality. Any dealer who has not already secured the agency for this special article, by making early application may secure a show-window display card, and the company will advertise the goods for him.

### Automatic Rope Attachment.

Newton Mfg. Co., Erie, Pa., are placing on the market the Automatic Rope Attachment an illustration of which we give in the course of this article. It is made of malleable iron, galvanized, and may be used with any kind of cord, and will be found to last a very long time. It is especially suitable for fastening clothes lines, as it can be quickly attached to post, fence or building, the base remaining permanently attached, while the pulley may at any time be easily removed. It is automatic in its action, it being only necessary to pull the line tight, the grip holding every inch of the slack. The grip is so constructed that it will not have a tendency to wear or cut the rope. For the purpose of slackening the line it is only necessary to raise the "dog" at the top, and the pulley moves freely. To remove the line it is not necessary to run the entire length through the pul-

ley. It may be removed from the lower hook and passed back of the pulley, when it is at once disengaged. The attachment is so constructed, however, that the line will be held in any position, whether the rope be tight or loose. For hanging hammocks it is regarded as being an extremely safe and most durable fastener, no hooks being necessary. The hammock can be raised or lowered almost instantly, the attachments swinging with the hammock, and, therefore, avoid wear on the rope. For awnings it is an improvement, as it does away with the old-fashioned cleat, as the rope is fastened securely the moment the person raising the awning stops pulling. For use on board yachts, in handling sails, also for outing purposes for securing tents, this attachment is claimed to be extremely useful; also, to the farmer in many different ways, which will readily occur to anyone who has used a similar appliance of more difficult construction. The attachments are packed for shipment in paste-board cartons, one in each, together with the necessary



AUTOMATIC ROPE ATTACHMENT.

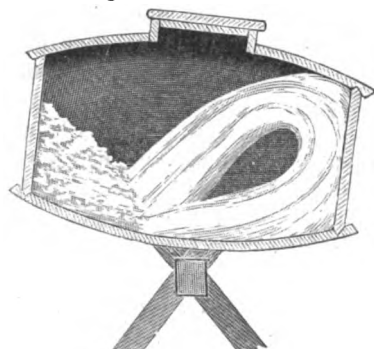
screws and printed directions for its use. In order to assist in sales being made intelligently, the manufacturers furnish to the retailer a finely finished counter model with each order of a quarter of a gross or more. This will prove of great assistance in making sales by calling the attention of customers to the new attachment. This model consists of two posts securely fastened to a hard-wood base, with an attachment fastened to one post, and a strong piece of cotton rope to the other. It is a perfect working model, and together with the window cords and other advertising matter, also furnished gratuitously, should add very materially to the ease with which sales may be accomplished.

### Buckeye Churn.

The Buckeye Churn Co., Sidney, Ohio, have been identified with this line of specialties for a number of years, and have achieved the success that comes with the recognition of merit. There has always been a demand for a churn whose principle of concussion is identical with the creamery one for the dairy farm and the home butter factory. This demand is created by the great improvement caused in the butter market by creamery granular butter and by the fact



that dairymen are apt to peruse everything in the shape of higher literature on their particular product that is obtainable in all dairy and farming periodicals. We give an illustration of the Buckeye Churn herewith, in which the cut shows the action of the cream in the same when in operation. The cream strikes the end and breaks into suds with the rebound, describing a figure 8. The reaction materially assists in the motive power. The churn is so constructed

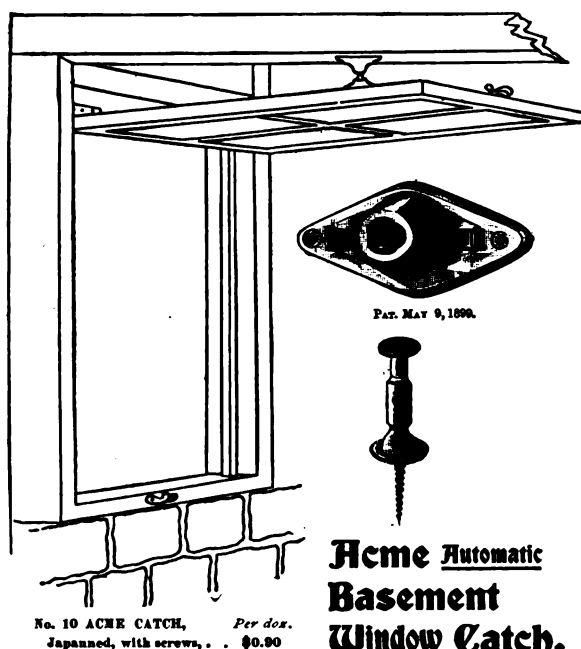


BUCKEYE CHURN

that by throwing the churn forward and back the barrel is thrown on an inclined plane alternately from one end to the other, and dashing by its own weight into spray, as the sea against the rocks, and the rebound or reaction, with the mechanical fact that the fulcrum at the bottom of the rockers changes from one to the other in accordance with the change of weight, balances the weight in its motion, and thereby saves a great portion of the labor of other churns, for it is conceded not to be as hard work to throw the churn forward and back as it is to lift a dash or turn a crank, which is always a dead lift. The churn is claimed not to heat by exercise, and the butter may be worked in ice or cold spring water in the churn. Application to the manufacturers will secure considerable literature in regard to the making of butter, and the superior manner in which the Buckeye Churn can assist in accomplishing this fact.

#### Acme Basement Window Hardware.

Caldwell Mfg. Co., Rochester, N. Y., are manufacturing a few specialties which they are marketing under the name



No. 10 ACME CATCH, Per doz.  
Japanned, with screws, . . . \$0.90

FIG. 1.

of the Acme Basement Window Hardware, which we illustrate in the course of this article. In Fig. 1 is shown the Acme Automatic Basement Window Catch, which is designed to take the place of hook and eye for holding cellar windows open. As will be noticed from the illustration, when the sash is pushed up against it, it is firmly held, while a quick pull releases it at once. It is a strong, sure catch, which saves the ordinary difficult reaching up necessary to hook the

sash with the appliance previously in use. Fig. 2 shows the Acme Basement Window Fastener, the use of which is demonstrated in the cut. This, while simple in its method of operation and method of construction, is a strong and secure lock, made to press the sash tightly into the frame, take up the slack, prevent all rattling, while at the same time excluding the cold air, and also the snow which invariably drifts through when sashes are loosely fitted. This



FIG. 2.

can be used equally as well on attic and dormer windows that are hinged to swing, and will be found a great convenience in the usual assortment of house Hardware. Fig. 3 illustrates the method of putting up the Acme Basement Window sets, for distribution by the trade, which would prove a great time-saver for busy clerks and carpenters, each box containing all the Hardware necessary for one basement window. They are put up in sets numbered as follows: No. 12, for sash hinged at side, including one pair of wrought butts, one Acme Fastener, and the necessary japanned screws to make a sightly job; Set No. 13, similarly constituted, for sash hinged at top, and Set No. 15 for the same, but which includes both the Acme Fastener and the Acme Catch. These are desirable additions to the stock of builders' Hardware, and are well worth the attention of the Hardware



FIG. 3.

dealer who has not already been made familiar with their merit.

#### Eagle Water Still.

The Health and Comfort Supply Mfg. Co., 430-434 Elm Street, Cincinnati, Ohio, have invented, manufactured and placed upon the market, at quite a nominal cost, an apparatus for distilling water and producing with the least possible trouble perfectly pure water for all the purposes for which it may be required by the family. This is marketed under the name of the Eagle Water Still, and it enables every family to easily supply itself with distilled water, pure and limpid as crystal, at no expense, no extra trouble and without any special experience, for the apparatus, it is claimed, may be managed by a child. Attention is called to the fact that river water even as unattractive in appear-

ance as the Ohio River, by the aid of this apparatus is converted into a water of crystal purity, revitalized and sterilized, and made by the process delicious and palatable to the taste. In Fig. 1 is shown the outward appearance of the Eagle Water Still, while in Fig 2 is given a sectional view of the same, indicating the methods of its operation. It is made of heavy copper, in three parts, in order that it may easily be cleaned when necessary. It is entirely automatic in its action, and needs no extra fuel in its operation. Distills five to seven gallons of perfectly pure water in eight

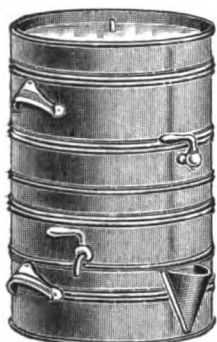


FIG. 1.

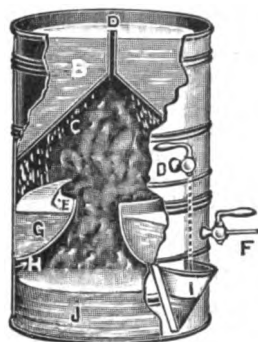


FIG. 2.

hours, and, compared with any similar distilling apparatus, is claimed to be far the best for family use, having been adopted and endorsed by physicians of good standing, and under such auspices meeting with a rapid sale wherever introduced. The Health and Comfort Supply Mfg. Co., recognizing the advantages of dealing direct with retailers, are prepared to offer a liberal discount to the trade, and ample protection to the dealers handling the still. They will be pleased to open correspondence with parties who are willing to represent them, and will agree to do everything possible to advance the interests of the parties handling the same.

#### The St. Louis Air Rifle.

St. Louis Air Rifle Co., St. Louis, Mo., are the manufacturers of the St. Louis Air Rifle, of which we give an illustration. It may be regarded as an innovation in this line of specialties, as it is a real air rifle, entirely different from the spring guns usually sold under that name which have been a long time on the market. It is provided with air chamber, into which the air is compressed by means of an air pump. When the trigger is pulled a valve is opened, which releases the air, the gun being discharged with a total absence of the usual vibration or recoil. There are no springs whatever, the rifle being constructed with an especial view of attaining simplicity and strength in all its parts. The metal portions are all made of brass and are handsomely nicked. The pump extends from the muzzle to the trigger, and the long stroke obtained makes it very easy to charge the gun. One stroke will charge it to shoot as hard as the spring guns, while the force may be increased as much as desired, sufficient strength being required to charge it heavily to



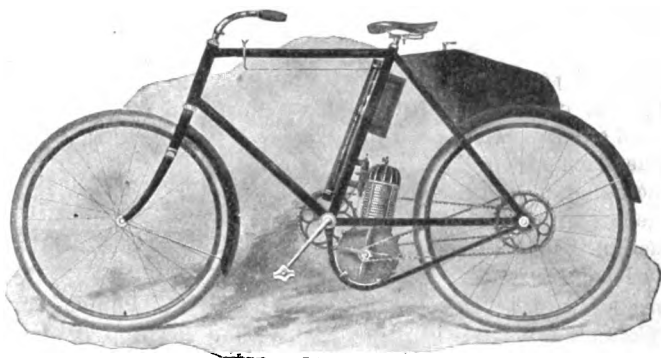
THE ST. LOUIS AIR RIFLE.

render it safe in the hands of a child. Five or six strokes will send a bullet through a half-inch board, or throw it over 100 yards. The air chamber is located in the rear, and is claimed to be capable of sustaining all the pressure that may be applied. The bullet having a travel of the entire length of the barrel, great force and accuracy are assured. The adjustable peep sight, the simple valve and the perfect trigger, together with a rigid frame and a neat appearance, are salable advantages. It is stated to be the lightest gun on the market, a case of one dozen weighing only 22 pounds. As no cast iron is used in its construction, it is absolutely un-

breakable, and it is said to be so free from complicated devices that a boy might replace any part ever likely to wear out. This new rifle produced by the company is a great improvement over the first model that was placed upon the market. They are numbered 2 and 3, shoot BB and 000 shot respectively, are listed at \$18 and \$21, and it is the desire of the manufacturers to market their entire product through the wholesale trade, doing their best to protect the jobber in every possible way.

#### Patee Motor Cycle.

The Patee Bicycle Co., Indianapolis, Ind., are manufacturing and placing on the market the Patee Motor Cycle, which possesses a number of improvements over similar articles now commanding the attention of the Hardware and bicycle trade. The company call attention to the fact that the location of the motor in their machines is such that the rider may keep his feet on the pedals at all times, or place them on the coaster at his option, without finding an overheated engine between his legs, as is the case where the motor is built into the crank box or in the front part of the frame toward the head. The object in locating the motor, they claim, in the frame behind the crank shaft, enables them to remove the unpleasant heat from the proximity of the feet, and what little steam, heat and smell the motor makes by this course of construction will invariably go be-



PATEE MOTOR CYCLE.

hind the rider instead of blowing into his face, as it would undoubtedly were the motor located in any position in the front part of the frame. In addition to these points, the weight of the motor being carried below the centre of the wheel has the advantage of making the machine run much more steadily than it does where it is carried high on the frame. The motor riding within five and a half inches from the ground, as it does on this machine, has a tendency to steady the machine to such an extent that the rider can make a quick dodge to avoid collision on the street much more readily than he could with the ordinary bicycle. The construction of the Patee Motor Cycle is heavy and strong throughout, the frame being made of 1 1/4-inch tubing of 16 and 20 gauge, with heavy forks, stays and front fork, front fork crown being heavy drop forged tandem crown, well reinforced. The wheels are 26 inches in diameter, with heavy spokes and possessing two-inch tires. It is intended that the machine in every detail of construction should be substantially and perfectly made. The Patee Bicycle Co. state they are having thousands of inquiries from the trade in regard to their machine, and already a great many orders have been placed by some of the largest dealers who have been prepossessed by what they heard of its merits, although they had never seen a model or cut of the machine, placing their orders entirely on the reputation of the company for turning out desirable goods at the right price.

# PATENTS

Preliminary Consultation Free.

HENRY J. MILLER,

55 Equitable Building,

BOSTON.

### "Champion" Refrigerators.

Cooper & McKee, 113-121 Gwinnett Street and 146-154 Middleton Street, Brooklyn, N. Y., are placing upon the market a largely increased line of refrigerators, a business with which they have been identified since 1880, having one

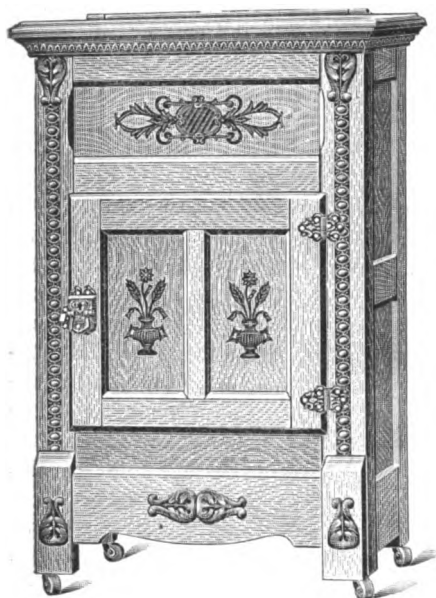


FIG. 1.

of the most improved plants for the manufacture of the line of goods referred to, of any concern in the United States. They manufacture a large variety, including the cheaper grades as well as the superior line of goods that are marketed under the name of the "New Columbia." Their several lines are known as "Domestic," "Household," "Champion" and "Columbia." We illustrate herewith a medium grade of hard-wood refrigerators marketed under the name of the "Champion," on which they have a large sale, which, owing to their construction with solid ice chamber and less expense of carvings and trimmings, the manufacturers are enabled

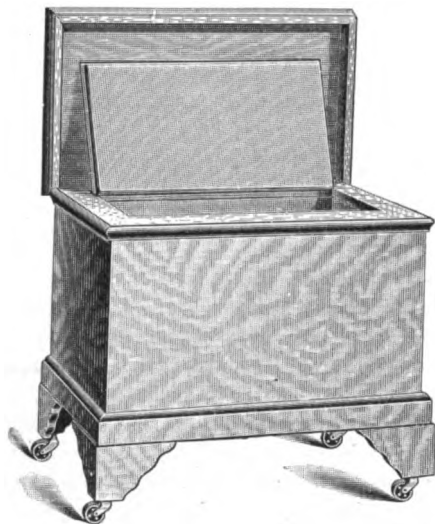


FIG. 2.

to sell at a lower price than the "New Columbias," considering them fully as efficient for refrigerating purposes. They are made of ash with a golden oak finish, charcoal sheathing filled, flush bottom, single cover, with extra heavy doors; brass trimmings, brass lever locks, galvanized iron lining, ice rack and shelves, furnished with a removable waste pipe, and finished with coach varnish. They are fitted with automatic syphon, have ball-bearing wood-wheel casters, and sliding shelves, making them a very desirable refrigerator for the general trade, and furnished at an extremely moderate price by comparison. We also present an illustration of their or-

# Take Hold of This

The dealer who takes hold of

## THE SHERWIN-WILLIAMS PAINT

and makes use of the liberal helps we give him can do the biggest paint business in his locality.

Not only that, but he can build up his whole business and advertise his whole store by pushing *S. W. P.*

The advertising brings the trade.

The quality of the paint holds it.

There's money and reputation for you in *S. W. P.*

Take hold of it.



**THE SHERWIN-WILLIAMS Co.**  
PAINT AND VARNISH MAKERS.



CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.

Write 31 Michigan Street, Cleveland for the  
"B-13" illustrated booklet on our Paints and Methods.

dinary Ice Chest, which is largely used for domestic purposes, being about the lowest priced refrigerator marketed. These are made of pine, painted imitation oak, are double boxed, charcoal sheathing filled, galvanized iron lining and shelves, and have ball-bearing wood-wheel casters. They are made in eight different sizes, running from 25 to 51 inches in length.

### Consolidation of File Interests.

The Nicholson File Co., of Providence, R. I., are pursuing a general policy of expansion which was inaugurated by them when they acquired by purchase the extensive works of the New American File Co., Pawtucket, R. I., and the Western File Works, at Beaver Falls, Pa., which was followed by the addition to their circuit of factories of the Eagle File Co.'s plant at Middletown, N. Y., and the McClellan File Works, at Saginaw, Mich. Their latest acquisition is the purchase of the Arcade File Works, Anderson, Ind., the largest plant outside of their own in the country, having in their employ 400 hands and possessing facilities for production in perfect condition. This large addition makes the Nicholson File Co.'s the most important position in the file industry of the world. They are also negotiating for the purchase of the plants of the Kearney & Foot Co., at Paterson, N. J., and Kent, Ohio. The completion of this deal is awaited with interest by the Hardware trade of the United States, as the combination of such prolific resources in the hands of one company, while not giving it a monopoly of this industry, as many large concerns are still in the field, promises, however, a gross production of nearly 10,000 dozen files and rasps a day, and will give employment to nearly 2500 hands.

"Jack, you ought to straighten up your writing table."

"Lemme alone, Julia; if I were to straighten up this table I couldn't find a thing on it until it got all mussed up again."

—Ex.



## REVIEW OF THE MARKETS.

**Wire Nails:** There is a very good demand from all quarters for Wire Nails, the recent change in prices not affecting it to any perceptible extent other than urging delivery. The slowing up on prompt shipments by the mills indicates to some buyers a possible slight advance to still further strengthen the market. Quotations based on the advance are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots	\$2.30
" less than carload lots	2.35
To retailers in carload lots	2.40
" less than carload lots	2.50

New York prices are not affected seriously by the slight change, and are quoted as follows:

To retailers, carload lots on dock	\$2.53
Small lots at store	\$2.55 to 2.60

**Cut Nails:** Prices are well maintained on this staple line, the demand being a steady even if not a heavy one. A brisker movement is anticipated by March, if no further change in price is contemplated. Quotations consequently are as follows, f. o. b. Pittsburgh, plus freight, terms 60 days, or 2 per cent. off in 10 days:

Carload lots	\$2.00
To jobbers in less than carload lots	2.05
To retailers in less than carload lots	2.15

New York quotations are as follows:

To jobbers in carload lots on dock	\$2.15
" less than carload lots on dock	2.20
To retailers in less than carload lots on dock	2.30
Small lots from store	\$2.25 to 2.30

**Barb Wire:** The large demand governing the Barb Wire market at the present time creates a fear that an additional change in price may be anticipated. Shipments are not invariably prompt, and nails are urged to make earlier deliveries than were contemplated. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	\$2.60
" Galvanized	2.90
" less than carload lots, Painted	2.65
" Galvanized	2.95
To retailers in carload lots, Painted	2.70
" Galvanized	3.00
" less than carload lots, Painted	2.80
" Galvanized	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** At the present quotations which seem to be more than satisfactory, judging by the steady demand, Plain Wire holds its own in good shape, and the promise of a much heavier trade in the immediate future may safely be looked for. Quotations are now stated as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. off for cash in 10 days:

		Base sizes.	
		Plain.	Galv.
To jobbers in carload lots	\$2.25	\$2.65	
" less than carload lots	2.30	2.70	
To retailers in carload lots	2.35	2.75	
" less than carload lots	2.45	2.85	

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

		Plain Fence Wire Advances (Catch Weights).	
		Nos.	Galvanized.
6 to 9	Base		\$0.40 extra.
10	\$0.05 advance over base		.40
11	.10		.40
12 and 12½	.15		.40
13	.25		.40
14	.25		.40
15	.45		.75
16	.55		.75
17	.70		1.00
18	.85		1.00

For even weight bundles, 50 pounds or over, 5 cents per bundle advance on above.

**Screws:** Taking advantage of the extremely low quotations recently promulgated, large orders have been booked

on this staple line, indicating a stronger market under the circumstances than has prevailed in a long time. The natural result is with so many orders already booked for future delivery, some concessions formerly obtainable by largest buyers are not now within reach, and the market is reported very firm.

**E. C. Atkins & Co., Indianapolis, Ind.** An advance in the list prices of the Moss-Back-Cross-Cut-Saw manufactured by this company was recently announced, and we give the new prices herewith, discounts remaining the same as heretofore:

		Lance, Diamond, Tuttle Tooth with Diamond Point, not Perforated,				Perforated.			
4	4½	5	5½	6	6½	7	7½	8	
\$2.64	\$2.97	\$3.30	\$3.63	\$3.96	\$4.39	\$4.62	\$4.95	\$5.28	foot each.
4	4½	5	5½	6	6½	7	7½	8	
\$2.80	\$3.15	\$3.50	\$3.85	\$4.20	\$4.55	\$4.90	\$5.25	\$5.60	foot each.

**Files:** The recent consolidation of File interests by the purchase of the Arcade File Works, Anderson, Ind., by the Nicholson File Co., Providence, R. I., has greatly strengthened the market quotations on this important line, and the removal of aggressive competition by the combining of such leading plants will exert beneficially on the interests not only of export trade but also the domestic demand. No change in regular quotations has been noted as yet, but some extreme "specials" have been withdrawn from competition.

**Cordage:** There is only a moderate demand reported for Manila rope, the market being held steadily at prices named below, and advancing conditions are anticipated. Sisal is still strong at the quotations given, with strong probability of an early advance.

	Pounds, Cents
Manila, 7-16 inch and larger	9½
¾ inch	10¼
¾ inch and 5-16	10¾
Sisal, 7-16 inch and larger	7½
¾ inch	8
¾ inch and 5-16 inch	8½
Lath Yarn, Medium and Coarse	7
Jute Rope No. 1	6½
No. 2	5½

**Binder Twine:** The prevailing prices of the raw material has made the Binder Twine market a waiting one, with no urgency for large sales or anticipations of extensive purchases. The market for both descriptions of hemp is very firm, and the following quotations represent the present market. General quotations are as follows for small lots of Twine, with a rebate of 1-4 cent per pound for carload lots, f. o. b. Eastern factory:

White Sisal, 500 feet per pound	7¼c.
Standard, 500 feet per pound	7½c.
Manila, 600 feet per pound	9c.
Pure Manila, 650 feet per pound	10¼c.

**Linseed Oil:** The Dean Linseed Oil Co., under date of January 30th, 1901, quote as follows:

In lots of less than 5 barrels	68 cents per gallon.
In lots of 5 barrels or more	67 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil, 85 cents per gallon.

### THE PHILADELPHIA TRADE.

During the past few days we have had belated Winter weather which, temporarily, has had a somewhat retarding effect on trade. The cold, however, is very welcome, as we recognize the fact it will enable the retailers to work off many of their Winter goods, such as horse blankets, skates, sleds, snow shovels and kindred goods, thereby giving them not only the means, but the inclination to buy Spring goods as soon as we have suitable weather.

The advance sale of Spring goods has already been

# NICHOLSON.

**SOLD ALL OVER THE WORLD.**

*Supplied to 24 Foreign Governments.*

**FAMOUS FOR TEMPER  
AND CUT.**

**NICHOLSON FILE CO., Providence, R. I., U. S. A.**

heavy—unusually so—and indications point toward a good demand throughout the coming Spring.

There are now some prospects of a scarcity in some lines, and low quotations on screws, wire cloth, wire poultry netting and some other goods have been withdrawn, and a much firmer tone is evident in the market, as the prices on some of these lines are recognized as being below cost, and such as cannot be maintained by the manufacturers without serious loss, and certainly the bright prospects of trade will not justify any manufacturer in running his business at a loss.

Outside of these leading items, there have been but few changes in prices and as soon as Spring opens a good volume of trade is confidently expected. **BIDDLE HARDWARE CO.**

## THE BALTIMORE TRADE.

Business is slowly improving and will soon, if favorable weather continues, open its leaves and assume the beautiful full-grown rose, to the delight of the expectant jobber.

An occasional lull is beneficial, being quieting to the nerves, a period for strengthening matters, and of time for reflection; it also gives a fellow an opportunity to look up investments for the large profits he is annually making in the Hardware business. A few might ask where the profits referred to come in, but if the inquirer will only wait long enough and have patience he might realize them.

The effect upon trade of the recent consolidation of the steel interests is evidenced by the volume of orders now being placed with factories in this line, based on a natural inference that prices will go higher.

Poultry netting, nails, barbed wire and steel goods are the principal articles moving at present, although window and door screen orders are being almost daily received, but mostly for later shipment.

Collections are coming in more freely, and by keeping in close touch with our slow men we are favored.

**H. W. WEBB & SONS.**

## THE PITTSBURGH TRADE.

February is one of the quiet months, and this year is no exception; yet the volume of business moving is very good, ahead of last year, when we had much higher values to help up the amount. All the indications point to a large Spring trade. The industries are prospering all through this section, and the merchant gets his share of it. Building improvements will be quite general this year, although material and labor are high and it costs about 25 per cent more to build now than three or four years ago. The difference is that now the people have the money. Then they did not have either money or any inducement to build.

The great consolidation of steel interests has been the absorbing topic lately, and at this writing it seems likely to go through. The general feeling here is that it will not be for the best interests of Pittsburgh and that its ultimate success is problematical. It looks as though there may be

serious times ahead, say within the next ten years, when these overloaded and overwatered concerns will have to stand the storm of low prices and adverse public opinion. Meanwhile smaller craft will do well to keep a sharp lookout ahead, and trim their sails to the varying winds.

**LOGAN-GREGG HARDWARE CO.**

## THE CLEVELAND TRADE.

It is reported that Mr. Carnegie is to retire from business. This is to be regretted. Mr. Carnegie has no peer in mechanical arts, and this is a unique distinction that immortalizes him, but he is more wonderful in appreciating that mechanical arts is the body only of beauty, and has for years been contributing to provide fine arts, which is its soul. History furnishes nothing comparable to this, in business ability or public spirit.

Mankind is honored by belonging to the race that produced him, and a nation is honored by his citizenship. If use is the true measure of greatness, Mr. Carnegie stands pre-eminently alone in our generation in his attempt "to make the crowd beautiful," and this position is not likely to be disputed or questioned.

He retires from business with the regret of millions, as they feel that his place must remain vacant for generations.

Legislation to prevent combinations seems to produce them; the genius engaged in business seems to be more alert than that in legislation. Perhaps uncertainty as to the effect of combinations causes hesitation; in any event they are becoming more and more entrenched behind franchises with wide water ditches in front to enable them to stand a long siege, and as usual the public are too late to prevent mobilization. If they turn out to be "a blessing in disguise," lazy legislation will prove the same. Optimism versus agnosticism may be well in such conditions.

Trade is good enough to exercise the faculties and keep off moroseness. We can use the philosophy of the Irishman who said he had always noticed if he lived through January he lived all the year and the year 1901 seems safe.

**THE LOCKWOOD-TAYLOR HARDWARE CO.**

## THE COLUMBUS TRADE.

We are having very marked symptoms of Spring already, notwithstanding the ground-hog said we would have several more weeks of Winter. It is not fair to doubt his judgment for a while, as there is time enough for considerable Winter yet. A robin, blue bird and red bird were holding a convention in the north part of our city last week, but the writer could not quite make out what they were talking about, but there is no doubt but that it was the weather. They were the delegates sent ahead to find out whether the tribe should migrate now or wait a while. I could understand part of the robin's remarks. He said there was no use taking chances of freezing up North when it was very comfortable South, and there was also a chance of starving here. He said the

worms were all too deep down for him to get, and cherries would not be ripe for a long while and he was going South right away. The blue bird thought those were his sentiments. The red bird thought snow was fine and he rather liked it and it made his ears red. He would keep an eye out for stray apple cores and stale doughnuts, and if they wanted to go they could, but he would chance it, as it made his flying machine tired to travel so far. I may not have understood them rightly, but as near as he could make out the conversation was as quoted. If Prof. Garner can interpret monkey language, I think any monkey—hold on, that don't sound right—I mean anybody should understand bird language.

Retail dealers are having their quiet time now and can get ready for the Spring trade, which will be exceptionally good, from present indications. Binder twine has been selling readily, as the prospect for a large wheat crop is good. Wire and nails are selling readily even with the recent advance. You can have screws put to you now at almost any price, but there will be some complaints about quality and shipments from some parties quoting the extreme prices. It is rather strange that some dealers will turn down a certain make of goods that has sold for years and known to be first-class in every particular, and buy an unknown brand or one that has never been in good standing with the trade, for a little difference of 5 or 7 1-2 per cent. If they sell standard makes they have no trouble, but invariably when they buy a cheaper make they have a hard battle all the season and very often have to sacrifice on price to get rid of it. Good goods always sell readily and bring a profit price, while poor goods are hard to sell at any price. This is especially true of Hardware. It looks very much like an advance on a number of articles on account of the Steel Combination. That combination is so strong that it is dangerous, and no one can't tell what they will do, but it will no doubt be a plenty.

THE SMITH BROS. HARDWARE CO.

#### THE SAGINAW TRADE.

Trade conditions in our section of the country are about the same as at last writing. The prospects for Spring trade are exceedingly good. We have been having some Winter weather, plenty of snow, and the sleighing is fine. While this is holding back some Spring business, the farmers are taking advantage of the good roads, and in that way it will be a benefit.

There seems to be more likelihood of labor troubles in this vicinity, and we are afraid it is going to interfere with trade in building and kindred lines this Spring. The backwardness of the season will probably congest business during March and April.

MORLEY BROTHERS.

#### THE CHICAGO TRADE.

Business with us is flourishing, and everything points to a very promising Spring trade. Our "future" order book is filling up fast, and the demand for seasonable Spring and Summer goods is remarkable. The market also appears to be growing steadier, and quite a number of manufacturers of steel products have, of late, been talking advances very strongly. Unless something very unusual should come up in the near future (which we do not anticipate or look for at the present) we will have a very good and healthy business the next few months to come. WELLS & NELLEGAR CO.

#### THE MINNEAPOLIS TRADE.

With us this is a dull time of year. Immediately after the holidays we got out as much dead stock as we could, had frame works made to set on our counters in which we placed odds and ends, slow selling articles and others that had been neglected. In this way have succeeded in disposing of quite a quantity of such goods. We had a forced sale of house furnishing goods, particularly those things that we were overstocked on, and kept this up as long as we felt it was any use. We think, however, we shall continue this plan of working off goods that are in any way undesirable. We



**JAP-A-LAC**

**JAP-A-LAC** is the hardest, smoothest, most elastic, brilliant and durable varnish on the market for floors and interior woodwork. Made in the following colors, which will stain and varnish by one application: Oak, Walnut, Mahogany, Cherry or Orange, Malachite Green, Ox Blood Red, Brilliant Black, Dead Black, Natural or Light, Ivory or White, Yellow, Spruce, Drab.

Architects should specify it. Painters should use it. Dealers should insist on it. Our Magazine advertising is creating a demand for JAP-A-LAC. Dealers should write for our money making proposition.

THE  
**GLIDDEN  
VARNISH CO.,**  
Cleveland,  
Ohio.

wish we had a place for a regular bargain counter as a permanent fixture.

Next week the Minnesota Retail Hardware Dealers' Association meets here, we understand with prospect of very good attendance. We learn of many manufacturers that will be represented here at that time. The meeting ought to accomplish a great deal in the way of exchange of ideas and helping to adjust some of the difficulties that are bothering the trade, but we fear the department stores and catalogue houses are with us to stay and that perhaps as much could be accomplished by intelligent well directed efforts at home in the way of meeting their prices under the same conditions, viz. spot cash with freight added. Certainly if this policy was pursued all over it certainly could not help winning out in the end. At the same time there will always be people who would be ready and willing to send away from home for goods without investigating what they might be able to accomplish at home, and as a rule the parties that send away to the supply houses for their goods are the ones that don't pay cash to the local merchant at home.

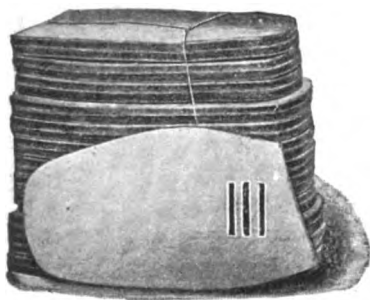
Weather conditions here this Winter have been excellent, not very cold, very little snow, still plenty in the woods for the loggers, in fact just ideal logging weather. Much outside work has been going on through the Winter with excellent prospects for a large amount of work as soon as Spring weather comes on. In fact it is anticipated there will be the best building season we have ever had. At the present time there is no indication of any serious labor troubles, as there were some fears of it a few weeks ago. We think the settling of the Chicago troubles has put matters here in very much better shape.

A new heavy Hardware and carriage woodwork house is to commence operations shortly and there have been rumors for a number of months that certain parties were to start a general jobbing Hardware business here, but the plans do not seem to be generally known. There undoubtedly is business enough that goes to Chicago from the territory tributary to the Twin Cities to justify the establishment of these two houses, and there is beyond question an excellent opening here for a strictly first-class jobbing dry goods concern.

We think the year just closed, while the volume of business has been satisfactory on the whole, has been quite a disappointment as far as profits are concerned. The writer has talked with a number of Hardwaremen located at different points and all have about the same story to tell. The shrinkage in values of stock has wiped out the profits for 1900, but taking the two years together show a very good average margin. If prices can only stand about on an even basis there ought not to be much difficulty in a good concern well located and looking closely after their business, to make a fair margin of profit. We think that there is every indication that this year will be a profitable one.

W. K. MORISON & Co.





**THREE-BAR LEATHER**  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

**Baxter Schenkelberger & Co,**

350 Congress street, Boston

### The Evolution of Wire Fencing.

Probably no better illustration of the sudden changes in the demand for staple articles can be had than the present dropping off in the sales of barb wire, and the extraordinary increasing sales of woven or wire fencing of various kinds throughout the United States and Canada.

Most Hardware merchants will remember the introduction of wire nails some few years back, their rapid gain in sales on cut nails and of their finally being able to take the lead over their antagonist, which lead they still hold, and from present indications will undoubtedly continue doing so. The same rivalry cannot help being noticeable by merchants to-day between barb wire and woven-wire fencing, and the fact that barb wire must sooner or later take a back seat is already anticipated by the old manufacturers of this community, all of whom are now reducing their capacity of barb wire and increasing that of woven-wire fencing.

While there may be a demand for barb wire in limited quantities for several years to come,—particularly in the Western States or in new countries just being developed,—yet there is no denying the fact that it has become decidedly unpopular among the farming community, and is now rapidly giving place to wire fencing, which is not only more humane, but very much more efficient.

As we drive over the country it is indeed surprising to see the small amount of wire fencing of every description that is in actual use as compared with old-time split rail, stump, or other device used for fencing purposes by our forefathers before the introduction of barb wire, and we cannot help but conclude that the coming few years will be an era of new fencing, and that wire fencing of some description will replace these old-time landmarks.

It would seem that the question of fencing is one of great moment to the American farmer, and should be carefully thought out by him before making final arrangements for his requirements. It costs considerable money to fence the average farm to-day, not to speak of the worry caused by cattle breaking through, repairs, etc., so that durability and efficiency, in other words, the life of the fence, how long

it would last and give service as a fence, should be carefully inquired into before making purchases of this kind.

Most of us will remember the first style of woven-wire fencing put on the market,—“The Diamond Mesh Fence,” made entirely of small-sized wires, and while we occasionally see some of it now being erected, yet it has almost entirely disappeared from the market. It was not a lasting fence,—the wires were too light and would soon give way to ordinary abuse.

Next in order was “The Square Mesh Fence.” It was an improvement over the old diamond mesh because it at least contained some large-sized wires,—those for the horizontals, but the size of its verticals remained about the same as those contained in the other style, which gradually but surely condemned it as a durable article.

A wire fence, if subjected to no other abuse than exposure to the elements, will in time wear out from corrosion and rust, and it would seem reasonable to suppose that the finer size wires would be the first to give way.

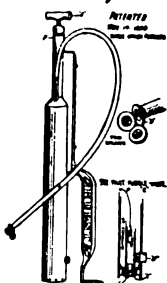
If the above statement is correct, and we believe it unquestionably is, it would seem the height of folly to build a fence using large size wires for the horizontals and a wire much smaller in size for the verticals. Why not save money and use small wires for both? The horizontals are practically useless as a fence after your verticals rust or break out.

Of course, we understand that the manufacturers of this kind of fencing claim the strain of a fence to be entirely on the horizontal wires, for which reason they state it is not necessary to have wires as large in size and as strong for the uprights, but we do not believe the actual experience of farmers who have tried their goods will corroborate these statements. We have all seen miles of fencing where the small tie wires used for the uprights were hanging in broken threads, while the lateral wires apparently were still in a good state of preservation.

The Frost Wire Fence Co. were the first to introduce wire fencing, with not only large-size Coiled Spring Wires for the horizontals, but in addition, extra large-size spring stay wires for the uprights. They believed that in order to secure a durable and efficient fence,—one which would give years of wear and good service,—each wire should be as large as the other, and that all should be of sufficient weight and strength so as to protect stock and crops for many years to come without the necessity of constantly patching the fence up or replacing same with a new one. They use the Hard Coiled Spring Wire (which has double the strength of soft wire of the same gauge) for the horizontal wires, and the Hard Bessemer Steel Wire for the verticals. The coiled wire used perfectly provides for expansion and contraction

### “A HUNDRED DIFFERENT USES.”

#### The “Hurst” Pat. Spraying and Force Pump.



During over 12 years it has proven the best GENERAL-PURPOSE Pump on the market.

**GUARANTEED FOR 5 YEARS.**

Not the slow selling kind—OUTWEARS and OUTSELLS them all. BIG PROFITS.

Write quick for the Exclusive Agency of your locality.

Sold by **H. L. HURST MFG. CO.,**  
Leading Jobbers. CANTON, OHIO, U. S. A.



### “APEX”

Hand and Horse Lawn Rollers,  
Land and Road Rollers.

Circulars and Prices on application.

**JOHN W. DOUGLASS,**

61 Beekman St., New York City.

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

incident to changes of seasons, insuring the fence always taut between posts, and having none of that "baggy" appearance so often seen in woven soft wire fences. This is accomplished by the coiled wire without the aid of springs, ratchets, or any other tension devices.

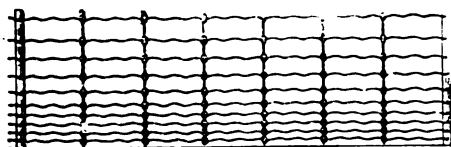
This company also manufactures and sells galvanized coiled spring wire in bundle to the Hardware trade, in addition to their own style of fencing. On this commodity the trade has greatly increased during the past few years from the Hardware trade, especially those who handle fence-builders' supplies, and who furnish hand machine men, those who make a business of building fences in the field, as the use of this coiled spring wire enables them to construct any style of fencing desired.

Probably the best evidence of the quality of fencing and fencing material produced by this company is the fact of their sales more than doubling with each succeeding year, as a result of which they have been compelled to seek larger quarters than their present location affords them, and have

recently purchased a large tract of land located on the Pennsylvania Railroad, Cleveland, Ohio, where they intend erecting, the coming Summer, a factory of sufficient size to more easily take care of their rapidly growing trade.

Whale fishing is not extinct in the United States, but it is said to be gradually and slowly becoming so. From 1850 to 1875 the annual product of the American whale fisheries fell from 100,000 barrels of sperm oil to 42,000, of whale oil from 300,000 to 35,000 and of whalebone from 5,000,000 pounds to 400,000.

Data prepared by the Bureau of Statistics of the Treasury Department show that exports from the United States to Cuba, Porto Rico and the Philippine, Hawaiian and Samoan islands will aggregate more than \$50,000,000 this year, against \$41,000,000 in 1899, \$19,000,000 in 1898 and \$17,000,000 in 1897.



A Complete Line of  
Plain, Coiled or Ornamental Fences,  
Gates and Poultry Netting.

All kinds of WIRE at lowest prices. Goods  
Standard the World Over.

THE JONES NATIONAL FENCE COMPANY,  
COLUMBUS, OHIO.

ASSORTMENT No. 932.  
List \$2.25 per dozen

ALWAYS GET THE BEST, 'TIS CHEAPEST IN THE END

NAIL **F.B.** FILES

QUARANTEED FORGED STEEL OF SUPERIOR QUALITY

EMIL FORQUIGNON MFG. CO., 835 BROADWAY, NEW YORK.

### NO TALK TO SELL 'EM.

A Card of the best selling and most practical

### Nail and Manicure Files.

Each File in a Leather Case.

ONE DOZEN ON DISPLAY CARD.

If you want good files and the right styles, ask your jobber for

**F.B.** NAIL FILES.

Send for Catalogue to

835 BROADWAY, NEW YORK.

## Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE AMERICAN STEEL ROOFING CO.

Middletown, O.



## Laffin & Rand Powder Company

MAKES

All Kinds of Powders

FOR

All Kinds of Guns.

Enclose Six Cents for 1901 Calendar.

CORRESPONDENCE INVITED.

Laffin & Rand Powder Co.,

199 Cedar Street,

NEW YORK CITY.

## THE "DISSTON SAW" WILL DO MORE WORK

WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

### DISSTON SAWS

Are Fully Warranted

As to  
Material  
and  
Manufacture.

No. 112



Owing to the  
Demand for a  
**SKEW BACK SAW**  
of the superior quality  
and finish of our No. 12  
we have placed on the  
market the  
No. 112.

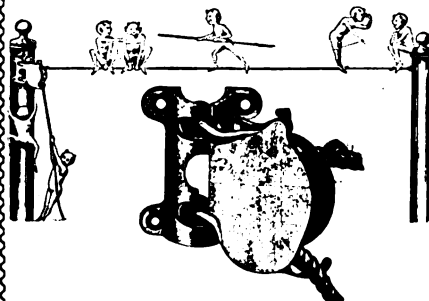
**HENRY DISSTON & SONS, Inc.,**

Keystone Saw, File, Tool and Steel Works,

**PHILADELPHIA, PENNA.**

## THE AUTOMATIC ROPE ATTACHMENT.

YOU CAN SELL IT AT A GOOD PROFIT.



**For Clothes Line Fastener.**—It holds the line secure and does away with poles and props.

**For Awnings.**—Just what is wanted. An awning can be raised and fastened without labor or trouble.

**For Yachts.**—Reliable and always prompt in action.

**For Hammocks.**—It swings with the hammock and does not wear the rope like a hook.

**For Camping Out.**—To fasten tents it is quick and secure.

Farmers and Everyman will see its usefulness for hitching and other purposes.

Order from  
your Jobber  
or direct from

**THE NEWTON MFG CO., Erie, Pa.**

Write for handsome descriptive circular and prices. Also our plan for helping you make sales.

## ONE GASOLINE LAMP



Ought to be just as good as another.  
But it isn't.

The difference is in the construction of the Generator.

THE RIGHT KIND of a generator is made of brass casting sufficiently heavy to stand the intense heat, and with all the generating canals drilled perfectly straight and so arranged that they can be easily got at to be cleaned. That's the

**ARGAND!**

(Retail Price \$4 and upwards.)  
Liberal Discount to Dealers.

**ARGAND VAPOR LAMP CO.,**  
DETROIT, MICH.

The Only First Hand Source of

**GENUINE  
MARTY  
TRAPS**



is with  
**BURDITT & WILLIAMS,**  
Sole Importers. BOSTON, MASS.

CATALOGUE FREE



GET OUR  
REDUCED PRICES

**F.E. MYERS & BRO.**  
ASHLAND, OHIO.

WELL  
TANK &  
SPRAY  
PUMPS

HAY CARRIERS,  
FORKS, PULLEYS &C.



**RIDER AGENTS WANTED**

One in each town to ride and exhibit sample 1901 Bicycle. BEST MAKES

**1901 Models, \$10 to \$18**

'99 & '00 Models, high grade, \$7 to \$12.

**500 Second-hand Wheels**

all makes and models, good as new, \$3 to \$8. Great Factory Clearing

sale at half factory cost. We ship

anywhere on approval and ten days

trial without a cent in advance.

**EARN A BICYCLE** distribut-

ing Catalogues for us. We have a

wonderful proposition to Agents for

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List and Special Offer. Address Dept.

**MEAD CYCLE CO., Chicago**

**THE DUCHARMES & CO.**

Manufacturers of

**Electricians' Insulated Screw Drivers,**

Also a line of Common Screw Drivers,

**SHELburne FALLS, MASS.**

## THE BUCKEYE CHURN.

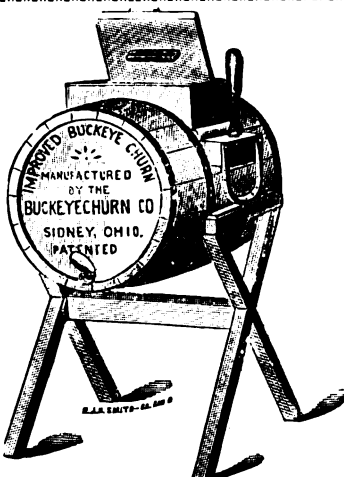
Awarded First Premium at every State  
and County Fair and every Dairy  
Association where exhibited.

Made of white oak, no iron comes in contact  
with the cream.  
Easily operated. Easily cleaned.

The farmer wants it,  
why don't you sell it?

Ask for Catalogue and Prices.

**BUCKEYE CHURN CO.,**  
**SIDNEY, O.**



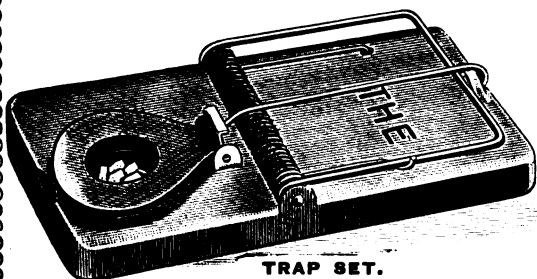
**PROGRESSIVE  
AND  
ENTERPRISING.**

Holmes & Edwards Silver  
Co., Bridgeport, Conn. [Sil-  
verware]: We recognize in  
HARDWARE a magazine pro-  
gressive and enterprising.



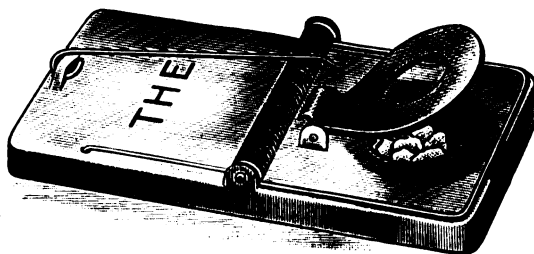
# A 20th CENTURY PRODUCTION "THE" TRAP IS "AT THE TOP"

As compared with all other traps, it is SUPERIOR. It is ALL METAL and will never warp nor split like wood block traps. It can be washed and kept clean. "THE" Trap will never spring of its own accord, but will always spring for a mouse. It is easy to set. It has the safest set and quickest trigger ever produced.



TRAP SET.

The manner of baiting "THE" is superior, crumbs of bait being put in the bait box either before or after it is set, and "THE" trap can then be put in a less accessible place, frequented by mice. The bait cannot be touched by mice without springing "THE" trap.



BAIT BOX, SEE?

"THE" stamped on every trap, and is a guarantee that it is the BEST.

FOR SALE BY JOBBERS EVERYWHERE.

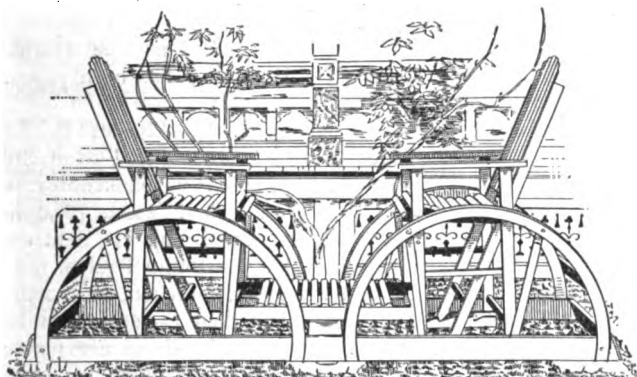
J. K. OSBORN MFG. CO.

HARRISON, N.J., U.S.A.

## TWO AND FOUR PASSENGER

### "Home Comfort" Low Down Lawn or Porch Swing.

New and Novel in Construction.



Light, Strong, Durable, Easily Handled. Can be placed on any Porch, under any Shade Tree or Arbor, or in any Room in the House. The backs are adjustable to any desired position. With one thrown back and foot rest raised, it makes a comfortable Swinging Couch. Adjustable Foot Rest to suit the Children, and it is so perfectly balanced that the smallest child can operate it. The "HOME COMFORT" is not only the best Lawn Swing Ever Invented, but is an Ornament to any Lawn or Porch.

For further information address

M. C. HENLEY. Manufacturer of Henley's Celebrated Ball Bearing Rink and Club Roller Skates, Richmond, Ind.

## READY FEBRUARY 1. OFFICIAL COMMERCIAL DIRECTORY of the Entire WEST INDIES,

Complete, Accurate and Up-to-Date. Including CUBA, PORTO RICO, HAITI, THE DOMINICAN REPUBLIC, BERMUDA, THE BAHAMAS, BARBADOS, JAMAICA, CAICOS AND TURK'S ISLANDS, THE WINDWARD ISLANDS, TRINIDAD, TOBAGO, THE LEEWARD ISLANDS, GUADELOUPE, MARTINIQUE, ST. THOMAS, ST. CROIX, ST. JOHN AND CURACAO,

For 1901

will appear on February 1st and be sent to any address, post-paid, on receipt of the

PRICE, \$5.00

A most important work containing in its 1,000 pages ONE HUNDRED THOUSAND of the principal Business Houses, Individual Traders, Planters, etc., of the West Indies, whose names are of commercial value, CLASSIFIED by OCCUPATION and LOCATION in the 250 CITIES and TOWNS covered by the Directory, and a complete presentation of the latest import and export duties and customs regulations, together with local statistics, populations, routes of communication and transportation facilities, financial, commercial, industrial and manufacturing conditions, etc., etc.

FOR SUBSCRIPTIONS AND BUSINESS ANNOUNCEMENTS APPLY TO THE

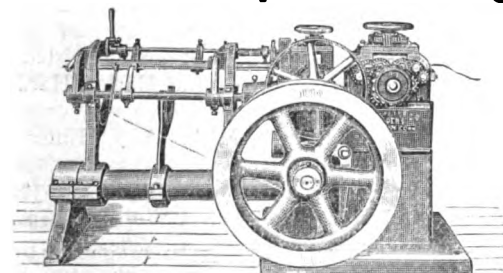
SPANISH-AMERICAN DIRECTORIES COMPANY,

SINGER BUILDING, 149 BROADWAY,

Telephone 1249 Cortlandt.

NEW YORK.

## Automatic Strip Metal Straightening and Cutting Machine.



Straightens and cuts strip metal in lengths of 36 inches and shorter at the rate of 200 feet per minute.

This machine can be built to cut 20 feet and shorter lengths. Is built in various sizes to handle material from 1/2 to 4 inches.

Write for Catalogue.

THE F. B. SHUSTER CO., New Haven, Conn.

Formerly John Adt & Son.

You're "NEXT" when always using



— FOR SALE BY —

SIMMONS HDWE. CO., St. Louis, Mo.  
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill.

DUNHAM, CARRIGAN & HAYDEN CO., San Francisco, Cal.  
BALDWIN, ROBBINS & CO., Boston, Mass.  
BIGELOW & DOWSE CO., Boston, Mass.  
A. BALDWIN & CO., LTD., New Orleans, La.  
GRAY & DUDLEY HDWE. CO., Nashville, Tenn.

Or THE GEM CUTLERY CO.,

Inv. and Works,

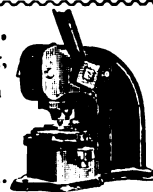
34 Reade Street, New York City.

## Federal Bench Punch.

10 inches high, 10 inches long, Weighs 64 pounds  
PUNCHES 5-16 inch hole in 1/2 in iron plate, 2 1/2 in. from edge.

SEND FOR CIRCULAR.

CHANDLER & FARQUHAR,  
131 Congress St., Boston, U.S.A.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Albuquerque, N. M.—The Donahue Hardware Co. have filed incorporation papers. The incorporators are M. H. Donahue, W. E. Pratt, A. B. McMillen; the capital stock, \$25,000.

Bridgeport, Conn.—M. E. Kelly.

Columbiana, O.—H. A. Keller has his new Hardware in stock ready for the Spring.

Darlington, S. C.—A new Hardware firm, Wilson & James, will soon begin business here. Some of their goods have already arrived. They will occupy the store on the east side of the public square formerly occupied by Edwards & Co.

Detroit, Mich.—Joseph A. Marks and Oren Scotten have formed a limited partnership to be known as Joseph A. Marks & Co., for the purpose of dealing in Hardware and sporting goods. Oren Scotten has contributed \$12,000 towards the common stock.

Elkhart, Ind.—William Theis, Jr., who recently moved here from Cleveland, Ohio, is preparing to open a Hardware store in the Nieman Block at 805 South Main Street. Mr. Theis is now purchasing his stock and will open about March 1.

Freeport, Ill.—C. L. Richards.

Gallipolis, Ohio.—Womeldorf & Thomas have their new Hardware store opened with a stock of well selected goods.

Hayt's Corners, N. Y.—The Thomas property, including the business block at Hayt's Corners, has been sold to Hilbert & Mosher, of Romulus, who will open soon a general store, carrying a large stock of Hardware and groceries, with a meat market.

Jackson, Miss.—The Jackson Hardware Co. has been incorporated. Capital stock, \$10,000.

Kingston, N. Y.—Platt N. Paine, of Milberton, Dutchess County, is going into the Hardware business in Kingston. He has leased a store formerly occupied by Marcuse & Middagh, corner of Wall and John Streets.

Longmont, Colo.—The J. B. Thompson Hardware Co. has been incorporated; capital, \$10,000; directors, J. B. Thompson, S. W. Cole, Ralph A. Kitley.

Milford, Mass.—William E. Staples and John M. Norris, salesman and head plumber at Clark Ellis & Sons' for many years, have formed a copartnership and will soon open a new Hardware and plumbing store on Exchange Street in the old quarters of Shea & O'Neil, which are now undergoing extensive alterations and repairs.

Moline, Ill.—A. E. Froyd & Co. is the title of a new Hardware firm which will commence business in the neighborhood of Fifteenth Street on the first of April next.

Runnels, Ia.—Articles of incorporation of the Runnels Hardware Co. have been filed for record. The incorporators are T. A. Erskine, P. W. Brown, R. C. Park and J. B. Stewart. The authorized capital stock is \$10,000. The company will engage in the retail Hardware and implement business in Runnels.

Stamford, Tex.—The Ed M. Hart Hardware Co. has been incorporated. Capital stock, \$20,000. Incorporated by Mrs. Julia C. Hart, A. Duggan and Arthur P. Duggan.

Swan Pond, W. Va.—Daniel H. Fulk is going to open a Hardware and agricultural implement store in Shepherdstown in the Spring.

Viriden, Mo.—Articles of incorporation have been filed in the Circuit Clerk's office of the T. F. Hopkins Co., which will carry on a retail business in Hardware, furniture, stoves. The capital stock of the company is \$15,000. The incorporators are Theo. F. Hopkins, William E. Alderson and William A. Wallace.

Williamstown, Mass.—Perry A. Smedley is making preparations to open a Hardware store in the Gale block on Spring Street.

### Changes and Improvements.

Athens, Mich.—H. C. Miller of Athens has sold his stock of Hardware to H. C. Hayman of Fabius.

Bode, Ia.—Peter Williams & Son have sold their stock of Hardware to John and Peter Schreiber, possession to be given on March 1.

Burlington, Vt.—F. H. Foss, of Vergennes, has sold his Hardware business to the Strong Hardware Co., of Burlington, who will run the store as branch to their Burlington business.

Canestee, N. Y.—The Hardware firm of Burrell & Carroll has dissolved partnership and a new firm been formed, consisting of G. C. and William Burrell.

Carthage, N. Y.—A new Hardware firm has been formed by John E. Strickland taking into partnership his son, Seth M. Strickland. The firm name will be J. E. Strickland & Son.

Clinton, Me.—C. C. Hayes has bought out Manley Morrison's Hardware business and has moved the stock into his store on Main Street.

Easton, Md.—Edward Larmour Rich and Harry Clark have purchased the Hardware business of E. T. Nicols.

Elberton, Ga.—The Elberton Hardware Co. has bought the stock of the Bewley Hardware Co. This deal makes the Elberton Hardware Co. one of the largest establishments of the kind in this section of the State.

Fairmont, W. Va.—The stock of Hardware and plumbing outfit of Alex Beaubout has passed into the hands of Hood & Clelland, who have been in the Hardware business here for some time.

### Business Embarrassments.

Cambridge, Mass.—J. T. Batcheller, Hardware, has assigned to George E. Hunt.

Cambridgeport, Mass.—Francis A. White and Francis F. Hodges, Hardware dealers, have assigned for the benefit of their creditors.

Louisville, Ky.—William Livingston has filed a petition in bankruptcy. Liabilities, \$8,983, contracted as a member of the Hardware firm of J. M. Hamilton & Co., Nashville; no assets.

Milan, Minn.—The C. R. C. Blom Hardware Co. has made an assignment in voluntary bankruptcy to Dean & Co., Minneapolis.

New Cumberland, Pa.—The Hardware store of E. P. Conley has been closed by Sheriff Daugherty.

New York, N. Y.—Charles E. Little, dealer in Hardware at 59 Fulton Street, has filed a petition in bankruptcy, with liabilities \$10,115 and assets \$6,010, of which \$6,000 is stock and \$10 debt due.

Syracuse, N. Y.—Philip Paulus, the tinner and Hardware merchant of North Salina Street, has filed a petition in bankruptcy. The total liabilities are placed at \$7,404.30, of which \$4,176.81 are secured, and the assets are \$7,918.69. The assets include realty placed at \$4,000; stock in trade, \$1,970.59; open accounts, \$1,162.10.

Wheeling, W. Va.—The Hardware store of Wilson Bros. at 1045 Market Street has been closed on an execution from Justice Dunning in favor of J. H. Wilson.

Yazoo City, Miss.—W. W. Rucker, doing a general Hardware business in this city, has gone into bankruptcy.

### Fires in Hardware Stores.

Berlin, Ont.—Fennell & Son.  
Boston, Mass.—Harold L. Bond Co., 140 Pearl Street.

Bowdle, S. D.—A. Gerup.  
Brattleboro, Vt.—Mellen & Proctor.  
Bridgeport, Conn.—Lyon & Grumman.  
Brownwood, Tex.—Sweet & McIntosh.  
Bucyrus, Ohio.—Richard H. Jolly.  
Buffalo, N. Y.—Tyler & Bennett.  
Colon, Mich.—Lemons & Lelany.  
Gothenburg, Neb.—Carlson Hardware Co.

Mt. Sterling, Ill.—Summers Hardware Co.

Peru, Ind.—D. Eichenberg.  
Sparta, N. J.—H. H. Bull.  
Tolono, Ill.—E. Cook.  
Union Hill, N. J.—Simon Edelstein.  
Waycross, Ga.—Watt-Harley Hardware Co.

West Branch, Mich.—A. J. Hillier.

### Burglaries in Hardware Stores.

Dunbar, Pa.—David Williams, \$100.  
Eureka, Kans.—H. C. Zille, \$40.  
Hills, Minn.—William Thompson, \$60.  
McKeesport, Pa.—P. W. McCune, \$75.  
Rosenberg, Tex.—K. Hillyer.

### THE BURR PATENT STEEL SAFETY LIFT BLOCK.

A Perfect Self-Locking Rope  
Tackle Block.

Runs as freely as an ordinary  
rope tackle block.

Holds more securely than a  
chain block.

Locks instantly and does not  
cut the rope.

Allows the load to be lowered  
safely and slowly, the operator  
using only one hand.

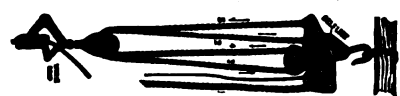
Cannot stick nor jam when  
the load is to be lowered.

Adopted by the Penna. R.R. Co.,  
Western Union Tel. Co.,  
and many others.

Liberal Discounts to Hardware  
Dealers.

Send for circulars and prices.

THE  
BURR MANUFACTURING CO.,  
222 Society for Savings Bldg.,  
Cleveland, Ohio, U. S. A.



USED AS A WIRE STRETCHER.



Indoor.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper  
than Kerosene Oil.

A 20th Century Revolution in the Art of Lighting.

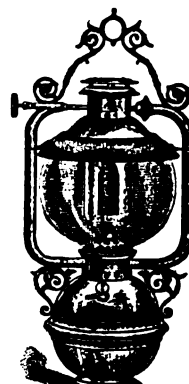
They darkness into daylight turn,  
And air instead of money burn.

NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.

They are Portable. Place them anywhere.

We also manufacture Table Lamps, Pendants, Wall Lamps,  
Chandeliers, Street Lamps, etc. The best and only really  
successful Incandescent Vapor Gas Lamps made. They sell at  
sight. Good Agents Wanted. Write for Catalog and Prices.

CHICAGO SOLAR LIGHT CO. Garden City Bk.  
CHICAGO.



Outdoor.



7 CENTS PER FOOT.

A FIRST-CLASS  $\frac{1}{4}$  inch 3-ply  
RUBBER HOSE, wound with  
heavy steel wire, complete with  
brass couplings and bands.  
I FULLY WARRANT this  
Hose for the season of 1901 and  
will replace any proving defective.

I will be pleased to have you favor me with an order for a sample length, and have  
you give it a thorough trial before you place your order for this season's hose.

Send for Illustrated Catalogue of Rubber Goods and Fittings.

J. W. BUCKLEY RUBBER CO. - 69 Warren Street, New York.

### MANUFACTURERS

By our co-operative plan of mail-  
ing circulars to the Hardware dealers  
we save you five sixths of your  
present cost. Some of the largest  
manufacturers in the country are  
our patrons. A postal brings full  
particulars.

We Print and Mail 15,000 Circulars to  
15,000 Hardware Dealers for \$35.00

The U. S. MAILING & ADVERTISING CO.,  
CLEVELAND, OHIO.

### "THE WOODS" No. 100 CAN OPENER



Two Can Op-  
eners in One.

The Best not  
the Cheapest!

The Cutters are made from CUTLERY STEEL, finely tempered. The Shank is Drop Forged Cold Rolled Steel  
Handsomely Nickel Plated. Hot-Water-Proof Enamelled Handles. Samples 25c. postpaid. Write for Prices to  
FRANK WHITE, (Manufacturer) or WOODS & BACON,  
76 Park Place, New York, U. S. A. 127 Duane St., New York, U. S. A.

### The Peoria Vapor Lamps

Are the oldest and most reliable  
Vapor Lamps on the market.  
Simple in construction, low in  
price, 90 to 100 candle power of

PURE WHITE LIGHT

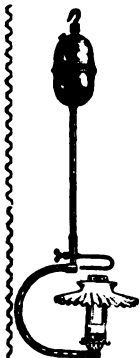
Approved by the insurance un-  
derwriters. Safe, a child can  
operate them.

BIG MONEY FOR AGENTS.

WRITE FOR PRICES TO-DAY.

Peoria Vapor Lamp Co.,

418 So. Washington Street,  
PEORIA, ILL.



### HORSESHOE-H-CALKS. (Nouss') Patent.

Always Sharp! No Slipping of the Horse!  
No injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free

Patentees and Sole Manufacturers,

LEONHARDT & CO.,

BERLIN-SCHOENEBOURG, GERMANY

### OILERS.

"PERFECT"



25c.

"GEM"



5c.

"LEADER"



10c.

"STAR"



10c.

We make oilers for almost the entire trade. The  
quality of our oilers is unequalled.

CUSHMAN & DENISON. Mfrs. 240-2 W. 234 St. N.Y.



1214 & 1216 Market St.

PHILADELPHIA, PA., March 12, 1900

GENTLEMEN:—The continued use of the Miller  
step ladders in our Decorating Department and the  
reports of many of our wholesale customers who  
have purchased them from us, prompts us to state  
that they are thoroughly satisfactory and all that  
you, as manufacturers, claim for them.

Very truly yours,

KAYSER & ALLMAN.

For Catalogue and Description, Write to

MILLER LADDER CO.

204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the  
conventional style of step ladder. It has an indi-  
viduality entirely its own which has won for it  
recognition as the standard ladder in the decorat-  
ing trades.

Manufacturers of GARDEN, DUMP, RAILROAD and CANAL



## WHEELBARROWS,

Factory Trucks,

"Victor" Boxes and Crates  
For shipping merchandise.

Also Woven Wire Poultry Coops.

Catalogue and Price List furnished on application.  
Mention this paper.

THE DEFIANCE BOX CO., DEFIANCE, OHIO.



## HARDWARE MANUFACTURERS' RECORD.

**Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.**

### New Companies, Etc.

**Syracuse, N. Y.**—The Drennan-Briggs Hardware Co., to manufacture iron, steel and Hardware, has been incorporated with the Secretary of State. Capital, \$30,000. Directors: Thomas C. Drennan, M. Josephine Drennan and J. E. Briggs, of Syracuse.

**Troy, N. Y.**—Articles of incorporation of the Trojan Brush Co. have been filed with the county clerk by John Flynn, Jr. Mr. Flynn intends to manufacture brushes, such as kalsomine, shaving and paint brushes.

**Waterford, N. Y.**—The Eddy Valve Co. has been incorporated to manufacture iron and brass castings. Capital, \$50,000. Directors: Thomas A. Knickerbocker and John Knickerbocker, Troy; Howard C. Rogers, Lansingburg.

**Wilmington, Del.**—The National Mfg. & Supply Co. has been incorporated. Manufacturing machinery, etc. Capital, \$500,000. Incorporators: C. A. Lagen, of Philadelphia, Pa.; W. C. Jackson, of Wilmington, Del.; C. L. Ward, of Brandywine Hundred, Del.

**Wilmington, Del.**—The Reynolds Nailless Horseshoe Co., has been incorporated. Capital, \$500,000.

**Los Angeles, Cal.**—Los Angeles Well Tool Works has been incorporated. Directors: R. M. Close, G. T. Berry of Los Angeles, T. Spellacy of Bakersfield; S. C. Peck of Pasadena, and I. C. Taber of Toledo, O. Capital stock, \$50,000.

**New York, N. Y.**—The Sound Beach Tool Co. has been incorporated. Capital, \$12,000, and directors: D. A. Nunan and C. W. Coleman, of New York City, and W. G. Adams, of Sound Beach, Conn.

**Niles, O.**—Papers have been sent to the Secretary of State to incorporate the Independent Novelty Co. The incorporators are Messrs. Fred Stillwagon, James A. Kilpatrick, William Herbert and W. H. Smiley, of Niles, and B. F. Thomas, of Youngstown. The capital stock will be \$10,000. It will manufacture curtain poles, combination stepladders and other novelties.

**Norfolk, Va.**—The Norfolk Cutlery Co. has been chartered. Capital, \$50,000. The company will manufacture cutlery at Lambert's Point.

**Oakland, Cal.**—Articles of incorporation of the Eastman Mfg. Co. have been filed. The purpose of the company is to manufacture and deal in Hardware. The capital stock is \$30,000.

**Paterson, N. J.**—New Century Mfg. Co. has been organized to manufacture patented Hardware articles and other novelties, to acquire patents, etc. Authorized capital, \$10,000; amount paid in, \$5,000. Stockholders: F. C. Montage, New York

City; Warren N. Conant, Paterson; George P. Conant, Passaic; James B. Newton, Paterson; Alfred Gartner, Paterson; Thos. F. O'Grady, Paterson. Principal office, 152 Market Street.

**Reading, Pa.**—The Reading Specialty Co. is an industry recently organized by Luther A. Rhode and Jacob A. Wummer, who are engaged in the manufacture of novelties for the trade. Their factory and office are located at 343 North Eighth Street.

**Richmond, Ind.**—E. G. Hibbard and Samuel W. Gaar have established a shovel mill with H. A. Urban, of Newcastle, manager.

**Springfield, O.**—Stockholders in the Green Mfg. Co., recently organized for the manufacture of lawn sweepers, street sweepers and lawn tools, have elected the following board of directors: J. J. Hoppes, E. C. Greene, H. C. Pauley, J. N. Pauley and Mrs. Julia F. Barrett. Officers were elected as follows: President, J. J. Hoppes; vice-president, H. C. Pauley; secretary and general manager, E. C. Greene; treasurer, Mrs. Julia F. Barrett.

**Stamford, Conn.**—The Noack Mfg. Co. has filed articles of association. It will engage in the manufacture of locks, keys and Hardware. The capital stock is \$25,000.

**Woodbury, Conn.**—A new industry has been started in this place. Benjamin Richards, of Winsted, has bought and remodeled the Capewell shops and has begun the manufacture of brass novelties.

**Newark, N. J.**—The Federal Mica Co., with a capital of \$300,000, has filed articles of incorporation. The company will acquire mines, mining rights and land in New Hampshire, New Jersey and other States. William Grange, of Philadelphia, is one of the incorporators.

**Troy, N. Y.**—Articles of copartnership between David White, formerly of the firm of Bolton & White, stoves, furnaces, etc., 100 Congress Street, and William S. Shipley, have been filed with the county clerk. The Central Mfg. Co. of Albany has sold all its patent rights in new and improved machinery, roasting pans and other devices to White & Shipley, and they will at once start manufacturing here.

**South Bethlehem, Pa.**—E. C. Huntley, treasurer of the American Steel and Tool Co., of Chicago, who is the inventor of a new file and rasp, has rented a portion of the old Allam mills at South Bethlehem, and expects to be able to start operations in a short time. The new company will be known as the Union File and Rasp Works, and will employ 150 men. Mr. Huntley and Mr. Bittner, of Slatington, a member of the firm, will go to Philadelphia to purchase the necessary machinery.

**Southington, Conn.**—Articles of association of the Acme Mfg. Co. have been filed with the Secretary of State. The corporation is organized to manufacture

tools and Hardware. The capital stock is \$1000. The directors are John A. Hurley, George E. Wood and Eliza Wood.

### Changes and Improvements.

**Fulton, N. Y.**—G. L. Wells has purchased the interest of L. T. Miller in the Miller & Tooley Knife Works, and hereafter the firm name will be Tooley & Wells.

**New Haven, Conn.**—Ochs & Son have just completed a carriage Hardware factory on upper State Street. It is of wood and three stories in height with flat roof 40 feet by 30. The cost of the building will be about \$3,000.

**Richmond, Ind.**—E. G. Hibberd and Samuel W. Gaar have purchased the plant in this city formerly occupied by the Fulton Steam Boiler Works, and will convert it into a handle factory. Fifty men will be employed.

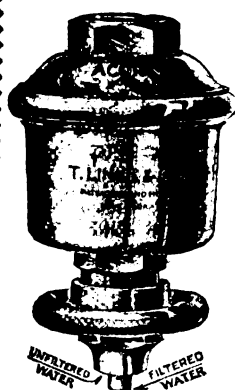
**Providence, R. I.**—On Putnam Street, near Butler Avenue, ground has been broken for a factory building which will be occupied when completed by the manufacturers of the Chase wood rim pulley, at present at 7 Eddy Street, with a factory at the corner of Pine and Eddy Streets. The new factory will be a one-story building, about 70x90 feet, giving in the neighborhood of 6,000 square feet of floor space, and will be lighted by big windows.

**Pittsburgh, Pa.**—James McKay & Co., chain manufacturers of this city, will soon commence the erection of a large plant on the Guthrie property, just across the P., C. & Y. Railroad from McKees Rocks. All the machinery will be of the latest improved pattern. The works will start with 100 fires, with provision for 250 more if needed. About 250 men will be employed. The new plant will manufacture large chains which are used on ocean vessels. The company expects to have the new works completed next Fall, and the present establishment on Liberty Street will then be abandoned.

### Miscellaneous.

**Hartford, Conn.**—The Capewell Horse Nail Co. have held its annual meeting and elected the following officers and directors: President, John E. Gillette, of New York; vice-president, G. J. Capewell; treasurer and general manager, A. W. C. Williams; secretary and assistant treasurer, G. C. F. Williams; directors, John E. Gillette, New York; G. J. Capewell, Hartford; E. C. Lewis, Waterbury; J. M. Allen, J. H. White, A. W. C. Williams, G. C. F. Williams, all of Hartford.

**Warren, Pa.**—At the regular annual meeting of the Warren Axe and Tool Co., these were the officers elected: President, W. D. Todd; vice-president, E. E. Allen; treasurer and general manager, H. P. Stone; secretary, W. F. Messner; directors, W. D. Todd, E. E. Allen, H. P. Stone, W. F. Messner, D. W. Murphy, H. A. Messenger, W. S. Leffard.

**IMPROVED TO PERFECTION.**

**The Linke,  
Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.**

(Cleaned in a few  
seconds without  
taking apart. . . .)

**The "ACORN"**

Is conceded the best Filter made to screw  
on a faucet.

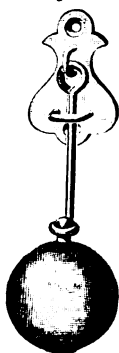
A constant new surface is produced on  
stone and Filter is washed clean  
for every filtration.

Booklets and Display Cards with all orders.

PATENTEES AND MFRS.,

**T. LINKE & CO.,**  
1559 BROADWAY,  
NEW YORK.

**Be prepared.** Seasonable goods should be  
on your shelves when the season opens and the wants  
of your customers promptly supplied. The goods  
mentioned below are now, or will soon be, in demand.  
Is your stock complete?

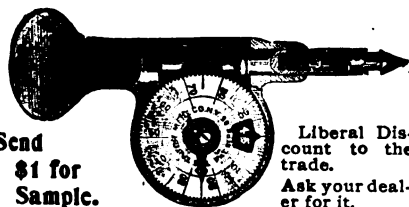


**For fly-time** many articles in Hardware are required.  
Screens are so generally used that suitable trimmings find a ready  
sale. We have just issued our 1901 catalogue of Screen Hardware  
and it will pay you to send for a copy, look it over and order from  
it the goods that will soon be needed—Screen Door Catches, Spring  
Hinges, Screen Door Pulls, Screen Lifts, Screen Corners and the No-  
Slam Screen Door Check, a Summer necessity that prevents the  
constant banging of screen doors.

**SARGENT & CO.,** NEW HAVEN, CONN. NEW YORK  
PHILADELPHIA, BOSTON.

**TABOR STOP MOTION COUNTER.**

You don't have to hunt for centre in  
shaft and then for your watch while  
balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

**The Tabor Revolution Counter,**  
Elizabeth, N. J.

**THE "IOWA" ICE CHISEL.**

**ALL STEEL.**

**Socket Extra Heavy and Extra Long.**

*Blade Heavy and Beveled.*

*Gold Bronze and Silver Polish Finish.*

*High Grade Long Handle.*

**The Iowa Farming Tool Co.,** FORT MADISON, IOWA. ....MAKERS....

**SHOT GUNS! DO YOU HANDLE THEM?**

Look into the merits of the **TOMLINSON  
CLEANER**, now in its 10th year. An abso-  
lute necessity to every owner of a shot gun.  
Has had a large sale both in this country and  
abroad. Four square inches of brass wire  
gauze in contact with the barrel, and although  
it cuts all foreign matter free, is too soft to in-  
jure the barrel metal. Can be handled with a  
good profit. We help you with liberal adver-  
tising. Made in all gauges from 8 to 20—fit any  
rod. Send for booklet of testimonials. "Used  
everywhere in the civilized world."

MANUFACTURED BY  
**The GEO. T. TOMLINSON CO.,**  
Syracuse, N. Y., U. S. A.

—ALL JOBBERS OR—

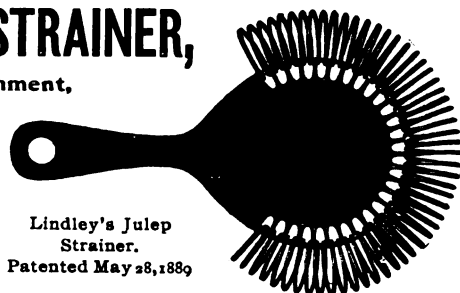
**THE SIMMONS HDWE. CO., Inc.,**  
ST. LOUIS, MO.

**LINDLEY'S JULEP STRAINER,**

**Adjustable Wire Attachment,**

Prevents all foreign matters from passing  
into the glass. Fits any glass. Easily  
cleaned. Nickel silver, special quality sil-  
ver plate. No place, where drinks are  
served, is complete without one. . . . .  
Send for price list. . . . .

Lindley's Julep  
Strainer.  
Patented May 28, 1889



**The Holmes & Edwards Silver Co.,** BRIDGEPORT, CONN.

**ALUMININE.**

The original and patented Aluminum Finish for  
Stoves. Carried by jobbers in all parts of the  
country. Send us your order and we will forward  
to the one nearest you. Manufactured only by  
**ALUMININE PAINT & POLISH CO.,**  
707 W. Lake St., Chicago, Ill.

RUTLAND FIRE-CLAY Co., Rutland, Vt., Eastern Agts.

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

**ESTABLISHED 1857.**

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Gouverneur, N. Y.—W. F. Johnson, Depot Street.

Hagerstown, Md.—S. W. K. Miller is fitting up a room in the Rauth Block for his bicycle and repair business.

Middletown, Conn.—G. W. Williams, Kilbourn House Block.

Oswego, N. Y.—The Tonkin Steam Carriage Supply Co. has been organized for the manufacture of boilers and appliances for automobiles, with a capital stock of \$50,000.

Syracuse, N. Y.—The National Frame & Metal Co., which was recently incorporated, has leased the buildings at 423 and 425 Fulton Street and will commence at once the manufacture of automobile gears and bicycle frames. The company is capitalized at \$60,000, with John Dunn, Jr., president; John S. Kaufman, vice-president, and Charles A. Fox, secretary and treasurer.

Uniontown, Pa.—The Oriental Powder Co. has been organized with a capital stock of \$100,000. It is composed chiefly of capitalists from Philadelphia and Portland, Me. They have bought 900 acres from the H. C. Frick Coke Co., and will erect a big plant four miles south of Uniontown for the manufacture of powder.

### Changes and Improvements.

Fort Recovery, O.—Joseph Schroetter succeeds Schroetter & Meinerding.

Greene, Ia.—D. R. Easton succeeds C. E. Shook.

Greensburg, Pa.—The Love & Sunshine Co. has sold its powder manufacturing plant in St. Clair township to the Cambria Powder Co., of Johnstown, for \$85,200.

Howard, Kan.—Dobyns & Lewis; S. D. Lewis retired.

Ilion, N. Y.—P. A. Stubblebein has disposed of his stock of bicycles and sporting goods to J. H. Harning.

Kansas City, Mo.—The Sellers Cycle Co. succeeds the J. E. Sellers Cycle and Supply Co.

Leominster, Mass.—J. T. Burns has sold out.

Mapleton, Ia.—Carhart & Carhart succeed Carhart Bros.

Medford, Mass.—Charles H. Brown will remove to 464 Main Street.

Middletown, N. Y.—Worcester & Crans are removing their sporting goods store and repair shop from 13 James Street to the store, 33 West Main Street, vacated by Egbert Crans.

Morristown, Tenn.—J. L. Wood & Co. succeed J. L. Wood.

Northville, Mich.—Carpenter & Huff succeed Carpenter, Yorkes & Harmon.

Oelwein, Ia.—Ridler & Bennett succeed Hardy & Ridler.

Ogden, Utah.—Have begun breaking ground for the erection of a building 22x80 feet as an extension to the Browning gun shops. This building, when completed, will give shop room 22x150 feet.

The present building has been outgrown, besides the closing of the Salt Lake branch has brought all the work to the Ogden house, making it absolutely necessary to have more room.

Omaha, Neb.—Boss & Merstein have discontinued business.

Ottawa, Ill.—Max Schulz succeeds Olds & Co.

Otterbein, Ind.—Hawkins & Hawkins succeed Hawkins & Ward.

Owosso, Mich.—Duard Blair succeeds Miles Wiggins.

Rome, N. Y.—The Rome Bicycle Mfg. Co., Albert Krebs, proprietor, is preparing to remove from the present location in the Hale Building, 523-525 W. Dominick Street, to the Evans Building at 210 W. Dominick. Here the company will occupy the rear part for manufacturing bicycles and supplies, while one-half of the front part will be used as a salesroom for a full line of sundries.

Swanton, Vt.—Mayhew & Wild will remove to the new block on Lake street.

Syracuse, N. Y.—The W. A. Doubleday Co., wholesale and retail dealers in bicycles and sundries, has purchased the Frontenac bicycle business. The Frontenac Co., of which George M. Barnes and Austin M. Dickinson were prominent members, decided at the close of the bicycle season of 1900 to retire from the bicycle trade and the business was offered for sale. The Hardware department of the Frontenac works was sold to Phoenix parties and the factory has been extensively remodeled and equipped for the Stearns Steam Carriage Co. There will be a Frontenac wheel this year under the control of the W. A. Doubleday Co.

Tacoma, Wash.—J. J. Mulholland has removed to 908 Tacoma Avenue.

Ticonderoga, N. Y.—E. F. Macauley has removed to opposite the postoffice.

Toledo, O.—The Union Supply Co., J. G. Swindeman, manager, have closed a contract of much importance to the bicycle trade. Mr. Swindeman has just returned from Buffalo, where he made arrangements whereby his company will be the exclusive agents of the Pierce high grade wheels in this city and surrounding towns in Ohio, Indiana and Michigan.

Toledo, O.—A. Thompson, formerly superintendent of the A. B. C.'s auto-

mobile plant in Toledo, has resigned and joined J. A. Carter, in the latter's new Geneva (Ohio) Automobile & Mfg. Co.

Trenton, N. J.—The American Saddlery Co., the stock of which is owned almost exclusively by the American Bicycle Co., has filed papers changing its name to the Automobile Cycle Parts Co., and increasing its capital from \$1,800,000 to \$5,000,000.

Trenton, N. J.—Toman's North Broad Street bicycle store is being enlarged by an addition to the rear.

Utica, N. Y.—Joseph F. Coupe succeeds the Utica Cycle Co.

Vassar, Mich.—J. E. Buck & Son have purchased the bicycle business of R. W. Cross & Co.

Waco, Tex.—N. M. Gay succeeds J. Steere and will add a repair shop.

Washington, Ia.—A. J. Rankin succeeds Berdo & Rankin.

Williamsport, Pa.—Tomlinson & Co. have removed to 105 East Third Street.

Wilmot, S. D.—L. S. Hauzen has discontinued.

Worcester, Mass.—The Reed & Curtis Machine Screw Co. have taken license under the E. E. Ziegler patent, and state that it grants them the sole right to make and sell that coaster-brake in this country. They will market the device as the No. 2 E. Z. coaster-brake.

### Recent Fires.

New York, N. Y.—The sporting goods store of Louis Levy at 4 Barclay Street has been damaged by fire. Loss, \$500.

Richwood, Ohio.—F. L. Moffitt's bicycle shop has been completely destroyed. Fully insured.

### Recent Embarrassments.

Chicago, Ill.—A final order of discharge in bankruptcy has been granted by Judge Kohlsaat to Mr. Louis H. Manson, a bicycle dealer in the Masonic Temple.

Chicago, Ill.—The March-Davis Cycle Co., which has been engaged in the bicycle manufacturing business for several years past, has been placed in the hands of a receiver. Mr. F. S. Hebard was appointed by Judge Kohlsaat to take charge of the assets of the company, and for the faithful performance of his trust was required to give bonds in the sum of \$40,000.

Newark, N. J.—Vice-Chancellor Emery in Chancery Court has signed a decree confirming the sale of the effects of the Stockton Mfg. Co., makers of bicycle parts, at 53 to 57 New Jersey Railroad Avenue, by Receiver Frederick F. Guild. The firm was placed in the hands of a receiver on Oct. 1 of last year, and the sale by Mr. Gould to the purchaser, Mr. George Holt, took place on Jan. 23.



# MORROW

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.

**ECLIPSE MFG. CO., ELMIRA, N. Y.**  
NEW YORK BRANCH:  
105-107 Chambers Street.

## THE CHAMPION SASH LOCKS



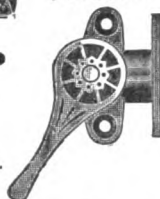
ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

**The Champion Safety Lock Co.,**  
CLEVELAND, OHIO.



## Hardware Dealers, Do You Know

That if you are in need  
of a Self-measuring Oil  
Tank, you will save big  
money by purchasing  
the **Best, Simplest**  
and **Cheapest,**

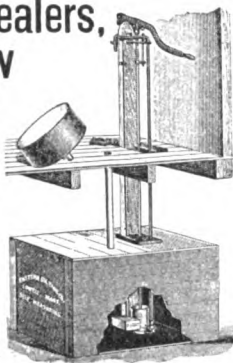
"**The Eastern.**"

Send for catalogue,  
containing price and  
points of merit.

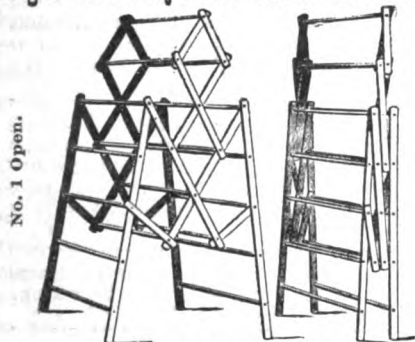
All Outfits War-  
ranted.

**Eastern Oil-Tank Co.**

146 Fletcher St., Lowell, Mass.



## Rogers' Patent Adjustable Extension Clothes Rack.



A QUICK SELLER.

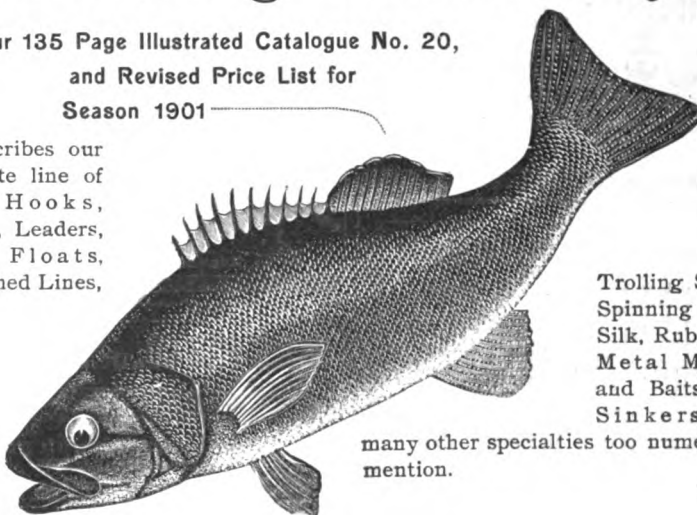
Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1880.

**ROGERS & SON, Kendallville, INDIANA.**

# Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
Furnished Lines,



Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and

many other specialties too numerous to  
mention.

**THE ENTERPRISE MANUFACTURING CO.,**

The Largest Manufacturers of Fishing Tackle in the United States.  
**AKRON, OHIO, U. S. A.**

## Columbian 1000-Shot Air Rifle.

Patented  
Oct.  
24, 1893.



CHAMPION  
MODEL.

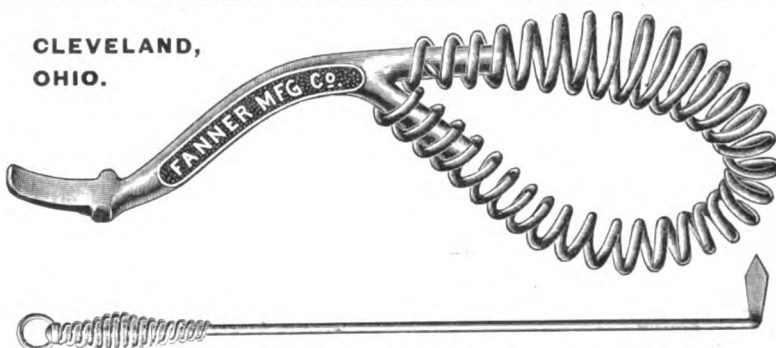
This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

Write for Discounts to Trade.

**WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.**

## THE FANNER MFG. CO.,

CLEVELAND,  
OHIO.



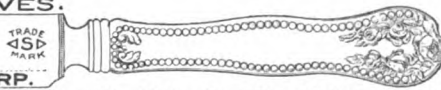
Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

## SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver, when  
plated wears indefinitely and the thin strip of

inserted **Steel** is **ALWAYS SHARP.**

Send 32 two-cent stamps to **E. H. H. SMITH, 40 Murray St., N.Y.,** for a Beautiful Sample Knife.

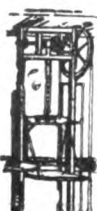


Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power

**ELEVATORS**

Send for Circulars.

**Kimball Bros. Council Bluffs, Ia.**  
No. 1013 Ninth Street.



**500** **HARDWARE DEALERS**  
Handle Our Goods  
At a Profit of 100%.

We make **WHITE ENAMELED** LETTERS,  
House Numbers, Name Plates,  
**ENAMELED STREET SIGNS**, Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.

Free Samples to Prospective Customers.  
Send for Catalogue.

**A. V. TAYLOR & CO., Enamellers,**  
1056 Central Ave., **CINCINNATI, OHIO.**




**IRON & WIRE FENCING**  
ELLIS & HELFENBERGER,  
500 SENATE — INDIANAPOLIS, IND.

**RIVETS & WIRE NAILS.**




**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.



**SEAMAN'S PAT**  
SEPT. 7, 98  
**The POSITIVE EXPANSION BOLT.**  
**D. C. SEAMAN & CO.,**  
1838 Hutchinson St., Philadelphia, Pa.  
FOR SALE BY  
**NEAL & BRINKER, 18 Warren St., N. Y.**  
It has been the aim of the inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.  
—SEND FOR PRICE LIST—

**Prison, House and Stable Work;**



**JOIST HANGERS;  
LAWN FURNITURE;  
FENCING, ETC.**

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**PRIEST'S CLIPPERS**



Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Hoboken, N.J., U.S.A.

**HAYES FILE CO. DETROIT, MICH.**



Established 1870,  
Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.

**ROBERT MURRAY.**  
24 Duane St.,  
New York City.  
**General Hardware**

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES,** twenty-five cents per line.

#### Help Wanted.

**CATALOGUE AND ADVERTISING MAN** by a Canadian wholesale Hardware house. Apply, stating age, experience and salary expected, to **ANGORA,** care **HARDWARE,** 275 Broadway, New York. 162

**PUMP SALESMAN**—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address **X,** care **HARDWARE,** 275 Broadway, New York. 87

**SALESMAN WANTED**—Garden hose. Season's commission granted for famous brand which for 20 years has sold itself. Address "FACTORY," P. O. Box 1371, New York. 186

**STORE MANAGER WANTED** with capital. A thorough, up-to-date man to take charge of branch store. A splendid opening in the best section of the West. Should have from \$10,000 to \$25,000 to invest. Correspondence solicited. Address Box 5, Durango, Colo. 187

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT,** book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address **R. D. FIELD,** care **HARDWARE,** 275 Broadway, New York. 142

**BUILDERS' HARDWARE.**—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address **Z. H.,** care **HARDWARE,** 275 Broadway, New York. 98

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address **S. F.,** care **HARDWARE,** 275 Broadway, New York. 165

**CUTLERY SALESMAN** At, capable of calling on largest trade or introducing new goods. Open for position January 1st, 1901. Address **C. L.,** care **HARDWARE,** 275 Broadway, New York. 138

**ENGINEERING SALESMAN** wants to make connection with At house, and travel in New York City and State; has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address **E. L. I.,** care **HARDWARE,** 275 Broadway, New York. 168

**EXPERIENCED ACCOUNTANT.**—By a young man of nineteen years' experience in Hardware, stoves, etc., for himself. Speaks English and German, is an accountant, would accept any good position. Best of references. Address Box 1105, Millheim, Pa. 118

**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience desires a steady position. Can do furnace and range work, roofing and all inside work of every description; also corrugated iron work. Address **B. A. BROOKS,** 171 E. 108th Street, New York. 176

#### Situations Wanted.

**EXPERIENCED MANAGER,** eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address **J. H. G.,** care **HARDWARE,** 275 Broadway, New York. 117

**EXPERIENCED SALESMAN,** traveled Washington, Maryland, Virginia and Philadelphia (Pa.) for twenty years, is open for engagement. Commission preferred. Best of references. Address **BECKER,** 928 N. Bond Street, Baltimore, Md. 124

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

**EXPERT ACCOUNTANT.**—An accountant of 20 years' experience in the Hardware business as bookkeeper, cashier, office manager and proprietor desires a position with a large firm or company whose integrity and ability would be fairly remunerated; At references given. Address **G. H. B.,** care **HARDWARE,** 275 Broadway, New York. 170

**GENERAL MANAGER.**—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. At references as to character, honesty and ability from the best Hardware houses in New York City. Address **WM. BRAUNSDORF,** 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in Hardware and Implement Store in some Northwestern or Coasts State. Would invest some capital in the business if agreeable. Address **P. O. Box 142,** Madison Square Branch, New York City. 135

**HARDWARE CLERK.**—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address **F. H. SICKELS,** 15 N 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK.**—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address **CLERK,** care **HARDWARE,** 275 Broadway, New York. 131

**HARDWARE CLERK.**—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address **C. C. C.,** 1133 Third Street, Fort Madison, Iowa. 157

**HARDWARE CLERK OR SALESMAN.**—A competent Hardware business man, 25 years' experience as buyer and manager in large retail business, understands the builders' line; also plans and specifications; age 40 years; would like the export business or the wholesale branch. Address **EXPERIENCE,** care **HARDWARE,** 275 Broadway, New York. 167

**HARDWARE DRUMMER.**—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address **DRUMMER,** care **HARDWARE,** 275 Broadway, New York. 132

**EXPERIENCED HARDWAREMAN** is desirous of finding a concern willing to pay \$2000 a year for the services of a man 38 years of age with 13 years' experience in manufacturing and jobbing Hardware business. Address **WHOLESALE,** care **HARDWARE,** 275 Broadway, New York. 141

## Situations Wanted.

**HARDWARE SALESMAN.**—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

**HARDWARE SALESMAN.**—Experienced salesman desires to handle on commission line of Hardware or house-furnishing goods for Pittsburgh, Allegheny and vicinity. Address W. C. MCINTYRE, 936 Kirkpatrick Avenue, Allegheny, Pa. 163

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 140

**OFFICE ASSISTANT.**—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SALESMAN.**—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years' experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first class and up-to-date man. At references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SPANISH TRANSLATIONS** and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

**STORE OR ROAD SALESMAN.**—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

**WANTED,** by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

**YOUNG MAN,** who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE, 275 Broadway, New York 110

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG Co., Cleveland, Ohio. a

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PRORIA VAPOR LIGHT Co., 413 Washington St., Peoria, Ill. 171

## Side Line Offered.

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** calling on Hardware trade, wanting a first-class novelty to sell as a side line, should write us at once. An easy seller, weight 14 ounces. Sample can be carried in pocket. Address NEWTON MFG. Co., Erie, Pa. 182

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMEN.**—Traveling Hardware salesmen to sell as a side line our Rapid Air Rifle and Vest Pocket Hardware Specialties. Address RAPID RIFLE Co., Ltd., Grand Rapids, Mich. 180

**TRAVELING SALESMEN** to sell, as a side line, on commission the American Corn and Fodder Shock Compressor. A good seller. Address J. B. HUGHES, Greensburg, Ind. 174

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## For Sale.

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**AN UNUSUAL OPPORTUNITY.**—Wholesale retail stock of Hardware, good will-business, located enterprising city, New York State. \$12,000 to \$14,000 consisting Builders' Hardware, Paints, Oils, Glass, Stoves, Ranges, Furnaces. Will be sold at bargain if bought immediately to close out partnership. Address G. M. S., care HARDWARE, 275 Broadway, New York 172

**COUNTRY RESIDENCE**—An attractive country residence, 14 rooms, with barn, cottage, chicken house, fruit and shade trees, vegetable and flower garden, etc. Six acres of ground, 48 miles from New York, one hour and fifteen minutes by express trains. Delightfully situated and in every way adapted for a gentleman's country place. For particulars, address R. T. HAZELL, 85 Chambers Street, New York. 181

**TINNERS' SHOP TOOLS.**—An almost complete set, all in good order, at a very low price. For particulars address NICHOLSON & FAY, Lock Box 329, Belmont, N. Y. 169

## Agency Offered.

**CORRESPONDENCE DESIRED** with firms manufacturing Hardware specialties, who wish to be represented by good house whose traveling men cover the entire United States. Address HUSTLERS, care HARDWARE, 275 Broadway, New York. 175

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

**MERCHANT** having resided 25 years' in America intends to return to Berlin, and would be willing to represent or act as agent for American manufacturers or wholesale houses in Berlin and throughout Germany. Best references and first class connections in Europe. Address H. DEVIEN, 46 Murray Street, New York. 188

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

## Hardware Stock on Commission.

**HARDWARE STOCK ON COMMISSION.**—Wanted a small stock of shelf Hardware on commission basis, or one quarter cash and balance in three notes. Stock must be staple and in good condition for Texas trade. Address A. M., care HARDWARE, 275 Broadway, New York. 183

## Agencies Wanted.

**"PAN AMERICAN" EXHIBITORS** at Buffalo. I wish to contract to place, care for and advertise your exhibit. I am a practical mechanic and had Paris, Philadelphia and Chicago experience. Reference given. Address "PAN," care HARDWARE, 275 Broadway, New York. 173



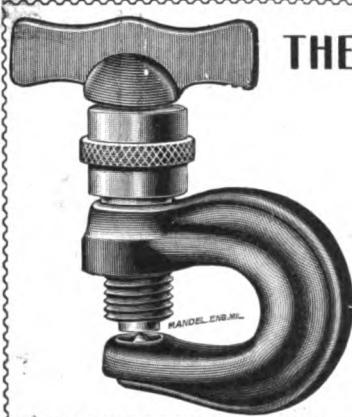
WRITE FOR QUOTATIONS



**TRUNK, BOX AND DOOR HINGES.**  
**BRASS GOODS MANFG. CO.**  
 102 Third St., BROOKLYN, N.Y.  
 MANUFACTURERS OF  
**METAL GOODS IN BRASS, BRONZE AND TIN.**  
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.  
**SPECIAL GOODS MADE TO ORDER.**  
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.



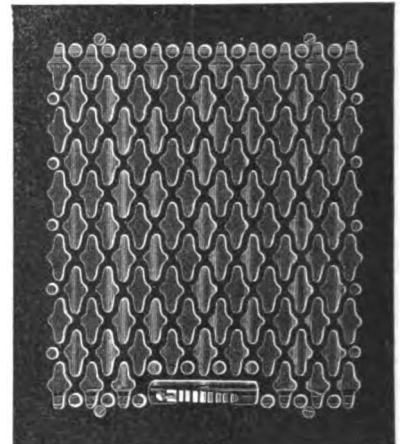
## THE "HANDY" RIVETER.

A neat and compact tool for mending broken harness, straps, belts, etc. Simple in construction, unbreakable in use and powerful in operation. Can be carried in the pocket, an indispensable tool for the Farmer, Liveryman, Mechanic, Engineer, Driver and Harness-maker. Body and screw are made from malleable iron; sleeve from cold rolled stock; plunger of hardened tool-steel. Will clinch any size of tubular or bifurcated rivet and make a perfect job. Weighs only 5 ounces.

MANUFACTURED BY

**Milwaukee Automatic Machine Co.,**  
 MILWAUKEE, WISCONSIN.

## Sheet Steel Registers and Ventilators.



Made of Sheet Steel.

**ABSOLUTELY NON-BREAKABLE.**

*Excels all others in Strength, Air Capacity, Workmanship and Finish.*

Full line of sizes.

Finished in various styles.

Let us tell you about them.

Catalog and Prices upon application.

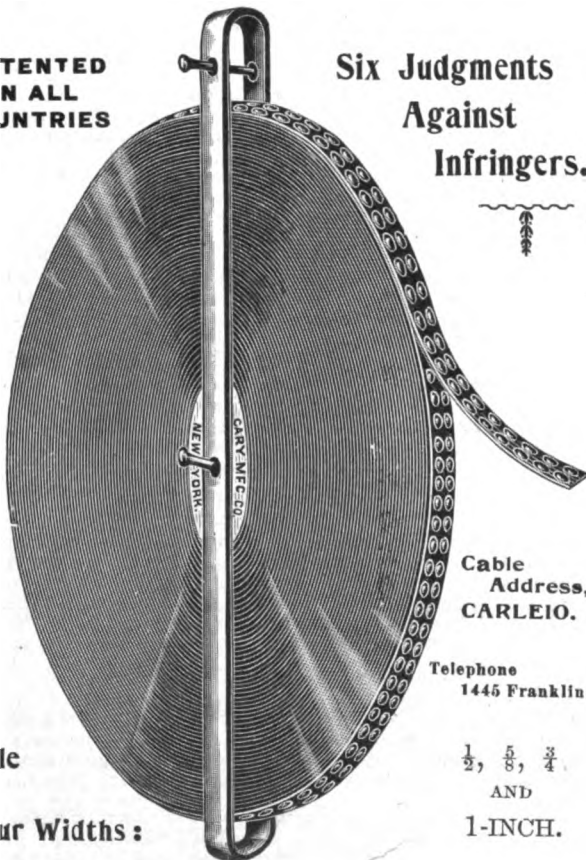
**The Canton Steel Roofing Co.**  
 Manufacturers,

CANTON, OHIO.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
 IN ALL  
 COUNTRIES

Six Judgments  
 Against  
 Infringers.



Cable  
 Address,  
 CARLEIO.

Telephone  
 1445 Franklin.

Made  
 in  
 Four Widths:

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
 AND  
 1-INCH.

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.

## FRYING-PAN CLOCKS



Are unique and ornamental as well as useful. They come in two sizes, 10 in. dial, with raised figures, and 6 in. dial, with painted figures.

Also Tile, Program and 60-Day Clocks.

SEND FOR CATALOGUE NO. 1000.

**The Prentiss Clock Improvement Co.,**

Dept. 100, 49 Dey St., New York City.

## "BARON'S B. B." Water Filter

(PATENTED)

Will Fit any Plain or Hose Faucet

Filtering material of charcoal and quartz. Flow of water not decreased by use of Filter. Filtering material easily cleaned and replaced. All parts interchangeable.

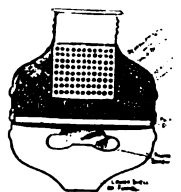
PRICE 50 CENTS

Write for Discounts

**A. L. BARON MFG. CO.**  
 2-4 Howard Street, NEW YORK



General View



Sectional View

## You are Pretty

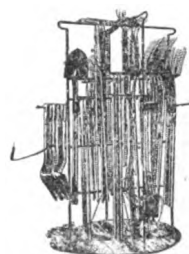
much interested in anything that will help you to sell more goods

## We are Pretty

much interested in trying to sell you one of our tool racks, which will help you to sell enough more steel goods this season to pay for it. Now is the time you need one. Don't delay, let us hear from you at once. Three sizes, styles and prices. Catalogue explains all. Shall we send you one.

Yours truly,

**F. A. HERRICK CO.,**  
 JACKSON, MICH.



## PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's	50%
Ship Carpenters	50%
Railroad	50%
<b>Ammunition—</b>	
<b>CAPS, PERCUSSION—\$ 1000—</b>	
U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	85c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25&5%
Cent. Fire, Military and Sport-	
ing	15&5%
Blank Cartridges, 22 cal.	10&5%
Blank Cartridges, 32 cal.	10&5%
Primed Shells and Bullets	15&5%
B. B. Caps, Round Ball	25&10%
B. B. Caps, Con. Ball, Swgd	net
<b>PRIMERS—</b>	
Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge	20%
New Club, New Rival and Climax	33&1%
brands, 10 and 12 gauge	15%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	33&10%
Acme	33&10%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and	
Climax	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder	40&5%
"New Rival," Black Powder	40&5%
"Smokeless" Nitro Powder	40&10&10&5%
"Acme," Dense Nitro Powder	40&10&10&5%
"Trap," Nitro Powder	40&10&10&5%
<b>GUN WADS—\$ 1000—</b>	
B. E., 11 up	80
B. E., 9 & 10	70
B. E., 8	80
B. E., 7	80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50
<b>SHOT—</b>	
Tatham Bros., 1st June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B,	
25-b bags	1.35
Drop Shot, sizes smaller than B,	
5-b bags	.35
Drop Shot, B and larger sizes,	
25-b bags	1.60
Drop Shot, B and larger sizes,	
5-b bags	.40
Buck Shot, 25-b bags	1.60
Buck Shot, 5-b bags	.40
Chilled Shot, 25-b bags	1.60
Chilled Shot, 5-b bags	.40
Dust Shot, 25-b bags	2.10
Dust Shot, 5-b bags	.50
<b>POWDER—</b>	
Lafin & Rand Powder Co.:	
<b>CANISTER POWDER—</b>	
Orange Lightning	Each
Nos. 1, 2, 3, 4, 5, 6, 7, in canis-	
ters of 1 lb	.75
Orange Ducking	
Nos. 1, 2, 3, 4, 5, in canisters	
of 1 lb	.45
Orange Rifle "Extra,"	
F. FF, FFF, in canisters of	
1 lb	.25
F. FF, FFF, in canisters of	
1/4 lb	.15
F. FF, FFF, in canisters of	
1/4 lb	.12
<b>KEG POWDER—</b>	
Orange Ducking	
Nos. 1, 2, 3, 4, 5, in kegs of	
25 lb	8.00
os. 1, 2, 3, 4, 5, in 1/4 kegs	
of 12 1/2 lb	4.25
a. 1, 2, 3, 4, 5, in 1/4 kegs of	
1/4 lb	2.25
Orange, Special,	
Nos. 1 and 2, in kegs of 25 lb.	5.00
Nos. 1 and 2, in 1/4 kegs of	
12 1/2 lb	2.75
Nos. 1 and 2, in 1/4 kegs of	
6 1/4 lb	1.50
Orange Rifle "Extra,"	
F. FF, FFF, in kegs of 25 lb.	4.00
F. FF, FFF, in 1/4 kegs of	
12 1/2 lb	2.25
F. FF, FFF, in 1/4 kegs of	
6 1/4 lb	1.25
Meal Powder,	
In kegs of 25 lb	4.00
Shipping Powder,	
CC, C, F, FF, FFF, FFFF,	
FFFF, FFFFF, in kegs	
of 25 lb.	2.65
Blasting and Mining "A,"	
CC, C, F, FF, FFF, FFFF,	
FFFF, FFFFF, in kegs	
of 25 lb.	
Blasting and Mining "B,"	
CC, C, F, FF, FFF, FFFF, in	
kegs of 25 lb.	
Fourth of July Powder,	
In kegs of 25 lb.	
Lafin & Rand Smokeless,	
10-Can Drums	9.00
Single Canisters	1.00
Discounts on application.	
<b>CANISTER POWDER—</b>	
E. I. Du Pont De Nemours & Co.:	
In cases of 25 each	Each
Crystal Grain, Nos. 1, 2, 3 and	
4, in canisters of 1 lb	.75
Eagle Duck Shooting, Nos. 1, 2	
and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2	
and 3, in canisters of 1/4 lb	.30
Eagle Rifle and Superfine Sport-	
ing, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFg and	
FFFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFg and	
FFFFg, in canisters of 1/4 lb	.15
Du Pont Rifle, Fg, FFg and	
FFFFg, in canisters of 1/4 lb	.12
<b>KEG POWDER—</b>	
Eagle Duck Shooting, Nos. 1, 2	
and 3, in kegs, 25 lb	\$8.00
Eagle Duck Shooting, Nos. 1,	
2 and 3, in kegs, 12 1/2 lb	4.25
Eagle Duck Shooting, Nos. 1, 2	
and 3, in kegs, 6 1/4 lb	2.25
Du Pont Rifle, FFFg, FFg, and	
"Sea Shooting" Fg, in kegs,	
25 lb	4.00
Du Pont Rifle, FFFg, FFg, and	
"Sea Shooting" Fg, in kegs,	
12 1/2 lb	2.25
Du Pont Rifle, FFFg, FFg, and	
"Sea Shooting" Fg, in kegs,	
6 1/4 lb	1.25
"V. G. P." for Trap Shooting,	
in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting	
in kegs, 12 1/2 lb	2.25
"V. G. P." for Trap Shooting,	
in kegs, 6 1/4 lb	1.25
Choke Bore, Nos. 5 and 7, in	
kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in	
kegs, 12 1/2 lb	2.75
Choke Bore, Nos. 5 and 7, in	
kegs, 6 1/4 lb	1.50
Meal Powder, in kegs, 25 lb	4.00
Shipping Powder, F. FF, FFF,	
FFFF and FFFFF, in kegs,	
25 lb	2.25
Mining and Blasting Powder,	
(A), C, F, FF, FFF, FFFF,	
in kegs, 25 lb	2.25
Mining and Blasting Powder,	
(B), C, F, FF, FFF, FFFF,	
in kegs, 25 lb	1.50
Du Pont Sporting Powder, for lots	
1000 lb 10% discount:	
Du Pont Smokeless Shotgun	
Powder:	
Kegs, equal in bulk to 25 lb	22.00
Half kegs, equal in bulk to	
12 1/2 lb Black Powder	11.25
Quarter kegs, equal in bulk to	
6 1/4 lb Black Powder	5.75
Canisters, equal in bulk to	
1 lb Black Powder	1.00
Du Pont Smokeless Rifle	
Powder No. 1, equal in bulk	
to 1 lb Black Powder	1.04
Du Pont Smokeless Rifle	
Powder No. 2, equal in bulk	
to 1 lb Black Powder	1.00

Du Pont U. S. 80 Calibre  
Smokeless Rifle Powder,  
per lb 1.25  
Discounts on application.

**Animal Pokes—**

Iowa Farming Tool Co. \$ doz.  
Hawkeye \$3.25  
Western 3.75

**Anti-Rattlers—**

Fernald, Wire 50&10%  
Burton's 50&10%  
Steel Drive 60%  
Kohler's 40%  
Invisible, No. 3 50.00  
Perfect, No. 2 7.00  
Bolt Holder, No. 1 9.00

**Anvils—**

American "Horse-Shoe" 34c  
Armstrong's Mouse Hole 94c  
Cincinnati 25&10%  
Eagle Anvils, 12 lb 15&10%  
Hay Budden, Wrought 84c  
Peter Wright's 94c@104c  
Samson 40&10%  
Trenton 40c

**ANVIL AND VISE COMBINED—**

Cheney Anvil and Vise 40%  
Holt's 40&40&10%  
Millers Falls (with drill), \$18.00 15%

**Augers and Bits—**

Boring Machine 70%  
Com. Auger Bits 60&10&10&70%  
Forester Pat. Bits 25%  
C. E. Jennings & Co.:  
Double Spur pattern car, No. 30 50%  
Nobles Double Spur, No. 32 50&10%  
No. 10 Extension Lip 40%  
No. 10 Extension Lip Car Bit 40%  
Car Bits, No. 10 40%  
Car Bits, No. 30 50%  
Ring Augers 70%  
Jennings' Pattern 50&10%  
Job T. Pugh's, Black 20%  
Job T. Pugh's, Jennings Pat. 35%  
Snell's Ship Auger Pattern Car  
Bits 30&10%  
Swan's:  
Jennings' Pattern Auger Bits 60%  
Jennings' Pattern Car 4%  
Jennings' Pattern Machine 25%  
Russell Jennings' Augers and Bits  
25&10&21/2%

**HOLLOW AUGERS—**

Ames 25&10%  
Bonney's Adjustable, No. 4, \$24.00  
2c@25&10%  
Cincinnati Nos. 1, 2 and 3 25&10%  
Douglass' 25&10%  
Ives 25&10%  
Millers Falls, Goodell 15&7 1/2%  
Swan's 30%  
Universal, each \$4.50 30%

**EXPANSIVE BITS—**

C. E. Jennings & Co. 33 1/2%  
Clark's small, \$18 50&10%  
Clark's large, \$25 50&10%  
Ives' Model, \$ doz. \$60 50%  
Swan's 50&10%

**DOUBLE CUT GIMLET BITS—**

Common 40&10&50%  
Mayhew's Diamond \$ doz. \$1.25 40%  
Swan's 40%  
C. E. Jennings & Co. 45%  
Ladd's 60&10%  
Mayhew's 40&10%  
Snell's 40&10%  
Snell's Bell Hangers 50%

**BIT STOCK DRILLS—**

Cincinnati Tool Co., for wood, 40&10%  
for metal, 60%  
Cleveland Wood Bits for Brace 50&10%  
Detroit 50%  
K. & F. 60&10%  
Morse 50&10%  
Swan's, for wood 40&10%  
Syracuse, for wood 40%

**TWIST DRILLS—**

Cleveland 60&10%  
K. & F. Straight Shank 60&10%  
Morse Straight Shank 50&10%  
New Process 60&10%  
Standard 60&10%  
Standard Oil Tube Drills 15%  
Syracuse 60&10%  
W. & B. Diamond 60&5@60&10%  
W. & B. Universal Self-Oiling 10%

**SHIP AUGERS AND BITS—**

L'Hommedieu's 15&15&10%  
Snell's 30&10%  
Watrous' 33 1/2%

**Awl and Auger Handles—****See Handles****Awls—**

Handled Brad 40&10%  
Handled Scratch 40&10%  
Patent Peg 50%  
Sewing, Com. 88c@1.00

Shouldered Peg 50%  
Shouldered Brad 50%  
Socket Scratch \$ doz \$1.00  
Stanley Bule & L-vel:  
Handled \$ ad. 30&10%  
Patent Pegging 50&50&10%

**Awl and Tool Sets—**

Aiken's Awls and Tools:  
No. 10, \$ doz. \$7.50; No. 20, \$ doz.  
\$10 60%

**Brad Sets:**

No. 45, \$10.50; No. 45, \$12.50 70%  
Fray's Adj. Tool Hds., Nos. 1, \$12;  
2, \$18; 3, \$12; 4, \$9; 5, \$7 50%  
Joe Aulis 55%  
Millers Falls Adj. Tool Holders:  
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18  
15&15&10%

**C. E. Jennings & Co.'s Adjustable**

Tool Handles 33 1/2%  
Stanley's Excelsior, No. 1, \$7.50;  
No. 2, \$4.00; No. 3, \$3.50 30&10%

**Axes—**

First quality, best brands \$6.50@7.00  
First quality, other brands 6.00@6.50  
Beveled, add 20c. \$ doz.

**HATCHETS**

Hunt's, Underhill's or Blood's 40&10%  
Peck's:  
Champion Blade 45%  
Empire Brand 50&10%

Fayette R. Plumb:  
Broad, New List 33 1/2%  
Lathing 33 1/2%  
Shingling 33 1/2%  
Warehouse 33 1/2%  
Vulcan Tool Co. 40&5%

D. Simmons & Co.:  
Broad 50&5%  
Shingling and Claw 50&5%  
Lath, Hunters', etc. 50&5%

M. C. Ogden's:  
Broad 40%  
Shingling, Claw, etc. 50%  
Handled 40&10%  
Boys 50%

**Axle Grease—**  
Dixons' "Everlasting":  
1-lb box 15  
2-lb box 35  
1-lb pail \$1.30  
25-lb keg 2.75  
50-lb keg 5.00

**Balances—**  
Chatillon's:  
Light, Class A 40&10%  
Circular Balances, Class C 50%  
Ice Balances, Class B 50%  
Straight Balances, Class A1 and A2 40%  
Large Dial, Class D 50%

**Balances, Sash—**  
Pullman's 50&10&60%

**Barn Door Hangers—**  
See Hangers.

**Barrel Drainers—**  
National 30%

**Beef Shavers—**  
Enterprise:  
Japanned, each, \$7.50 35&30%  
Tinned, each, \$9.00 25&30%

**Bells—**  
HAND—  
Extra Heavy Brass 60&60&10%  
Light Brass 60&10%  
Pure Bell Metal 55%  
Globe (Cone's Patent) 35%  
Silver Chime 35%  
White Metal 55&5%

**DOOR—**  
Trip, Gem 40%  
Alarm, Abbe's 40%  
Alarm, Yankee 50%  
Gong, Abbe's 50%  
Gong, Yankee 50%  
Lever, B. & E. Mfg. Co.'s 50&10%  
Multi-Stroke 40%  
New Departure 45&50%

**COW—**  
Common Wrought 75%  
Kentucky 70&70&10%  
Kentucky, Sargent's List 70%  
Texas Star 50%  
Western, Sargent's List 70%

**Bellows—**

Blacksmith's 70%  
Hand 25&10%  
Moulders' 35&10%

**Belting, Rubber—**  
Boston Belting Co.:  
"Boston" 50%  
"Imperial," seamless, stitched 40%  
Cleveland Rubber Co.:  
Buckeye 60&10%  
Shield High Grade 50&10%  
War, 2 XL 40%  
Common Standard 75&10%  
Extra 60&10&5%

N. J. Car Spring & Rubber Co.:  
Extra Para 40&10%  
Reliable 50&10%  
Staple 60&10%  
Standard 70&10%

**Bench Stops—**

Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrell & Sons, 1 and 2, \$3.00; No. 3, \$3.00 per doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

**Bicycle Material—**

The Beckley-Ralston Co., Chicago, Ill.:

<b>BELLS—</b> Price per Doz.	
The Electro, 1 1/4 inch, Electric Stroke.....	\$1.25
The Allen Rotary Tire.....	3.75
The Mossberg No. 1 Chime-Tire Bell.....	6.00
The Mossberg No. 2 Chime-Tire Bell.....	4.00
The Mossberg No. 10 Cuckoo Bell, 2 1/4 inch.....	3.25
The Mossberg No. 12 Electric Stroke, 2 1/4 inch.....	5.25
No. 211, Bristol, 1 1/4 inch.....	1.50
No. 212, Bristol, 2 inch.....	1.75
No. 111, Bristol, 1 1/4 inch.....	1.35
No. 112, Bristol, 2 inch.....	1.60
No. E 3, New Departure, 2 1/4 inch, Electric Stroke.....	5.00
No. E 5, New Departure, 2 1/4 inch, Electric Stroke.....	4.50
No. E 7, New Departure, 2 inch, Electric Stroke.....	3.00
No. E 9, New Departure, 1 1/4 inch, Electric Stroke.....	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....	3.75
No. E 7 1/4, New Departure, 2 inch, Electric Stroke.....	2.65
No. E 9 1/4, New Departure, 1 1/4 inch, Electric Stroke.....	2.20
No. 1015, New Departure, Flag Top, 2 inch, Electric Stroke.....	5.00
No. R 5, New Departure, 2 1/4 inch, Electric Stroke.....	5.25
No. T 9, New Departure Chime-Tire Bell.....	4.30
No. 415, New Departure Push Button Bell, 2 inch.....	4.00
No. 811 P, New Departure Push Bell, 1 1/4 inch.....	2.00
No. 1046, New Departure, 2 inch, Electric Stroke.....	3.75
Handsome Emerald Jewel in Center. No. 1078, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....	3.75
No. 1138, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....	3.50
<b>Blow Torches.</b> The Imperial Gasoline.....	\$2.25
<b>Blow Torches.</b> The Queen Gasoline.....	2.25
Brazing Brushes; best steel wire.....	35
Brazing Compound—Superior.....	\$ .28
Brazing Compound—Fluxine.....	.23

**BICYCLE STANDS AND HOLDERS—**

<b>Diamond Folding.</b> Price per Doz.	
Haube's Wire.....	\$2.75
<b>Eurekas for 5 machines with out signboard.....</b>	\$1.25
<b>Eurekas for 7 machines, without signboard.....</b>	1.50
<b>Extra for signboard.....</b>	.60
<b>No. 5, Extension, with casters.....</b>	Price Each. \$ .50
<b>Model D Wall Rack, japanned.....</b>	Price per doz. \$1.60
<b>Model B Wall Rack, japanned.....</b>	2.70

**BUFFERS—HANDLE BAR—**

<b>No. 1, Style M. &amp; W.....</b>	Price per Doz. \$ .50
<b>No. 2, Style M. &amp; W.....</b>	.55
<b>Breast Drills, Goodell's, No. 6.....</b>	2.75

**CALIFERS—**

<b>Stevens', inside or outside:</b>	
3 inch length.....	Price Each. \$ .85
4 inch length.....	.45
5 inch length.....	.50
6 inch length.....	.60

**CARRIAGE—**

For all Gas Lamps; best quality only, in 2 lb cans.....

Price per Can. \$ .17

**CEMENT—**

Eclipse, hard, 1 lb cakes.....

Price per lb. \$ .17

Eclipse, 1/4x2 1/4 tubes, rim or rub.....

Price .15

Eclipse, 5/8x3 1/2 tubes, rim or rub.....

Price .25

Eclipse, 1x4 tubes, rim or rub.....

Price .35

Eclipse, 1x6 tubes, rim or rub.....

Price .45

Eclipse, 1 pt. cans, rim or rub.....

Price 1.90

Eclipse, 1 qt. cans, rim or rub.....

Price .35

Eclipse, 1 gal. cans, rim or rub.....

Price 1.00

Morgan &amp; Wright small tubes.....

Price per Doz. \$ .30

Wood rim or rubber.

**CARRIERS—**

Lambson No. 1.....

Price per Doz. \$4.50

Lambson No. 4 S.....

Price 7.75

Lambson No. 4 D.....

Price 9.50

Kalamazoo No. 10.....

Price 4.75

Dexter No. 1.....

Price 4.50

**CHAINS—**

Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long.....

Price Each. \$ .60

Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long.....

Price .125

Morse Roller, 3-16 or 1/4 inch, 5 ft. long.....

Price 2.00

Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long.....

Price .40

Watch Fobs, made of Bicycle Chain.....

Price .15

**CHAIN LUBRICANT—**

Price per Doz. \$ .80

Holdfast in tin cans.....

Price .80

Pacemaker, brush top.....

Price .25

Dixon's No. 691.....

Price .45

M. &amp; W. Slippery Stuff.....

**CONES—**

Hub Cones, ass'd sizes &amp; threads.....

Price per Doz. \$ .75

B. &amp; R. Adjustable Cones, all threads in stock.....

Price 1.00

Nelson Adjustable Cones, all threads in stock.....

Price 2.40

**CRANKS—**

Price per Pair. Round, Nickel Plated, 6, 6 1/4, 7 in.....

Price .35c

**CUPS FOR BEARINGS—**

For Hangers.....

Price each. \$ .10

For Hubs.....

Price each. \$ .05

**CYCOMETERS—**

Price per Doz. \$6.75

Veeder, 28 in. regular.....

Price 5.75

New Departure, for front hub.....

Price 5.30

20th Century, regulars.....

**CRANK KEYS—**

Price per Pair. 5-16, 11-32 and 1/2 in. sizes slotted.....

Price .5c

**ENAMEL—**

Price per Doz. 1/4 pt. cans, air drying, all colors.....

Price .75c

**ENAMEL BRUSHES FLAT**

Price per Doz. 1/2 inch wide.....

Price .85

1 1/4 inch wide.....

Price 1.00

2 inch wide.....

Price 1.15

3 inch wide.....

Price 1.35

**FRAME CLAMPS—**

For attaching saddle to top bar of frame.....

Price Each. \$ .25

Sidway, 1 1/4 and 1 1/2 inch.....

Price .30

Chalfont, 1, 1 1/4 and 1 1/2 inch.....

**GRIPS—**

Price per Pair. Nickel-Tip Corkaline, 3/8, 13-16 and 1/2.....

Price .06

Composition-Tip Corkaline, all sizes and colors.....

Price .07

Wood-Tip Leather, all regular sizes.....

Price .08

Nickel-Tip Leather, all regular sizes.....

Price .12

**GUARDS & GUARD FITTINGS—**

Price Each. Regular 16 inch rear wheel guard, natural or stained, drilled and eyeleted.....

Price .15

Regular chain guards to match above.....

Price .10

Complete sets of fittings for attaching above.....

Price per set .20

**HANDLE BARS—**

Price Each. Regular Drop or Upcurved.....

Price .40

Perfection Adjustable, with expander.....

Price .60

Perfection Adjustable Extension, with expander.....

Price .85

Sanger Adjustable, with expander.....

Price .75

Kelly Adjustable, with expander.....

Price 1.15

Kelly Adjustable, plain stem.....

Price 1.05

Hussey Adjustable, plain or expander stem.....

Price 1.25

**HEAD CUPS AND CONES, N. P.**

Price per Set. C. &amp; M., stamped with clamp, 1 1/4 and 1 1/2 heads.....

Price .80

W. &amp; E., turned, with clamp, 1 1/4 and 1 1/2 heads.....

Price .55

**HUBS—**

Price per Pair. 1901 Crown, all size sprockets.....

Price \$1.25

1901 Harris, all size sprockets.....

Price 1.00

1901 W. &amp; E. Racing.....

Price 3.00

Thor Standard.....

Price 2.00

Thor Special.....

Price 2.65

New Departure Coaster Hub.....

Price \$4.00

Morrow Coaster Hub.....

Price 4.00

**IRON PUTTY—**

For filling all cracks, bakes like a rock.....

Price per lb. .25

**LAMPS, GAS—**

Price Each. The 1901 Eclipse, our leader, none better at any price.....

Price \$1.00

The 1901 Solar, is always reliable.....

Price 1.85

The 1901 20th Century.....

Price 1.85

**LAMPS, OIL—**

Price Each. Lightweight.....

Price \$ .60

Searchlight.....

Price 1.75

20th Century.....

Price 1.55

**LAMP PARTS—**

For all Gas Lamps. We carry a full line of repairs at less than factory prices.

**LAMP BRACKETS—**

Price per Doz. Axle Pattern.....

Price \$ .15

Fork Pattern.....

Price .65

Head Pattern, all sizes.....

Price .65

**NIPPLE GRIPS—**

Perfect, oldest and best. Price each for small size.....

Price \$ .30

Victor, oldest and best. Price per doz. on display card.....

Price 1.00

**OIL—**

Price per Doz. Penno, solid lubricant, 1/4 lb cans.....

Price \$ .50

Penno Oil, 2 oz. bottles.....

Price .35

Three in One Oil, 3 oz. bottles.....

Price 1.25

**OIL CANS—**

Price per Doz. No. 1, for tool bag use.....

Price \$ .35

Shop, with long spout.....

Price 1.00

**N. P. NUTS—**

Price per Doz. All sizes for Hubs and Saddles.....

Price \$ .25

**PATCHING RUBBER—**

Vim, in 1/4 lb roll.....

Price per roll. \$ .35

**PEDALS—**

Price per Pair. Syracuse Rat Trap.....

Price .55

Syracuse Rubber.....

Price .65

Bridgeport Rat Trap.....

Price .45

Niagara Rat Trap.....

Price .40

Record No. 5 Rat Trap.....

Price .55

Genesee Rat Trap.....

Price .45

Add 10c. per pair when rubbers are wanted on Rat Trap pedals.

**Blinder Twine—**

White Sisal, 500 ft. to lb.....

Price 7 1/2 c

Standard, 500 ft. to lb.....

Price 7 1/2 c

Manila, 600 ft. to lb.....

Price 9 c

Pure Manila, 650 ft. to lb.....

Price 10 1/4 c

**Bit Holders—**

Angular.....

Price 45 c

Extension.....

Price 45 c

Barber's, per doz. \$15.00.....

Price 45 c

Ives', per doz. \$20.00.....

Price 60 c

**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**

Domestic, per doz. \$3.00.....

Price 33 1/4 c

Excelsior, per doz. \$10.00.....

Price 50 c

North's.....

Price 10 c

Zimmerman's.....

Price 50 c

**Blind Fastenings and Tenons—**

Austin &amp; Eddy, per gro. sets.....

Price \$5.50

Forban's Improved Star Tenon.....

Price 25 c

Holt's Tenons.....

Price 70 c

Merriman's Brass Lever, per gr.....

Price \$15.00

Merriman's Iron Lever, per gr.....

Price 9.00

Miller's Falls, set \$1.00.....

Price 15 c

Security Gravity, per gr.....

Price \$9.00



Loose Joint, Japanned.....	70%
Loose Joint, Jap. with Acorns.....	70%
Loose Pin.....	70%
Mayer's Hinges.....	70%
Parliament Butts.....	70%
Fast Joint, Broad.....	60@60&10%
Fast Joint, Narrow.....	60@60&10%

## WROUGHT STEEL—

List April 1, 1895.	
Bronzed Inside Blind Butts.....	45@45&15%
Bronzed, Narrow.....	45@45&15%
Fast Joint, Narrow.....	45@45&15%
Fast Joint, Light Narrow.....	45@45&15%
Fast Joint, Broad.....	45@45&15%
Loose Joint.....	45@45&15%
Loose Pin.....	45@45&15%
Table Butts, Back Flaps, etc.....	45@45&15%

## Calipers—

Bemis & Call:	
Wing.....	65%
Double.....	65&10%
Inside and Outside.....	65&10%
Straight Leg.....	65&10%
Call's Pattern, Inside.....	55%

## Can Openers—

American.....	gross, \$1.75@2.00
Goodell's Acme.....	gross, 6.00
No. 5, Iron Handle.....	gross, \$2.00@2.25
Sardine Scissors.....	75&10%
Sardine Scissors, Forged Steel.....	75&10%
Sprague, No. 1, \$2.00; No. 2, \$2.25;	
No. 3, \$2.50.....	75&10%
Universal.....	gross, \$3.00

## Cards—

Cotton.....	2%
Horse and Curry.....	25%
Wool.....	25%

## Carpet Stretchers—

Montross' "Excelsior".....	gross, \$2.00
Ballard's.....	gross, \$2.00@2.25
Cast Iron Steel Points.....	gross, \$2.00@2.25
Socket.....	gross, \$1.75@2.00

## Carriage Bolts—

See Bolts.

## Carriage Makers' Clamps—

See Clamps.

## Cartridges—

See Ammunition.

## Casters—

Bed.....	70%
Bracket Bed.....	60@60&5%
French or Phila. Iron Wheel.....	70&10%
Brass Wheel.....	50&10%
Martin's Patent (Phoenix).....	40&10%
Plate.....	70&10%
Payson's Furniture.....	70%
Payson's Truck.....	70%
Tucker's Patent, low list.....	5%

## Cattle Leaders—

Humason, Beckley & Co.'s.....	70&10%
Pock, Stow & W. Co.....	45&5%
Sargent's.....	70&10%
Wetons.....	70&10%

## Chain—

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50@50&5%
American Proof Coil, 1000-lb lots,	
Inch.....	Per lb.
3-16.....	\$7.25
3-8.....	5.35
1-2.....	5.25
1-4.....	5.15
1-8.....	5.05
1-16.....	5.00
1-32.....	5.00
1-64.....	5.00
Less than cask lots, add 40c. @ 100 lbs.	
Bridgeport Chain Co.:	
Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%
Covert Mfg. Co., Breast Chain.....	35%
Covert Mfg. Co., Halter Chain.....	35%
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	35%
Covert Mfg. Co., Stallion Chain.....	35%
Galvanized Pump Chain.....	5 1/2@6c
German Coll, list July 24, '97.....	60@60&10%
German Halter Chain, list July 24, '97.....	60@60&10%
Jack Chain, Iron.....	60@60&10%
Jack Chain, Brass.....	60@60&10%
Onida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains,	
New List.....	50@50&10%
COW TIES—	
American.....	50@50&10%
Niagara.....	45@50%

## Covert Mfg. Co.:

Cotton.....	45%
Hemp.....	45%
Jute.....	85%
Sisal.....	20%

## Chain Guards—

Aluminum S. & N. Co.....	50
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## Chain Hoists—

Moore's "Anti-Friction".....	30%
Moore's "Direct".....	50%

## Cherry Stoners—

Enterprise.....	25@30%
Family.....	net \$4.00

## Chisel and File Handles—

See Handles.

## Chisels—

## SOCKET FRAMING AND FIRMER—

Buck Bros.....	30%
Charles Buck.....	30%
Dougllass.....	70%
Mix.....	70%
Ohio Tool Co.....	70%
P. S. & W.....	70%
Swan.....	70%
Wetherby.....	70%
C. E. Jennings & Co., No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

## TANGED AND MISCELLANEOUS—

Box.....	60&10%
Buck Bros.....	30&10%
Butchers.....	\$4.75@5.00 to 5
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to 5
Tanged Firmers.....	40@40&10%

## COLD CHISELS—

Good quality, @ lb.....	18c@20c
Snell's Best C. S.....	50%

## Chucks—

Beach Patent, each, \$8.00.....	20%
Cushman's:	
Combination.....	40%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

## Clamps—

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	15%
Adjustable, Stearns.....	30%
Malleable, Stearns.....	75%
Cabinet Makers or Quilt Frame,	
Sargent's.....	45%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50@50&10%
Carriage Makers', Stearns.....	50@50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

## Cleaners, Sidewalk—

Challenge Shank.....	\$3.25
Star Shank.....	4.00
Star Socket.....	4.25

## Clippers—

## HORSE—

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine,	
Each.....	\$15.00 net
New '98, Chicago.....	Each 8.75 net

## TOILET

Chicago Flexible Shaft Co.'s:	
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

## Clips—

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

## Coffee Mills—

Box and Side.....	50&10@60%
Enterprise Mfg. Co.....	25@30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Wadell's New Box Mills.....	10%
Ideal Brand, New List.....	60@60&10%

## Coil Chain—

See Chain.

## Compasses, Dividers, &amp;c.—

Athol Calipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Calipers, Dividers.....	70@70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%

## Starrett's Fay's Patent

Spring Calipers and Div.....	25&10%
Wright's.....	33 1/2%

## Coopers' Tools—

Bradley's.....	20%
Barton's.....	20@20&5%
Beatty's.....	33 1/2%
L. & I. J. White.....	20@20&5%
Sandusky Tool Co.....	25&10@30&10%
Shaves, Cincinnati Tool Co.....	15@15&10%

## Corkscrews—

Detroit Cork-Screw Co.....	33 1/2%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40&10%
Samson.....	gross \$10.00
Williamson's.....	40%

## Corn Hooks—

Kretzinger Cut-Easy.....	\$3.00 net
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## Corn Knives and Cutters—

Bradley's.....	net
Wadsworth's.....	net

## Counterinks—

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%

## Crayons—

Sargent's List.....	20%
Dixons.....	gross
Eclipse.....	\$3.75
Emerald.....	5.00
Orion.....	5.00
Rainbow.....	2.81
Solid.....	7.50

## Curry Combs—

Fitch's List, Nov. 20, '98.....	25&10%
Kohler's (full assortment).....	30@35%
New York Stamping Co. List, Sept.	
17, '97.....	40%
Perfect.....	40%
Rubber, @ doz.....	\$7.50
Southington Cutlery Co.'s.....	25&10%

## Cycle Hangers—

Lane's.....	33 1/2@5%
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## Diggers—

See Post Hole, etc.

## Dividers—

See Compasses, Dividers, etc.

## Dog Collars—

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List.....	50@50&10%

## Door Bolts—

See Bolts, Door.

## Door Checks—

Bardsley's.....	33 1/2@40%
Columbia.....	50&10%
Eclipse.....	50&10%
Home.....	45&10@45&10&10%
Norton's.....	50@50&10%
Ogden's.....	33 1/2@40%

## Door Springs—

Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	20%
Rubber, complete, @ doz.....	\$5.50.45@50%
Star (Coil), list Oct. '95.....	30%
Torrey's Rod, 39 in., @ gro.....	\$15.00
Torrey's Rod, 43 in., @ gro.....	42.00
Victor, Coil.....	50&10&10%

## Drawer Pulls—

Sargent's List.....	60%
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## Drawing Knives—

Adjustable Handle.....	25@25&10%
Bradley's.....	85%
Dougllass.....	70&10%
Jennings & Griffin.....	66 2/3%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Wetherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	30&5@25%

## Drills and Drill Stocks—

Automatic Boring Tools.....	50%
Bench, Manners.....	60 1/2%
Blacksmiths.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25@30%
Breast, Miller Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33 1/2%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	20@20&5%
Ratchet, Moore's Triple Act.....	25@30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20@25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	80&10%
Whitney's Hand Drill, No. 1, \$10.00.....	33 1/2%
Adjustable No. 10, \$12.00.....	33 1/2%
Wilson's Drill Stocks.....	10%

## TWIST DRILLS—

See Augers and Bits.

## BLACKSMITHS'

Coe's.....	60%
Prentice.....	60%

## Drug Mills—

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25@30%

## Easy Lawn Swings—

Ulrich Mfg. Co.....	gross \$85.00
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## Egg Beaters—

Dover Stamping Co.:	
New Dover, @ doz. 75 cts., @ gro.....	\$7.50
Extra Family Size.....	@ doz. 2.00
Keystone.....	33 1/2%
Spiral.....	@ gro. \$4.25@4.50
Standard Co.:	
Dover, No. 5.....	gross \$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

## Emery—

Genuine Turkish Walpole Mills:	
No. 6 to 46, @ lb.....	10c
No. 54 to 150, @ lb.....	10c
Flour, @ lb.....	8c

## Enameline—

No. 4.....	gross \$4.50
No. 6.....	7.20

## Escutcheons—

Wood.....	25%
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## Expansive Bits—

See Augers and Bits.

## Farriers' Knives—

"Challenge".....	gross \$3.00
Popes.....	3.00
Wilkinson's.....	\$3.60 net
Wostenholm's.....	\$3.25.10%

## Faucets—

Brass Globe Cocks.....	70@70&5%
Brass Racking.....	70@70&5%
Compression Bibbs.....	50&10@60%
Red Cedar.....	40@40&10%
Red Cedar, bbl. lots.....	50%
Frary's Pat. Petroleum.....	70@70&10%
John Sommer's "Peerless," Tin	
Key.....	40%
John Sommer's "Boss," Tin Key.....	30%
John Sommer's "Victor," Metal	
Key.....	50&10%
John Sommer's "Duplex," Metal	
Key.....	60%
John Sommer's "Buckeye," Metal	
Key.....	40%
John Sommer's "Rochester," Metal	
Key.....	50%
John Sommer's "Rival," Metal Key.....	50%
John Sommer's "Crescent," Metal	
Key.....	50&10%
John Sommer's "Diamond," Lock.....	40%
John Sommer's "Eclipse," Lock.....	40&10%
John Sommer's "Union," Lock.....	50%
John Sommer's "I. X. L.," Cork	
Lined.....	80%
John Sommer's "Reliable," Cork	
Lined.....	50&10%
John Sommer's "Common," Cork	
Lined.....	70%
John Sommer's "O. K.," Cork	
Lined.....	50%
John Sommer's "Chicago," Cork	
Lined.....	60%

**Fish Scales—**

Covert's Saddlery Works: ..... 60&20%  
Great American..... 60&20%  
Fitch's..... 25&10%

**Fluting Scissors—**

List..... 45%

**Forges—**

Boynnton & Plummers..... 60%

**Forks—**

Steel Goods Association List, Aug. 1, 1899.  
Barn or Ice Forks..... 40&5%  
Ballast or Stone Forks..... 40&5%  
Beet Forks..... 40&5%  
Coal Forks..... 40&5%  
Coke and Cotton Seed Forks..... 40&5%  
Hay Forks, Four Tine, Standard Size..... 60%  
Hay Header and Baler Forks, Four Tine..... 60&30%  
Manure Forks, Four Tine..... 75%  
Manure Forks, Five and Six Tine..... 70%  
Grain or Barley Forks..... 70&10&2%  
Heavy Mill, Manure or Street Forks..... 75%  
Oyster Forks..... 40&5%  
Potato Digging Forks..... 65%  
Potato Scoop Forks..... 50%  
Shaving Forks..... 40&5%  
Sluice Forks..... 40&5%  
Socket Hay Forks, Four Tine..... 60%  
Socket Manure Forks, Four Tine..... 70%  
Socket Spading Forks, Four Tine..... 70&5&5&2%  
Spading Forks..... 70&5%  
Stone Picking Forks..... 65%  
Tanner's Forks..... 40&5%  
Hay Forks, Three Tine, Standard Size..... 60%  
Hay Header and Baler Forks, Three Tine..... 67%  
Hay Forks, Two Tine, Standard Size..... 65%  
Fruit, Wine and Jelly Presses.  
Enterprise..... 30&25%

**Fry Pans—**

Acme Fry Pans..... 70&70&5%  
Burnished, regular goods..... 75&75&10%  
Standard List..... 70&10&7%  
No..... 0 1 2 3 4  
# doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25  
No..... 5 6 7 8  
# doz..... \$6.00 \$7.00 \$8.00 \$9.00

**Fuse—**

Common Hemp Fuse, # 1000 ft. \$4.50..... 25%  
Common Cotton Fuse, # 1000 ft. \$4.75..... 25%  
Single Taped Fuse, # 1000 ft. \$8.00..... 25%  
Double Taped Fuse, # 1000 ft. \$10.00..... 25%

**Gate Hinges—**

See Hinges.

**Gauges—**

Bemis & Call's Steel..... 50%  
Boes, Screw Pitch..... 38%  
Clapboard..... 25&10%  
Marking, Mortise, etc..... 55&10&5%  
Stanley's..... 60&10%  
Stanley's Chisel..... 30&10%  
Starrett's Surface, Center and Scratch..... 25&10%  
Copeland Champion Bit, # doz. \$2.00 net  
Stub's Wire and Drill..... 20%  
Wire, Morse's..... 25%  
Wire, P. S. & W., low list..... 10 & 10%  
Wire, Wheeler, Madden & Co..... 10%

**Gimlets—**

"Diamond" Gimlets, # gr. \$4.00 @ \$4.25  
Double Cut..... 40&10&50%  
Metal Head..... 50&10%  
Wood Head..... 50%  
Swan's, German Pattern..... 40&10%

**Gimlet Bits—**

See Augers and Bits.

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue..... 25&25&10%  
Le Pages Liquid..... 25&25&10%  
Mystic..... 40%  
Martins..... 40%

**Glue Pots—**

Tinned..... 40&5&40&10&5%

**Graters—**

Champion Nutmeg..... # doz. \$9.00  
Edgar's Nutmeg..... # gro. \$10.50..... 10%  
Enterprise..... 25&30%  
Rotary Nutmeg..... # gro. \$9.00

**Griddles—**

Cronk's..... 70%

**Grindstone Fixtures—**

P. S. & W. Co..... 50&10%  
Russell & Erwin..... 70&10%  
Sargent's Patent..... 70&10%  
Stowell..... 55&10%

**Gunpowder—**

See Ammunition.

**Gun Wade—**

See Ammunition.

**Hafts—**

Britton's..... # doz. \$6.50

**Halters—**

Covert Mfg. Co.:  
Jute Rope Halters..... 35%  
Sisal Rope..... 20%  
Web Halters..... 45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Atha Tool Co..... 50&10%  
Humason & Beckley..... 40&10%  
Dunlap's Patent..... 25%  
Magnetic Tack, Nos. 1, 2, 3 \$1.25, \$1.50 & \$1.75..... 40&10%  
H. & B. Tack..... 50&10%  
Maydole's..... 35%  
Peck, Stow & Wilcox..... 40%  
Fayette R. Plumb:  
Artisan's Choice, A. E. Nail..... 38%  
Engineers and B. S. Hand..... 60%  
A. E. Nail..... 38%  
Other Brands..... 40&10%  
Sargent's New List..... 40&40&10%  
Ulrich's Handy..... # doz. \$3.00  
Verree..... 50&10%  
Warner & Noble's New List..... 25%

**HEAVY HAMMERS AND SLEDGES—**

Under 8 lb..... # lb 40c..... 75&10&5%  
8 to 5 lb..... # lb 30c..... 75&10&5%  
Over 5 lb..... # lb 30c..... 75&10&5%  
Heavy Weights..... 75&10&10%  
Wilkinson's Smiths..... 9% @ 10c # lb

**Hammock Ropes—**

Covert Mfg. Co.:  
Jute..... 35%  
Sisal..... 30%

**Hand Cultivators—**

Ulrich Mfg. Co.:  
Osborne's..... # doz., \$15.00

**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's..... 50&10%  
Chest Handles, Stearns' No. 1, Door or Thumb..... 80c..... 70%  
Nos..... 0 1 2 3 4  
# doz..... \$ .90 \$1.00 \$1.08 \$1.35 \$1.50  
50&10%  
Drawer Handles..... 60%  
Ring Handles..... 70%  
Roggin's Latches..... 35&35&10%  
Shelf Box Handles..... 65%  
Trunk Handles..... 60%  
Tub Handles..... 60&10%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock..... 50%  
Bronzed..... 50&50&10%  
Japanned, with Nuts..... 45&10%  
Japanned, with Plate..... 45&10%  
Japanned, without Plate..... 45&10%

**DOOR PULL—**

Bar..... 60&60&10%  
Barn Door..... 50&10%  
Chest and Lifting..... 60&60&10%  
Drawer Pulls..... 50&10&60%  
Plain B. M..... 60&60&10%  
Push Plates, Sargent's List..... 60&60&10%  
Sash Pull Plates..... 70&10%  
Sash Pulls..... 60&10&10%  
Window Pulls..... 60%  
WOOD—  
Auger, assorted..... # gr. \$2.25 @ 2.50  
Auger, large..... # gr. 8.00 @ 3.25  
Auger, Douglass' Pat., # set, No. 1, \$1.0; No. 2, \$1.40. 60&10%  
Auger, Ives' Pat., No. 1..... 60&10%  
No. 2 to 32%..... 40%  
Auger, Swan's Pat., # set, No. 3, \$1.00; No. 4, \$1.25..... 25&10%  
Brad Axl..... # gr. \$1.75 @ 2.00  
Chisel, Worcester, Leather Cap'd..... 1.50  
Disston's Crosscut..... 50%  
File, assorted..... # gr. \$1.25 @ 1.40  
Firmer Chisel, Apple, assorted, # gr. \$2.25 @ 2.50  
Hammer, Hatchet, Axe, Sledge, etc..... 50&3%  
Hoe, Rake and Fork..... 60&10&60&10&5%  
Saw and Plane..... 40&10&50%  
Shovel and Spade, Wood D. Handle, 60&60&10%

**WOOD—**

Auger, assorted..... # gr. \$2.25 @ 2.50  
Auger, large..... # gr. 8.00 @ 3.25  
Auger, Douglass' Pat., # set, No. 1, \$1.0; No. 2, \$1.40. 60&10%  
Auger, Ives' Pat., No. 1..... 60&10%  
No. 2 to 32%..... 40%  
Auger, Swan's Pat., # set, No. 3, \$1.00; No. 4, \$1.25..... 25&10%  
Brad Axl..... # gr. \$1.75 @ 2.00  
Chisel, Worcester, Leather Cap'd..... 1.50  
Disston's Crosscut..... 50%  
File, assorted..... # gr. \$1.25 @ 1.40  
Firmer Chisel, Apple, assorted, # gr. \$2.25 @ 2.50  
Hammer, Hatchet, Axe, Sledge, etc..... 50&3%  
Hoe, Rake and Fork..... 60&10&60&10&5%  
Saw and Plane..... 40&10&50%  
Shovel and Spade, Wood D. Handle, 60&60&10%

**CROSS-CUT SAW HANDLES—**

Atkins..... 40%  
Champion..... 45&45&10%

**Hangers—**

American Trackless..... 33%  
Barn Door, old pattern..... 60&10%  
Barn Door, New England..... 60%  
Barry, \$6.00..... 50&10%  
Best Anti-Friction..... 60&10%  
Challenge Barn Door..... 50%  
Cronk's Roller Bearing:  
No. 0..... \$4.50 net per dozen.  
No. 4..... 5.50  
No. 5..... 6.50  
60&10&5%  
Cronk's Steel, cov'd, Loose Axle..... 60&5%  
Coburn..... 40%  
Davis Parlor Door..... 50&50&5%  
Duplex (Wood Track)..... 60&10&5%  
Kidder's..... 50&50&10%  
Lane's Barn Door:  
Barn Door, Standard..... 60&10%  
Covered..... 50&10&10&5%  
Special..... 60&10%  
No. 50..... 50&10%  
Parlor:  
Standard..... # set, net, \$3.50 @ 3.60  
Ball Bearing..... " " 4.00 @  
New Model..... " " 2.75 @  
New Champion..... " " 2.40 @  
60%  
Manhattan..... # set, net, \$3.50 @ 3.60  
McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$13.00, # doz. pairs..... 60&10%  
Richards' Single Track, Steel..... 40&10%  
Richards' Anti-Friction..... 5%  
Victor, No. 1, \$15.00; No. 2, \$30.00; No. 3, \$25.00; No. 4, \$35.00. 60&10&2%  
Warner's Patent..... 20&10&10%  
Wilcox..... 40%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," # 10 # doz. 40&10%  
Wrought..... 80&10&85%  
Wrought, Stanley..... 80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley..... 60&10%

**Hay Racks—**

Baxter Wrought Iron, No. 1. \$1.00, net; No. 2, \$1.50, net.

**Hay and Straw Knives—**

Auburn Hay, Com. and Spear Point..... 50%  
Auburn Straw..... 60&5%  
Lightning, from jobbers..... 60&5%  
Wadsworth's..... 40%

**Hinges—****WROUGHT IRON HINGES—**

Corrugated Strap and T, 6% @ 10%  
70&10%  
Rolled Blind Hinges, Nos. 32 and 34, 50&10%  
Rolled Plate..... 70%  
Rolled Raised..... 70%  
Plate Hinges, "Providence," 6 to 12 in., # lb, 5c., 14 to 36 in., # lb, 4c.  
6 to 12 in., # lb, 3% @ 3%  
14 to 20 in., # lb, 3% @ 3%  
22 to 36 in., # lb, 3% @ 3%  
Screw Hook and Strap, 14 to 20 in., # lb, 3% @ 3%  
22 to 36 in., # lb, 3% @ 3%  
STRAP AND T HINGES—  
Light Strap Hinges..... 60% @ 60% @ 10&10%  
Heavy Strap Hinges..... 70&70&10&10%  
Light T Hinges..... 50&10&60&10%  
Heavy T Hinges..... 60&10&60&10&10%  
Extra Heavy T Hinges..... 60% @ 70&10%  
Long Chest Hinges..... 45&60&10%  
Hinge Hasps..... 4% @ 50&10%  
Crate Hasps..... 45&50&10%  
Crate Hinges..... 60% @ 70&10%

**SPRING HINGES—**

Bommer's..... 38%  
Bardeley's Patent Checking..... 15%  
Chicago..... 25%  
Champion..... 60%  
Kell's American..... 30%  
Matchless, Double Acting Pivot..... 25%  
New Idea, No. 1..... # gr. \$7.50  
New Idea, No. 2..... # gr. 13.00  
Rex..... # gr. 13.00  
Royal, Japanned..... 60%  
Rubber..... 60%  
Sargent's List, 1894:  
Bronze Metal..... 70&10&10%  
Japanned Surface, Single..... 70&10%  
Japanned Surface, Double..... 60&10%  
Mortise..... 70&10%  
Model..... 70&70&10%  
Tuscan Surface, Single..... 70%  
Tuscan Surface, Double..... 60&10%  
Vigilant..... 60%  
Stearns..... 75%  
Union Spring Hinge Co.'s List, March, 1894..... 20%  
Union Mfg. Co..... 25%  
Wiles', No. 1, # gr., \$16.00; No. 2, \$13.00

**GATE HINGES—**

Automatic..... # doz. \$12.50, 50%  
Clark's, Nos. 1, 2, 3..... 50&10&60&10%  
N. E., # doz. \$7.60..... 60%

N. E. Reversible, # doz. \$5.60..... 60%  
N. Y. State, # doz. \$4.90..... 60%  
Shepard's, Nos. 1, 2, 3..... 60&10%  
Western, # doz. \$4.30..... 60%

**BLIND HINGES—**

Clark's:  
Lull & Porter, Nos. 0, 1, 1% 2, 2% 3..... 70&10%  
Mortise Gravity..... 50%  
Nos. 1, 3, 5..... 70&10%  
Nos. 40 and 50..... 70%  
Huffer..... 55&60%  
Parker..... 70&10%  
Sargent's, Nos. 1, 3, 5, 11, 13..... 70&10%  
W. H. Co.'s No. 2 Mortise Gravity..... 60%  
Stanley's Steel Gravity Blind Hinges, No. 1, 647% 4, no Screws, 75c., with Screws, \$1.20 # doz. sets  
Stanley's Rolled..... 30&10%  
Stanley's Rolled Center..... 30%

**Hitching Cords—**

Covert Mfg. Co..... 45%

**Hoes—**

Steel Goods Association List, Aug. 1, 1899.  
Asphalt Hoes..... 85%  
Cotton Hoes..... 70&10&10&5&2%  
Cotton Chopper Hoes..... 75&10&7%  
Garden Hoes..... 75&2%  
Harper's No. 7 Mortar Hoes..... 65%  
Jersey Hoes..... 65%  
Kretzinger, Cut-Ezy..... 75&3%  
Ladies' Cotton Hoes..... 75&10&7%  
Laid Steel Edge Hoes..... 25&5&2%  
Meadow and Rhode Island Hoes..... 75%  
Mortar and Street Hoes..... 75&7%  
Planter Hoes, Regular Pattern..... 70&3%  
Rough Finish Shank Cotton Hoes..... 75&12%  
Special Hoes..... 75&10&3%  
Special Mortar Hoes..... 40&10&3%  
Sunhem Meadow Hoes..... 75&5&2%  
Tobacco Hoes..... 75&3%  
Toy Ladies' and Boys' Hoes..... 70&10&10%  
Truck Hoes..... 50&10&2%  
Warren Hoes..... 60%  
Weeding Hoes and Rakes..... 75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—****IRON—**

Lalanc & Grosjean Mfg. Co.:  
Agate-Nickel Ware..... 40&10%  
Pearl, Agate..... 40&10%  
Peerless Enameled Ware..... 70%  
Crystal Steel Ware..... 50&10%  
Blue and White Ware..... 40&10%  
White Ware..... 32% @ 10%

**STOVE HOLLOW WARE—**

Ground..... 60&10&10%  
Unground..... 70&5%

**WHITE ENAMELED WARE—**

Boilers and Saucepans..... 45&50%  
Mashin Kettles..... 70&70&10%  
Tinned Boilers and Saucepans..... 45&50%

**SILVER-PLATED—**

4 mo. or 5% cash in 30 days.  
Hartford Silver-Plate Co..... 40&5%  
Holmes & Edwards Silver Co. 40&15&5%  
Meriden Britannia Co..... 40&5%  
Reed & Barton..... 40&5%  
Rogers & Brother..... 40&5%  
Simpson, Hall, Miller & Co..... 40&5%  
William Rogers Mfg. Co..... 40&10%

**Hooks—****AGRICULTURAL—**

Potato, all kinds..... 70%  
Manure..... 70%  
Iowa F. T. Co.'s Clam..... 60&10&2%  
BUSH—  
Jennings & Griffin's..... 38% @ 5%

**CORN—**

Kretzinger Cut-Ezy..... # doz. \$3 net

**CAST IRON—**

Bird Cage, Sargent's List..... 60&10&10%  
Bird Cage, Reading..... 60&60&10%  
Bird Cage, Williamson..... 5%  
Celling, Sargent's List..... 50&10%  
Chandler..... 70%  
Clothes Line, Sargent's List..... 50&10%  
Coat and Hat, Sargent's List..... 50&10%  
Coat and Hat, Reading..... 60&10%  
Coat and Hat, Stowell's..... 70%  
Harness, Sargent's List..... 50&50&10%  
Lamp..... 5%  
Picture..... 75%  
Screw Hat..... 70%  
Wardrobe..... 55%

**WROUGHT IRON AND STEEL—**

Cotton..... # doz. \$1.25  
Cotton Pat. (N. Y. Mallet & Handle Works)..... 2%  
Hammock Hooks, E. C. Stearns, # doz..... 50%  
Picture, T. & S. Mfg. Co..... 75%  
Tassel, T. & S. Mfg. Co..... 50&10%  
Wrought Staples, Hooks, &c..... See Wrought Goods.

**MEAT—**  
Enterprise.....40%  
Humason & Beckley.....80&10%

**WIRE—**  
Atlas Coat and Hat.....45%  
Belt.....75&75&10%  
Crescent, Coat and Hat.....50&10&60%  
Wire Coat and Hat, Acme.....50&10&50%  
Wire Coat and Hat, Gem.....50&10&50%  
Wire Ceiling, Gem.....50&10&50&10&5%  
Wire Coat and Hat, Standard.....45%

**MISCELLANEOUS—**  
Covert Mfg. Co.:  
Safety Gate and Scuttle Hooks.....35%  
Grass.....No. 2, \$1.65; 3, \$1.80; 4, \$2.00  
Hooks and Eyes—Brass.....60&10%  
Hooks and Eyes—Mal. Iron.....70&70&10%  
Cotton, Box and Hay.....60&60&10%

### Horse Clippers—

See Clippers.

### Horse Nails—

Nos. 6 7 8 9 10  
A. C.....25c 23c 22c 21c 21c  
American, all sizes.....40&10%  
Nos. 6 7 8 9 10  
Ausable.....23c 26c 25c 24c 23c  
Anchor.....23c 21c 20c 19c 19c  
C. B. K.....25c 23c 22c 21c 21c  
Capewell.....19c 18c 17c 16c 16c  
Champlain.....23c 26c 25c 24c 23c  
Clinton Fin.....19c 17c 16c 15c 14c  
Essex.....23c 26c 25c 24c 23c  
Lyra, all sizes.....40&10%  
Maud S.....25c 23c 22c 21c 21c  
Neponset.....25c 23c 22c 21c 20c  
Northwestern.....23c 26c 25c 24c 23c  
Putnam.....23c 21c 20c 19c 18c  
Snowden.....25c 23c 22c 21c 21c  
Vulcan.....23c 21c 20c 19c 18c

### Horse Shoes—

Horse and Mule, per keg.....\$3.75  
Burden's, all sizes.....3.70  
Bryden, Phoenix, Perkins, &c.....8.75  
Diamond State, Shoenberger, Crescent, &c.....\$3.75&5%  
Factory Shipments.

### Horse Ties—

Covert Mfg. Co.:  
Cotton.....45%  
Hemp.....45%  
Jute.....35%  
Sisal.....20%

### Hose, Rubber—

Boston Belting Co.:  
"Boston".....50%  
Competition.....70%  
Extra.....60%  
N. J. Car Spring & Rubber Co.:  
Extra Para.....40&10%  
Reliable.....50&10%  
Staple.....60&10%  
Standard.....70&10%

### Ice Awns, Chippers, &c.—

Copeland Ice Pick.....\$ gr. \$9.00 net  
Crown.....net  
Gem Ice Shave.....net  
Sargent's Ice Awns.....55%  
Snell's.....50%  
Star.....net

### Ice Cream Freezers—

See Freezers, Ice Cream.

### Ice Shredders—

Enterprise, No. 33.....\$ doz. \$6.00...25&30%  
No. 34.....\$ doz. 15.00...25&30%

### Jack Chain—

See Chain.

### Jack Screws—

See Screws.

### Kettles—

Spun Brass, Plain.....15&20%  
Spun Brass, plated inside with White Metal.....10&15%

### Knives—

Ames':  
Bread Knives, \$ doz \$1.50.....20%  
Butcher Knives.....25%  
Shoe Knives.....25%  
Cronk's Chopping.....33%  
Dunlap Kitchen and Bread Knives.....25%  
Foster Bros.' Butcher, &c.....30%  
Goodell's:  
Bread Knives Ass'n list.....net  
Butcher.....net  
Shoe Knives.....40%  
Hay and Straw, see Hay Knives.  
Table and Pocket, see Cutlery.  
Wilson's Butcher Knives.....net

### Knives, Hay and Straw—

See Hay Knives.

### Knobs—

Bardsley's Wood Door, Shutter and Base.....10%  
Base, Rubber Tip, 2 1/4 in. Bead, per \$1.50  
Carriage, Jap.....\$ gr. 80c...60%  
Door Mineral, R. & E. list.....50%  
Door Por. Jap'd.....50%  
Door Por. Nickel.....50%  
Picture, Judd's.....50&10%  
Picture, Sargent's.....50&10%  
Yale & Towne Wood.....net

### Latches—

Cronk's Barn Door.....\$ doz.  
Lane's Barn Door.....Net, \$2.25  
40c&40&10%

### Lawn Mowers—

Champion.....75&10%  
Clipper Improved.....50&10&10&5%  
Continental.....60&10%  
Enterprise.....40&10%  
Genuine Philadelphia Mowers:  
Styles M., S., C., K., T.....70&10%  
Style A. (all steel).....60&10%  
Style E., Low Wheel.....60&10%  
Style E., High Wheel.....70&10&5%  
Drexel, low list.....60%  
Gold Coins, low list.....60%  
Great American.....70&10%  
Imperial.....60&10&10%  
New Departure, High Wheel.....70&10%  
New Departure, Low Wheel.....75%  
New Easy.....60&10&60&10&10%  
New York.....60&5%  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net  
Pennsylvania.....60&10%  
Racine.....60%  
Rapid Transit.....70&10%  
Standard.....60&5%  
Sunbeam.....60&10%

### Lawn Sprinklers—

Enterprise.....25&30%  
Gibbs' Arc.....\$ doz. \$10.00  
Gibbs' Hustler.....\$ doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1, No. 2, No. 3  
\$ doz. \$12.00 \$15.00 \$24.00...80%

### Leaders—

Covert Mfg. Co. Cattle.....45%

### Lead Pipe, Etc.

Lead Pipe, full lengths.....6c  
Lead Pipe, cut lengths.....6 1/2c  
Lead Pipe, Tin Lined.....12 1/2c  
Block Tin Pipe.....37 1/2c  
Sheet Lead, full rolls.....7c  
Sheet Lead, cut rolls.....8c  
Quantity discount, 20%

### Lemon Squeezers—

Berger Bros. \$ doz. 8-in. \$1.00; 10-in. \$1.40  
Dean's, Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

### Letter Box Plates—

Name Door Plate.....50&50&10%  
Name Plate.....70%  
Number Door Plate.....60&60&10%  
Sargent's.....60&10&70%

### Levels—

C. E. Jennings & Co.:  
Hexagon.....25&10%  
Iron Bench, new design.....25&10%

### Lifters—

See Transom Lifters.

### Lines—

Cotton and Linen Fish, Draper's.....50%  
Cotton Chalk, 20 feet.....60&10%  
Cotton Trot.....33%  
Masons':  
Colored Cotton.....40&10%  
Flax.....40&10%  
No. 0 to 5.....25%  
Samson Cotton, No. 4, \$2.00; No. 4 1/2, \$2.50; No. 5, \$3.00; No. 6, \$3.50; No. 7, \$4.00; No. 8, \$4.50; No. 9, \$5.00; No. 10, \$5.50; No. 11, \$6.00; No. 12, \$6.50; No. 13, \$7.00; No. 14, \$7.50; No. 15, \$8.00; No. 16, \$8.50; No. 17, \$9.00; No. 18, \$9.50; No. 19, \$10.00; No. 20, \$10.50; No. 21, \$11.00; No. 22, \$11.50; No. 23, \$12.00; No. 24, \$12.50; No. 25, \$13.00; No. 26, \$13.50; No. 27, \$14.00; No. 28, \$14.50; No. 29, \$15.00; No. 30, \$15.50; No. 31, \$16.00; No. 32, \$16.50; No. 33, \$17.00; No. 34, \$17.50; No. 35, \$18.00; No. 36, \$18.50; No. 37, \$19.00; No. 38, \$19.50; No. 39, \$20.00; No. 40, \$20.50; No. 41, \$21.00; No. 42, \$21.50; No. 43, \$22.00; No. 44, \$22.50; No. 45, \$23.00; No. 46, \$23.50; No. 47, \$24.00; No. 48, \$24.50; No. 49, \$25.00; No. 50, \$25.50; No. 51, \$26.00; No. 52, \$26.50; No. 53, \$27.00; No. 54, \$27.50; No. 55, \$28.00; No. 56, \$28.50; No. 57, \$29.00; No. 58, \$29.50; No. 59, \$30.00; No. 60, \$30.50; No. 61, \$31.00; No. 62, \$31.50; No. 63, \$32.00; No. 64, \$32.50; No. 65, \$33.00; No. 66, \$33.50; No. 67, \$34.00; No. 68, \$34.50; No. 69, \$35.00; No. 70, \$35.50; No. 71, \$36.00; No. 72, \$36.50; No. 73, \$37.00; No. 74, \$37.50; No. 75, \$38.00; No. 76, \$38.50; No. 77, \$39.00; No. 78, \$39.50; No. 79, \$40.00; No. 80, \$40.50; No. 81, \$41.00; No. 82, \$41.50; No. 83, \$42.00; No. 84, \$42.50; No. 85, \$43.00; No. 86, \$43.50; No. 87, \$44.00; No. 88, \$44.50; No. 89, \$45.00; No. 90, \$45.50; No. 91, \$46.00; No. 92, \$46.50; No. 93, \$47.00; No. 94, \$47.50; No. 95, \$48.00; No. 96, \$48.50; No. 97, \$49.00; No. 98, \$49.50; No. 99, \$50.00; No. 100, \$50.50; No. 101, \$51.00; No. 102, \$51.50; No. 103, \$52.00; No. 104, \$52.50; No. 105, \$53.00; No. 106, \$53.50; No. 107, \$54.00; No. 108, \$54.50; No. 109, \$55.00; No. 110, \$55.50; No. 111, \$56.00; No. 112, \$56.50; No. 113, \$57.00; No. 114, \$57.50; No. 115, \$58.00; No. 116, \$58.50; No. 117, \$59.00; No. 118, \$59.50; No. 119, \$60.00; No. 120, \$60.50; No. 121, \$61.00; No. 122, \$61.50; No. 123, \$62.00; No. 124, \$62.50; No. 125, \$63.00; No. 126, \$63.50; No. 127, \$64.00; No. 128, \$64.50; No. 129, \$65.00; No. 130, \$65.50; No. 131, \$66.00; No. 132, \$66.50; No. 133, \$67.00; No. 134, \$67.50; No. 135, \$68.00; No. 136, \$68.50; No. 137, \$69.00; No. 138, \$69.50; No. 139, \$70.00; No. 140, \$70.50; No. 141, \$71.00; No. 142, \$71.50; No. 143, \$72.00; No. 144, \$72.50; No. 145, \$73.00; No. 146, \$73.50; No. 147, \$74.00; No. 148, \$74.50; No. 149, \$75.00; No. 150, \$75.50; No. 151, \$76.00; No. 152, \$76.50; No. 153, \$77.00; No. 154, \$77.50; No. 155, \$78.00; No. 156, \$78.50; No. 157, \$79.00; No. 158, \$79.50; No. 159, \$80.00; No. 160, \$80.50; No. 161, \$81.00; No. 162, \$81.50; No. 163, \$82.00; No. 164, \$82.50; No. 165, \$83.00; No. 166, \$83.50; No. 167, \$84.00; No. 168, \$84.50; No. 169, \$85.00; No. 170, \$85.50; No. 171, \$86.00; No. 172, \$86.50; No. 173, \$87.00; No. 174, \$87.50; No. 175, \$88.00; No. 176, \$88.50; No. 177, \$89.00; No. 178, \$89.50; No. 179, \$90.00; No. 180, \$90.50; No. 181, \$91.00; No. 182, \$91.50; No. 183, \$92.00; No. 184, \$92.50; No. 185, \$93.00; No. 186, \$93.50; No. 187, \$94.00; No. 188, \$94.50; No. 189, \$95.00; No. 190, \$95.50; No. 191, \$96.00; No. 192, \$96.50; No. 193, \$97.00; No. 194, \$97.50; No. 195, \$98.00; No. 196, \$98.50; No. 197, \$99.00; No. 198, \$99.50; No. 199, \$100.00; No. 200, \$100.50; No. 201, \$101.00; No. 202, \$101.50; No. 203, \$102.00; No. 204, \$102.50; No. 205, \$103.00; No. 206, \$103.50; No. 207, \$104.00; No. 208, \$104.50; No. 209, \$105.00; No. 210, \$105.50; No. 211, \$106.00; No. 212, \$106.50; No. 213, \$107.00; No. 214, \$107.50; No. 215, \$108.00; No. 216, \$108.50; No. 217, \$109.00; No. 218, \$109.50; No. 219, \$110.00; No. 220, \$110.50; No. 221, \$111.00; No. 222, \$111.50; No. 223, \$112.00; No. 224, \$112.50; No. 225, \$113.00; No. 226, \$113.50; No. 227, \$114.00; No. 228, \$114.50; No. 229, \$115.00; No. 230, \$115.50; No. 231, \$116.00; No. 232, \$116.50; No. 233, \$117.00; No. 234, \$



### Percussion Caps— See Ammunition

**Picks—**  
Railroad or Adze Eye, 5 to 6, \$12.00;  
6 to 7, \$13.00 ..... 60&10&60&10&10

### Planes and Plane Irons—

**WOOD PLANES—**  
Bailey's (Stanley R. & L. Co.)  
50&10&60  
Bench, First Quality ..... 45&45&10  
Bench, Second Quality ..... 50&50&10  
C. E. Jennings & Co. .... 50&10  
Molding ..... 40&5

**IRON PLANES—**  
Chaplin's Iron Planes ..... 50&10&60  
C. E. Jennings & Co., Iron ..... 50&10  
Sargent's ..... 60  
Standard Tool Co. .... 50&50&5  
Stanley Rule & Level Co.:  
Bailey's ..... 50&100  
Miscellaneous ..... 25&10  
Steer's Iron Planes ..... 50&1

**PLANE IRONS—**  
Auburn "Thistle" ..... } 80&10&40  
Ohio  
Sandusky  
Buck Bros ..... 30  
Butcher's ..... \$5.00 to \$5.25 to \$2  
C. E. Jennings & Co. .... 25&10  
Stanley Rule & Level Co. .... 50&10  
L. & I. J. White ..... 20&5&25

### Pliers and Nippers—

Button's ..... 70  
Carew's Pat. Wire Cutters ..... 25  
Cronk's:  
Button Pattern ..... 70  
Fencing Pliers, # doz. \$12.00 ..... 25  
Flat and Round Nose ..... 40  
Gas Pliers, No. 100 ..... 40  
Stabb's Pat. Pliers ..... 50  
Wire Cutter and Bender ..... 60  
Hall's Nippers, # doz., No. 2, 5 in.,  
\$13.50; No. 4, 7 in., \$21.00 ..... 40&10  
Hall's Pliers ..... 70  
Humason & Beckley Mfg. Co. 50&50&10  
Wm. Johnson's Gas Pliers ..... 60  
Morrell's Parallel, # doz. \$12.00 ..... 25  
Smith's Side Cutting ..... 50&50&5  
P. S. & W. Cast Steel ..... 25  
P. S. & W. Tinnars' Cutting Nip-  
pers ..... add 1/2 dis. 10

### Plow Bolts—

See Bolts.

### Plumbs and Levels—

Cook's ..... 40&10&10  
Davis':  
Inclinometers ..... 20  
Iron Levels ..... 25&10  
Disston's ..... 70  
Machinists' ..... 25  
Pocket Levels ..... 70&10  
Stanley's ..... 70&10&70  
Stanley's Duplex ..... 25&10&10  
Stratton's Pat. ..... 25  
Wood's Extension Sight ..... 25

### Poachers—

See Egg Poachers.

### Police Goods—

Tower & Lyon's ..... 25

### Polish Metal—

Prestoline Liquid, New List ..... 40  
Prestoline Paste ..... 38 1/2&40

### Polish, Stove—

Dixon's Plumbago ..... # b  
Joseph Dixon's ..... # gro. \$5.75, 10  
Gem ..... # gro. 4 50, 10

### Poppers, Corn—

Round or square, # doz. # gro.  
1 qt. .... \$ .75 \$ 7.00  
1 1/2 qt. .... .85 9.50  
2 qt. .... 1.15 10.50  
Quincy Corn Popper, 1 qt., # doz.  
\$3.00; 2 qt., \$4.00 ..... 38 1/2

### Post Hole Diggers—

Disston's Samson Digger ..... # doz. \$34.00, 25  
Ryan's ..... # doz. \$20.00, 25

### Post Hole Augers—

Vaughan's, 4 to 9 in. .... 70  
Vaughan's, 10 to 12 in. .... 60

### Potato Hooks, etc.—

Hoe Down Hooks ..... 75&10&25  
Hop Hooks ..... 60&10&25  
Potato Hooks ..... 70

### Powder—

See Ammunition.

### Presses—

See Fruit and Jelly Presses.

### Primers—

See Ammunition.

### Pruning Hooks and Shears—

Cronk's Pruning Shears ..... 38 1/2  
Cronk's Heavy Pattern, # doz. \$2.50 net  
Disston's Combined Pruning Hook  
and Saw ..... # doz. \$18.00, 25&25&10  
Disston's Pruning Hook, # doz.,  
\$12.00, 25&25&10

### Henry's:

Pruning Shears ..... 50&5  
Orange ..... 50&30  
Grape ..... 50&10  
Tree Pruners ..... 75

E. S. Lee & Co.'s Pruning Tools ..... 40  
P. S. & W. Co.'s Shears ..... 60  
Waters' Tree Pruner ..... 75&10  
Wheeler, M. & C. Co.'s Combina-  
tion ..... # doz., \$12.00, 25&10

### Pulleys—

Awning ..... 60&60&10  
Axle ..... 50&10&60  
Brass Screw ..... 45&10  
Ceiling ..... 50&10&60  
Clothes Line, Japanned ..... 60  
Common Sense ..... 60  
Dumb Waiter ..... 60&60&10  
Empire Sash Pulley ..... 60  
Hay Fork, Swivel Eye, # doz.,  
4-inch, \$3.75; 6-inch, \$5.00 ..... 55  
Hay Fork, Hartz, 4 1/4-inch, # doz.,  
\$6.00 ..... 50&10  
Hay Fork, 5-inch, Solid, \$5.70 ..... 50  
Hot House ..... 50&10&50&10  
Stowell's Anti-Friction, 5-in. Wheel,  
# doz., \$12.00 ..... 40  
Slide, Anti Friction ..... 50  
Shade Rack ..... 45  
Upright ..... 50&10&50&10&10

### Pumps—

Cistern, Best Grades ..... 50&10&60  
Pitcher Spout, Best Grades ..... 70&10  
F. E. Myers & Bro.:  
No. 1, Fig. 328, 3 in. Shallow  
Well Pump ..... \$13.00  
No. 8, Fig. 328, 3 1/4 in. Shallow  
Well Pump ..... 15.00  
No. 5, Fig. 307, 3 in. Deep Well  
Pump ..... 15.00  
No. 6 1/2, Fig. 307, 3 1/2 in. Deep  
Well Pump ..... 17.00  
No. 14, Fig. 521, 8 inch Deep or  
Shallow Well Pump ..... 15.00  
No. 32, Fig. 523, 8 in. Deep Well  
Pump ..... 17.00  
No. 56, Fig. 381, 3 in. Shallow  
Well Pump ..... 14.00  
No. 89, Fig. 332, 3 1/4 in. Shallow  
Well Pump ..... 17.00  
No. 70, Fig. 333, 2 1/2 in. Deep  
Well Pump ..... 15.00  
No. 72, Fig. 333, 3 in. Deep Well  
Pump ..... 15.00  
No. 73, Fig. 333, 3 1/2 in. Deep  
Well Pump ..... 16.00  
No. 102, Fig. 448, 3 inch Lift  
Pump ..... 9.00  
No. 108, Fig. 448, 3 1/4 in. Lift  
Pump ..... 11.00  
No. 128, Fig. 510, 3 in. Lift  
Pump ..... 7.00  
No. 181, Fig. 510, 3 1/4 in. Lift  
Pump ..... 8.50  
No. 225, Fig. 389, Windmill  
Pump ..... 12.50  
No. 235, Fig. 403, Windmill  
Pump ..... 16.00  
No. 240, Fig. 406, Regulator  
Pump ..... 28.00  
No. 265, Fig. 572, Cyclone Tank  
Force Pump ..... 16.00  
No. 267, Fig. 483, Geyser Tank  
Force Pump ..... 16.00  
No. 268, Fig. 513, Low Down  
Tank Force Pump ..... 16.00  
No. 302, Fig. 477, Spray Pump,  
complete ..... 11.50  
No. 320, Fig. 492, Bucket Spray  
Pump ..... 5.00  
No. 330, Fig. 547, Knapsack  
Spray Pump ..... 10.00  
Discount, 50% f. o. b. Ashland.

### Punches—

Bemis & Call Co.'s:  
Cast Steel Drive ..... 50&5  
Check ..... 55  
Spring ..... 50&5  
Springfield Socket ..... 65  
Morrell's Universal ..... 35  
Niagara Hollow ..... 45  
Niagara Solid ..... 55  
Saddlers' or Drive, good ..... 60&5  
Snell's Tinnars' ..... 50  
Spring, good quality, # doz., \$1.70 to 1.80  
Spring, Leach's Pat. ..... 15  
Tinnars' Solid, P. S. & W. Co.,  
# doz. \$1.44, 55  
Tinnars' Hollow, P. S. & W. Co.,  
# doz. 20&2

### Rail—

Barn Door, Light, In. 1 1/2 5/8 3/4  
# 100 feet ..... \$1.40 1.35 2.80  
Barn Door, "None Better" No. 1,  
# foot ..... 2 1/2 c  
Barn Door, "None Better" No. 2,  
# foot ..... 3 1/4 c  
B. D. for N. E. Hangers:  
Angular, # foot, 6c ..... 70  
Double Flange, # foot, 8c ..... 70  
Carrier Steel Rail, # foot ..... 4 1/2 c  
Cronk's ..... # foot  
O. N. T. Style, No. 18 ..... 3 c  
Double Braced ..... 3 1/2 c  
Lane's ..... # 100 ft. \$2.45  
O. N. T., 1 in ..... \$2.45  
O. N. T., 1 1/4 in ..... 3.50  
Standard, 1 1/4 in ..... 3.75  
Stowell's Wrought Steel ..... 35  
Sliding Door, Bronzed Wrought  
Iron, # foot ..... 6 1/2 c  
Sliding Door, Steel, Brass Plated,  
# foot ..... 5 1/2 c  
Sliding Door, Wrought Brass, 1 1/2 in.,  
# b, 35c ..... 10&20  
Victor Track Rail, 7c # ft. 60&10&2 1/2 c

### Rakes, Etc.—

Cronk's:  
Wrought Steel Garden ..... 60&20  
Queen City Lawn ..... 40

Steel Garden Rakes ..... 70&5&3  
Steel Garden Rakes Stamped Blank ..... 70  
Steel Road Rakes ..... 65  
Steel Tar or Asphalt Rakes ..... 5  
Turf Edger ..... 60&5  
Prize Bow Braced Steel ..... 70&5&3  
Peerless Shank ..... 70&5&3  
Peerless Socket ..... 70&5&3  
Level Head Shank ..... 70&5&3

### Rasps, Horse—

Disston's ..... 70  
New Nicholson Horse Rasp ..... 70  
See also Files.

### Razors—

Electric ..... List net  
J. R. Torrey Razor Co. .... 20  
Westenholm and Butcher, \$10.00 to  
£ ..... 10

### Registers—

**HOT AIR—**  
New List, Feb. 1, 1899:

Black Japanned ..... 80  
White Japanned ..... 25  
Bronze Finishes ..... 30  
Electro-Plated ..... 30&10  
Nickel Plated ..... 30&10  
White Porcelain ..... 20  
Solid Brass and Bronze Metal ..... 20

### Rings—

See Bull and Hog Rings.

### Rivets and Burrs—

Belt with Burrs ..... 40&5&40&10  
Hose with Burrs ..... 40&5&40&10

### IRON—

List, Nov. 1, 1894.  
Ordinary, in bulk ..... 70  
Thousand, in bulk ..... 70  
Thousand in papers ..... 70  
Coopers', in bulk ..... 70  
Block and Carriage, in papers ..... 70  
Hame ..... 70  
Belt with Burrs, Tinned or Cop-  
pered ..... 70

### Rivet Sets—

Regular List ..... 70

### Rollers—

Lane's, Stay ..... 33 1/2 c

### Rope—

Cotton Rope, Best, # b  
1/4 inch and larger ..... 15c  
Medium, 1/4 in. and larger ..... 12c  
Common, 1/4 in. and larger ..... 10 1/2 c  
Jute Rope:  
A grade ..... 6 1/2 c  
C grade ..... 5 1/2 c  
Manila:  
7-16 in. and larger ..... 10 c  
3/4 in ..... 10 1/2 c  
1/2 and 5-16 in ..... 11 c  
Hay Rope, Medium ..... 10 1/2 c  
Sisal:  
7-16 in. and larger ..... 7 c  
3/4 in ..... 7 1/2 c  
1/2 and 5-16 in ..... 8 c

### Rules—

Athol, Steel ..... 33 1/2 c  
Boxwood ..... 75&10&10  
Ivory ..... 35&10&35&10  
Lufkin's:  
Steel ..... 55  
Lumber ..... 50&10  
Miscellaneous, Stanley's ..... 55&10  
Starrett's Rules and Straight Edges,  
Steel ..... 25&10

### Sad Irons—

Chinese Laundry ..... # b 4 1/2 c  
Chinese Sad ..... 3 1/2 c  
Crown, Polished, # doz. \$6.50  
Crown, Nickel, # doz. 7.00  
Common 4 to 10 ..... # b 3 1/2 c 3 1/2 c

### COLD HANDLED—

Enterprise Mfg. Co. of Pa. .... 30&5  
Self-heating, # doz. \$10.00, 20  
Self-heating, Tailors', # doz. 22.50, 25  
Sensible Nickel, # doz. \$7.00  
Sensible Polished, # doz. 6.50  
Sensible, Tailors', # b 4 1/2 c

### Safety Fuse—

See Fuse.

### Safety Lifts—

Burr Mfg. Co., Steel ..... 50&60

### Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:  
Emery Cloth ..... 50&10  
Garnet Paper ..... 30&30&5  
Sand and Emery Paper ..... 50&10

### Sash Chain—

Competition ..... 50&10  
Glant ..... 40  
Monarch ..... 40&10  
Red Metal ..... 40&10  
Steel ..... 40&10

### Sash Cord—

Cable Laid Italian Sash ..... # b 16 to 18c  
Cable Laid Russia ..... # b 13 1/2 to 14c  
Common India ..... # b 10 to 12c  
Common Russia Sash ..... # b 12 1/2 to 13c  
Patent India ..... # b 11 to 13c

### Samson:

"Mass." White, Cotton ..... 24c  
"Samson" Braided White, Cotton  
# b 30c  
"Samson" Braided Drab, Cotton  
# b 25c  
"Samson" Braided Italian Hemp  
# b 35c  
"Samson" Braided Linen ..... # b 50c  
Silver Lake:  
A Quality, Drab ..... # b 40c, 15  
A Quality, White ..... # b 35c, 15  
B Quality, Drab ..... # b 35c, 15  
B Quality, White ..... # b 30c, 15  
United States:  
B Quality ..... # b 18c  
C Quality ..... # b 16 1/2 c  
White Cotton, Hard Braided ..... # b 18c

### Sash Fasteners, Holders, &c.

Sash Lifts ..... 60&10&10  
Sash Lifts Flush ..... 50  
Sash Lifts With Lock ..... 60&10&10  
Sash Rollers ..... 70  
Shutter Bars ..... 60&10&10  
Shutter Sheaves ..... 60  
Window Screen Sash Lifts ..... 66 1/2

### Sash Locks—

Champion Meeting Rail ..... 70  
Champion Slide ..... 60  
Davis, Bronze, Barnes Mfg. Co. .... 50  
Elting's Ventilating ..... 40  
Fitch's:  
Iron ..... 70  
Bronze and Brass ..... 66 1/2  
Gale's Automatic, List Nov., 1897 ..... 65  
Ives' Patent:  
Wrought Steel ..... 60  
Bronze M. Knob ..... 60  
Wrought Bronze and Brass ..... 55&5  
Cast Iron ..... 65  
Cast Bronze and Brass ..... 62 1/2  
Payson's Perfect ..... 70  
Reading ..... 60&10

### Sash Weights—

Small lots ..... # ton \$27.00  
Ton lots at factory ..... \$22.50 to 25.00

### Sausage Stuffers or Fillers—

Draw Cut, No. 4 ..... each \$30.00, 20  
Enterprise Mfg. Co. .... 25&25&7 1/2  
National Specialty Mfg. Co. .... 25

### Saws—

Atkins:  
Band 7 to 14 in. Wide ..... 60&10  
Band 2 to 6 in. Wide ..... 60  
Band 1/2 to 2 in. Wide ..... 60  
Butcher, Pruning and Compass ..... 40&5  
Circular ..... 50&10  
Cross Cut ..... 35&5  
Gang ..... 50  
Hand, Panel and Rip ..... 40  
Wood ..... 40  
Disston's:  
Circular, Solid and Inserted Tooth ..... 50  
Band 3 in. to 14 in. Wide ..... 60  
Band 1/4 in. to 2 1/2 in. ..... 70  
Cross Cuts ..... 45  
Narrow Cross Cuts ..... 55  
Mulay, Mill and Drag ..... 50  
Framed Wood Saws ..... 35  
Wood Saw Blades ..... 40  
Wood Saw Rods ..... 20  
Hand Saws, Nos. 12, 99, 9, 16, D100,  
D8, 120, 76, 77, 8 ..... 25  
Hand Saws, Nos. 7, 107, 107 1/2, 3, 1,  
0, 00, Combination ..... 30  
Compass, Keyhole, Pruning, Dove-  
tail, &c. .... 25  
Butcher Saws and Blades ..... 35  
Haines' Needle Point ..... 40  
C. E. Jennings & Co.'s:  
Butcher ..... 25&10  
Hand Panel, Rip and other Saws  
25&30

### Peace:

Cross Cuts ..... 45&10  
Hand Panel and Rip ..... 25&10  
Richardson:  
Circular and Mill ..... 50&50&10  
X Cuts ..... 45&10  
Hand Saws ..... 25&10  
Star, Butcher ..... 25  
Woodrough & McParlin Cross Cuts  
45&10

### HACK SAWS AND FRAMES—

Chatillon ..... 30  
Disston's:  
Concave Blades ..... 25  
Keystone, Flexible Back and Ma-  
chine Blades ..... 30  
Hack Saw Frames ..... 30  
Griffin's:  
Complete ..... 40&45  
Saw Blades ..... 45  
Star, Saws and Blades ..... 25

### Saw Filer—

Disston's D8 Clamp and Guide, \$30.00  
# doz. ..... 25

### Saw Frames—

C. E. Jennings & Co. .... 20  
Richardson's Wood ..... net

### Saw Sets—

Atkins:  
Criterion Saw Sets ..... # doz. \$6.00  
Excelsior Saw Tools ..... # doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut ..... 30&5  
Hammer, New Pat. .... 45  
Plate ..... 20  
Spring Hammer ..... 30&5

Diston's Monarch. Nos. 1 & 10 and Star.....25%  
Hart's Pat. Lever.....20%  
Kohler's:  
"Giant Royal".....# doz. \$9.00  
"Royal".....# doz. 6.00  
Leach's.....83%  
Morrill's:  
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40%  
Cross Cuts Nos. 8 and 4, \$23.00; No. 5, \$31.00.....40%  
Richardson's.....25%  
Seymour Smith & Son, Hammer # doz.....\$4.75  
Stillmans.....# doz. 1.00  
Talktors Positive.....\$18.00 # doz. 60%

**Scales—**  
Chatillon's:  
Eureka.....25%  
Favorite.....40%  
Grocers' Trip Scales.....50%  
Family, Turnbull's.....30%  
Hatch:  
Counter, No. 171, # doz. \$17.00@18.00  
Tea, No. 161.....# doz. 5.75@ 6.00  
Union Platform Plain.....2.00@ 2.10  
Striped.....2.15@ 2.25

**Scale Beams—**  
Chatillon's No. 1.....20%  
Chatillon's No. 2.....30%

**Scrapers, &c.—**  
Adjustable Box Scraper (S. R. & L. Co.) \$6.00.....40%  
Box, 1 Handle.....# doz. \$2.00  
Box, 2 Handle.....# doz. \$3.00@4.00  
Foot.....55%  
Ship Common.....# doz. \$2.40 net  
Ship, R. I. Tool Co.....10%

**SIDEWALK—**  
Kohler's, Steel No. 7.....# doz. \$3.00

**Screens—**  
**DOOR—**  
Phillips:.....# doz.  
1/2 in., Style E, Fancy Screen.....\$10.00  
Doors.....6 50  
1/2 in., Style G, Common Screen.....6 50  
Doors.....8 00  
1/2 in., Style K, Fancy Screen.....8 00  
Doors.....8 50

**WINDOW—**  
Porter Screen Mfg. Co.....60@60%  
Phillips:  
Bonanza Screens.....60@60%  
Express.....60@60%  
Flyer.....60@60%  
Perfection Screens.....60@60%  
Northwest.....60@10%  
Window Screen Frames.....60@10%

**Screw Drivers—**  
Brace Screw Drivers.....25%  
Buck Bros.....30%  
Screw-Driver Bits.....27%  
Champion.....40%  
Diston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%  
Electric Spiral No. 01.....# doz. \$6.00 net  
Electric Spiral No. 02.....# doz. 10.00 net  
Ellrich's Socket and Ratchet.....40%  
Fray's Hol. Hdie. Sets, No. 3.....\$12, 50%  
Howard-Allard, low list.....50%  
C. E. Jennings & Co.....40%  
Jennings & Griffin.....60%  
Jones Reversible Spiral No. 2.....# doz. \$24.00, 50%  
Sargent & Co.'s:  
No. 1 Forg. Blade.....50@10%  
Nos. 20 and 40.....60%  
Screw-Driver Bits (Snell's) # doz.....60c  
Stanley R. & L. Co.'s:  
No. 64, Varnished Handles.....60@10%  
No. 86.....70@10%  
Snell's Nos. 5 and 10.....75%  
Tower & Lyon:  
Champion.....40%  
Magazine.....25%  
Machinists'.....40%  
Balsley's Patent.....33%  
Williamson's:  
Beauty, # doz.....\$1.00  
Gem, # doz.....90c  
C. T. Williamson Wire Novelty Co.....40%

**Screws—**  
**WOOD SCREWS—**  
List, January 1, 1900.  
Brass, Flat Head.....87%  
Brass, Round Head.....85%  
Bronze, Flat Head.....80%  
Bronze, Round Head.....77%  
Drive Screws, Diamond Point.....90%  
Iron, Bright Flat Head.....90%  
Iron, Bright Round and Oval Head.....87%  
Nickel Plated, Iron Flat Head.....80%  
Nickel Plated, Iron Round Head.....80%

**MACHINE—**  
List, January 1, 1900.  
Brass, Flat Head.....50%  
Brass, Round Head.....50%  
Iron, Flat Head.....50%  
Iron, Round Head.....50%

**COACH, LAG AND HAND RAIL—**  
G. P. Coach. List, Feb. 14, 1895.....75%  
15%

Hand Rail.....60%  
Lag Screws. List, January 30, 1895.....10%  
Cone Point.....80%

**BENCH, HAND, ETC.—**  
Bench, Iron, # doz., 1 in., \$3.25; 1 1/2, \$3.50; 1 3/4, \$4.25  
Bench, Wood, Beech.....# doz. 2.40  
Chair.....60%  
Hand, Wood.....40%  
Jack Screws, Millers Falls, Roller Bearing.....50%  
Jack Screws, Millers Falls, without Roller Bearing.....50%  
Jack Screws, P. S. & W.....40%  
Jack Screws, Sargent's.....60%  
Plane Stool.....50%

**Scroll Saws—**  
Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15.....25%  
Barnes' Scroll Saw Blades.....40%  
Cricket.....10%  
C. E. Jennings & Co.....25%  
Lester, complete, \$10.00.....15%  
Rogers, complete, \$4.00.....15%

**Scythes, Grass—**  
Natural Finish.....# doz. \$7.50@7.75  
Polished Blade.....8.00@ 8.15  
Painted or Bronzed.....8.00  
Weed and Bush.....7.25@ 7.50

**Seeders—**  
Raisin, Enterprise.....25%  
30%

**Shears—**  
Acme (Cast).....40%  
Aina, Steel Japanned.....80%  
Aina, Steel Nickleled.....70%  
Barnard Lamp Trimmers.....net  
Heintsch's:  
St. Trimmers, etc. 60@10%  
Tailors' Shears.....40%  
Tinners' Snips.....40%  
Pruning. See Pruning Hooks & Shears.  
Seymour's Standard List:  
Japanned.....70%  
Nickleled.....60%  
Standard Cutlery Co.:  
Japanned.....70%  
Nickleled.....60%  
Star Brand:  
Nickel Scissors.....60%  
Nickel Shears.....60%  
Japan Shears.....70%  
Tailors' Shears.....40%  
Pruners.....70%  
Tinners' Snips.....40%

**Shears, Hedge—**  
Wm. Wilkinson & Sons.....50%

**Sheaves—**  
**SLIDING DOOR—**  
Corbin's list.....60%  
Hatfield's Pattern.....70%  
M. W. Co., list July, 1888.....50%  
Stowell's Anti-Friction.....50%  
Patent Roller.....60%  
R. & E., list August 15, 1895.....60%  
Russell's Anti-Friction, list December 18, 1895.....60%  
**SLIDING SHUTTER—**  
Reading list.....60%  
R. & E. Mfg. Co. s.....60%  
Sargent's list.....70%

**Shells—**  
See Ammunition.

**Shot—**  
See Ammunition.

**Shovels and Spades—**  
Association prices to small trade.  
No. 2, Polished, Square or Round Point, D or L Handle:  
A1, B2, 1st Grade, 2d Grade  
Plain Back.....\$10.50 \$9.60  
Strap Back.....9.90 9.00  
Cleveland Pattern.....10.90 9.30  
C3, D4, 3d Grade, 4th Grade  
Plain Back.....\$8.70 \$8.10  
Strap Back.....8.10 7.50  
Cleveland Pattern.....8.40 7.80  
All other sizes, add 30c. doz.  
Black, deduct 30c. doz.

**Shovels and Tongs—**  
Brass Head.....60%  
Iron Head.....60%

**Shutter Bars—**  
Ives'.....45%

**Shutter Bolts—**  
See Bolts, Shutter.

**Sifters, Flour—**  
Hunter's Genuine.....# gross, \$10@11.50

**Skate Sharpeners—**  
Eureka.....# doz. \$1.75; # gro. \$18.00

**Slaw and Kraut Cutters—**  
Diston's:  
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%  
Kraut Cutters, 24x7, 26x6, 30x9.....55%  
Kraut Cutters, 36x12, 40x12.....40%

Enterprise.....25%  
Enterprise Mfg. Co.....25%  
Tucker & Dorsey:  
1 Knife.....# gro. \$16.50@20.00  
2 Knives.....# gro. 22.50@ 30.00  
Kraut Cutters.....50%  
Woodrough & McParlin.....40%

**Sledges and Heavy Hammers—**  
See Hammers.

**Slicers—**  
Vegetable, Enterprise.....25%

**Smiths' Bellows—**  
See Bellows.

**Snaps, Harness, &c.—**  
Anchor (T. & S. Mfg. Co.).....55%  
Cockeyes.....60%  
Fitch's:  
Bolt.....45%  
Bristol.....40%  
Champion.....40%  
Clipper.....50%  
Empire.....50%  
National.....50%  
Security.....40%  
Victor.....60%  
German, new list.....40%

**Sargent's:**  
Patent Guarded.....60%  
Covered Spring.....50%  
Covert Mfg. Co.:  
Breast Strap Buckle Snaps.....45%  
Breast Strap Protector.....45%  
Double for Bits or Trace Carrier.....45%  
Trojan Snaps.....40%  
High Grade Snaps.....40%  
Jockey Snaps.....40%  
Derby Snaps.....35%  
Rope Snaps.....40%

**Snaths—**  
Scythe.....40%

**Soldering Irons—**  
Covert Mfg. Co.....20%

**Spoke Shaves—**  
Bailey's (Stanley R. & L. Co.).....50%  
Iron.....# doz. 50@10%  
Millers Falls.....15%  
Seymour Smith & Sons, Iron.....30%  
Wm. Johnson's:  
Wood, Best.....80%  
Wood, 3d quality.....83%

**Spoons and Forks—**  
Boardman's:  
Britannia Spoons, Catalogue "C".....net, List  
Nickel Silver, Catalogue "C".....net, List

**SILVER PLATED FLAT WARE—**  
L. Boardman & Son, Catalogue "C".....net List  
"1847".....40%  
"Anchor".....50%  
"Eagle".....50%  
"Star".....50%  
Rogers, Smith & Co.....50%  
Rogers & Hamilton.....50%  
Holmes & Edwards.....50%  
German Silver, unplated.....50%

**KNIVES AND FORKS NO. 12—**  
# doz. net.  
"1847".....\$3.50  
"Anchor".....3.25  
"Eagle".....3.25  
"Star".....3.25  
Rogers, Smith & Co.....3.25  
Rogers & Hamilton.....3.25  
Holmes & Edwards.....3.00

**Springs—**  
See Door Springs.

**Spring Balances—**  
See Balances.

**Spring Hinges—**  
See Hinges.

**Squares—**  
Diston's Try Square and T Bevels, 60@10%  
Starrett's Micrometer Caliper Squares, 25%  
Try Square and T Bevel.....60%  
Winterbottom's Try and Mitre.....40%  
1900.....65%  
Steel and Iron.....65%

**Staples—**  
Barbed Blind—1/2, 3/4, and 5/8 inch, # lb.....8%  
**FENCE—**  
Same price as Barb Wire. See Trade Report.

**Stay Rollers—**  
Cronk's, No. 60.....66%  
Nos. 55 and 56.....70%  
No. 60.....60%  
No. 65.....60%

**Steels—**  
Chatillon's.....30%

**Stocks and Dies.**  
**BICYCLE—**  
Holroyd & Co.....35%

## BLACKSMITH'S—

Butterfield's.....35%  
Gardner.....33%  
Holroyd & Co.....40%  
Lightning Screw Plate.....25%  
Reece's New Screw Plates.....25%

## PIPE MAKERS—

Holroyd & Co.....75%

**Stones—**  
See Ollstones.

**Stops—**  
See Bench Stops.

**Store Door Handles—**  
See Handles.

**Stove Bolts—**  
See Bolts.

**Stove Polish—**  
See Polish, Stove.

**Sweepers—**  
See Carpet Sweepers.

**Tackle Blocks—**  
See Blocks.

## Tacks, Brads, &amp;c.

List Jan. 15, 1899.  
American Cut Tacks.....90%  
Carpet Tacks:  
American, Blued.....90%  
American, Tinned.....90%  
Swedes Iron Tacks:  
S. S.....90%  
Bill Posters' and Railroad Tacks:  
S. S.....90%  
Common and Patent Brads.....70%  
Finishing Nails.....70%  
Gimp Tacks:  
S. S.....90%  
Hungarian Nails, Steel.....80%  
Lace Tacks:  
S. S.....90%  
Looking Glass Tacks.....70%  
Trimmers' Tacks:  
S. S.....90%  
Trunk and Clout Nails:  
Steel, Black.....80%  
Steel, Tinned.....80%  
Upholsterers' Tacks:  
S. S.....90%

**MISCELLANEOUS—**  
Double Point, in dozens.....90%  
Double Point, in bulk.....80%  
Matting.....80%  
Shade, in dozens.....90%  
Shade, in bulk.....80%

**Tack Pullers—**  
Columbia, No. 1, # doz., net.....\$1.00  
Columbia, No. 2, # doz., net.....1.50  
Little Jack.....# doz., 1.00

**Tapes, Measuring—**  
American Assee's Skin.....40%  
Leather Case.....25%  
Steel.....33%  
Chestermans.....25%  
Kenfel & Esser Co., New List, 1898:  
Steel and Metallic.....35%  
Lufkin's Steel and Metallic.....25%

**Tap Borers—**  
See Borers, Tap.

**Taps—**  
American Screw Co.:  
Machine Screw.....70%  
Holroyd & Co.'s:  
Blacksmiths'.....60%  
Machine Screw.....70%  
Machinists' Hand.....60%  
Pipe, 3/8 to 1 1/2.....80%  
Pipe, 2 to 4.....70%

**Thumb Latches—**  
See Handles.

**Tinware—**  
Stamped, Japanned and Pieced, Net Prices.

**Tire Bolts—**  
See Bolts.

**Tobacco Cutters—**  
National Specialty Co.....40%  
Enterprise Mfg. Co.....25%

**Toilet Clippers—**  
See Clippers.

**Trammel Points—**  
Backus and Union.....40%  
C. E. Jennings & Co., "Eureka".....25%  
Cook's.....25%  
Sargent's.....40%  
Stanley's.....90%  
Tower & Lyon.....83%  
Prentiss'.....20%

**Tracks, &c.—**  
F. E. Myers & Bro.:  
Comb. Car, Double Steel T.....\$3.50  
Comb. Car, Wood Track.....3.25  
Common 6 in. Wood Sheave Pulley, Fig. 438.....# doz. 1.75  
D. H. Fork Steel Regular.....85%  
Double Grapple Fork.....each, 3.50  
Double Rail Steel Track, complete with clamps.....# ft. 1.10  
Faultless Steel Frame K. P. Pulley, Fig. 435.....# doz. 2.15  
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435.....# doz. 1.90  
Floor Hooks, 3/4 in.....# doz. .70

Floor Pulley, Wood Sheave, Fig. 498. . . . . 2 doz. 2.25  
Hanging Hooks for Double Steel Track. . . . . doz. .65  
Hanging Hooks for Single Steel Track. . . . . doz. .65  
Hanging Hooks for Wood Track, 10 in. . . . . doz. .55  
Hanging Hooks for Wood Track, 14 in. . . . . doz. .65  
Malleable Frame K. P. Pulleys, Fig. 676. . . . . doz. 2.40  
Malleable Rafter Brackets, doz. .40  
Nellis Fork. . . . . each, 1.60  
New Myers Iron Rod Car. . . . . 8.25  
Reed Wood Frame Pulley with Hook, Fig. 434. . . . . doz. 2.00  
Rev. Car., Double Steel Track. . . . . 3.50  
Rev. Car., Wood Track. . . . . 3.25  
Rope Hitch. . . . . doz. 1.75  
Single Rail Car, Single Steel T. . . . . 3.50  
Single Rail Steel Track with clamps. . . . . ft. 0.1  
Sprout's Shear Fork, each. . . . . \$1.60  
Steel Frame Pulley with Iron Sheave, Fig. 565. . . . . doz. 1.85  
Sure Grip Sling Car, Steel or Wood Track. . . . . 6.00  
Walker Fork, each. . . . . 1.25  
Wrought Rafter Brackets, doz. .40

**Transom Lifters—**

Ajax. . . . . 50&10&50&10&5%  
Bronze Metal, with Safety Spring. . . . . 50&50&10%  
Crescent. . . . . 70&70&10%  
Dickson's. . . . . 60%  
Nickel Plated. . . . . 50&10%  
Payson's Solid Grip, Nos. 308 and 304, & 100. . . . . \$12.00  
Shaw's: . . . . .  
Copper Finished. . . . . 80&10%  
Lever. . . . . 70&70&10%

**Traps—****FLY—**

Balloon. . . . . doz. \$1.50, & gro. \$15.00  
Globe. . . . . doz. 1.50, & gro. 15.00  
Harper. . . . . doz. 1.75, & gro. 18.00

**GAME—**

Star, Blake's Pattern. . . . . 60&10&10%  
Enterprise Mole. . . . . 15%  
H. & N. . . . . 65%  
Newhouse. . . . . 40%  
Victor. . . . . 70&5%

**MOUSE AND RAT—**

Erie Rat. . . . . 40&40&10%  
Hotchkiss: . . . . .  
Metallic Mouse. . . . . 50%  
Improved Rat. . . . . 50%  
New Rat. . . . . 50%  
Mouse, Bonanza, & doz. .90&\$1.10  
Mouse, Catch-'em-alive, & doz. \$2.50, 15%  
Mouse, Delusion. . . . . 40%  
Mouse, Ideal, & gro. . . . . \$9.00  
Mouse, Round Wire, & doz. \$1.50, 1%  
Mouse, Wood, Choker, & doz. holes. 10c  
Marty French Rat and Mouse Traps (Genuine): . . . . .  
No. 1, Rat, each \$1.18, & doz. \$12.00  
No. 8, Rat, & doz., \$6.00; case of 50. . . . . 5.25  
No. 3 1/2, Rat, & doz., \$4.75; case of 72. . . . . 4.25  
No. 4, Mouse, & doz., \$3.50; case of 72. . . . . 2.75  
No. 5, Mouse, & doz., \$2.75; case of 150. . . . . 2.25  
Schuyler Rat Killer, No. 1, & gro. \$15.00; No. 2, & gro. \$15.00  
Mouse, No. 8. . . . . 9.00  
Smith & Egge Mfg. Co.: . . . . .  
Superior Rat Trap. . . . . \$15.00  
Yankee Mouse Trap. . . . . 5.50  
Yankee Rat Trap. . . . . 11.00

**Trowels—**

Brade's Brick. . . . . 30%  
Diston's: . . . . .  
Brick and Pointing. . . . . 30%  
Plastering. . . . . 25%  
"Standard Brand" and Garden. . . . . 40%

**C. E. Jennings & Co.:**

Brick. . . . . 30%  
Plastering. . . . . 25%  
Pointing. . . . . 30%  
Wm. Johnson's: . . . . .  
Brick. . . . . 40%  
Plastering. . . . . 40%  
Pointing. . . . . 40%  
W. & M.C.P. Plastering. . . . . 25&25&10%  
Peace's Plastering. . . . . 25&25&5%  
Richardson. . . . . 25&25&10%  
"Rose" Brick, Plastering and Moulders. . . . . 30&30&10%  
Sargent's Garden, No. 1. . . . . 50%  
Sargent's Garden, No. 15. . . . . 45%

**Vegetable Slicers—**

Enterprise Mfg. Co. . . . . 25%

**Vises—**

Solid Box. . . . . 40&40&10&5%  
V. W. & W. . . . . 40%  
Fisher-Norris. . . . . 15&10%

**PARALLEL—**

Armstrong's: . . . . .  
Combination. . . . . 50%  
Plain and Hinge. . . . . 60%  
Athol, Oval Slide. . . . . 60%  
Adams, Diamond. . . . . 40%  
Bonney's Champion. . . . . 40%  
Flaher & Norris Double Screw. . . . . 1%  
Holland's. . . . . 40%  
Howard's. . . . . 40%  
Little Giant Bench. . . . . 25&10%  
Lowell Hand. . . . . 33%  
Millers Falls: . . . . .  
Mechanics'. . . . . net&10%  
Oval Slide. . . . . 50&10%  
Ball Clamp. . . . . 45%  
Gravity. . . . . net  
Hand. . . . . 15%  
Moore's. . . . . 30%  
Phenix. . . . . 20&20&10%  
Prentiss. . . . . 20&25%  
Sargent's. . . . . 70%  
Simpson's Adjustable. . . . . 40%  
Stephens. . . . . 25&33%  
Trenton. . . . . 40&40&5%  
Wright's Pipe. . . . . 40%

**SAW FILERS—**

Bonney's No. 2, \$15.00. . . . . 40&10&50%  
Cincinnati. . . . . 40%  
Stearns Com. No. 0, 1, 2 and 3. . . . . 50&50&10%  
Stearns Rubber Jaw, Nos. 10 and 33. . . . . 83%&40%  
Wentworth's. . . . . 40%

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel. . . . . 45%  
Lane's Steel. . . . . 33%  
Washer Cutters—

Otis A. Smith's. . . . . 20&10&10%

**Well Wheels—**

Japanned, 8 to 14 inches. . . . . 70%

**Weed Extractors—**

"Pastime". . . . . doz. \$1.75 net

**Window Cleaners—**

Barnes Mfg. Co. . . . . 40%  
Clayton's. . . . . 25&10%

**Window Stop Adjusters—**

Ives' New List. . . . . 25&5%  
Taplin's "Perfection". . . . . 50%

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire. . . . . 20%  
Bright Wire Goods, New List. . . . . 85&10%

Cast Steel Wire. . . . . 50%  
Copper Wire. . . . . 15%  
Annealed and Tinned on Spools. . . . . 70%  
Brass and Copper on Spools. . . . . 70%  
Spooled Wire, ass'd for Retailing. . . . . 70%  
Market Wire, Bright and Annealed:

Nos. 6 to 9. . . . . 75%  
Nos. 10 to 18. . . . . 75&5%  
Nos. 19 to 26. . . . . 75&15%  
Nos. 27 to 36. . . . . 75&10&2 1/2%

**Coppered and Galvanized:**

Nos. 6 to 9. . . . . 70%  
Nos. 10 to 18. . . . . 70&5%  
Nos. 19 to 26. . . . . 70&10%  
Nos. 27 to 36. . . . . 70&10&10%

**Tinned:**

Nos. 6 to 14. . . . . 70&10&10%  
Nos. 15 to 18. . . . . 70&10&5%  
Nos. 19 to 26. . . . . 70&10%  
Nos. 27 to 36. . . . . 70&5%

Picture Wire, List of Oct. 2, 1900. . . . . 80&10&80&10&10%  
Steel Music Wire, Nos. 12 to 30, Imported. . . . . \$ b. 60&70c  
Stub's Steel Wire. . . . . \$6.00 to \$ 1 1/2%

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

alvanized Wire Netting 80&10&80&20%  
inted Screen Cloth, good quality, & 100 sq. ft. \$1.10 to 1.15

**Wire Rope—**

New List July 1, 1899.

Cast Steel. . . . . 80%  
Iron. . . . . 30&30&10%  
Iron, Galvanized. . . . . 25&10%

**Wire Rope Clips—**

Crosby. . . . . 25%

**Wire Stretchers—**

W. C. Heller's Grip. . . . . doz. \$1.50

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels, & gal. 68c  
Linseed, City, Boiled, in barrels, & gal. 59c  
Out of Town on Spot. . . . . & gal. 57c  
Calcutta, Raw, in barrels. . . . . & gal. 85c  
Lard, Prime City. . . . . & gal. 65&66c  
Extra, No. 1. . . . . 47&48c  
No. 1. . . . . 41&43c

**Paints and Colors—**

Barytes, Foreign Floated, & ton, \$20.00 to \$21.00  
Barytes, American Floated, & ton, \$19.00 to \$20.00  
Barytes, Crude. . . . . & ton 9.00 to 10.00  
White Lead, American, Dry, in bbls. & b. 6&6 1/2c  
White Lead, American, in Oil, in lots of less than 500 lbs. . . . . & b. net 7c  
In lots of 500 lbs. and over. . . . . & b. 6 1/2c  
White Lead, Foreign, in Oil. & b. 8&8 1/2c  
Litharge, Kegs. . . . . & b. 6 1/2&7c  
Zinc, American, Dry. . . . . & b. 4 1/2&5 1/2c

**Putty—**

In bulk. . . . . \$1.90  
In bladders. . . . . 2.40  
In cans, 50 lb. . . . . 2.00  
In cans, 25 lb. . . . . 2.25  
In cans, 12 1/2 lb. . . . . 2.50  
In cans, 5 lb. . . . . 3.50  
In cans, 3 lb. . . . . 4.00  
In cans, 2 lb. . . . . 4.50  
In cans, 1 lb. . . . . 5.00

**Wrenches—**

Agricultural. . . . . 70&10%  
Aiken's Pocket (Bright). . . . . \$2.00 to \$3.20  
Alligator. . . . . 70%  
Baxter's. . . . . 60&10%  
Bemis & Call's: . . . . .  
Briggs Pattern. . . . . 30&10%  
No. 2 Cylinder. . . . . 55%  
No. 3 Pipe, Bright. . . . . 50%  
Patent Combination Black. . . . . 40&5%  
Patent Combination Bright. . . . . 40%

**Bicycle:**

Club. . . . . 40%  
Superior. . . . . 40%  
Featherweight. . . . . 40%  
Protection. . . . . 40%  
Boardman's. . . . . 30&33%  
Coes': . . . . .  
Genuine. . . . . 40&10&5&5%  
"Mechanics". . . . . 40&10&10&5&5%  
Coes' Pattern, Wrought Bar. . . . . 60&50c  
C0&10%

Donohue's Engineer. . . . . 40%  
Eagle Pipe. . . . . 50&10%  
Gem. . . . . 33%  
Stillson Pipe. . . . . 50%  
Taylor Pipe and Nut. . . . . 40%  
Acme. . . . . 60&60&5%  
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Hercules. . . . . 70%  
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In lots of less than one dozen. . . . . Cash  
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Blue, Prussian. . . . . 38 @ 38 c  
Blue, Ultramarine. . . . . 6 @ 20 c  
Sienna, Italian, burnt & powdered. . . . . 4 1/2 @ 10 c  
Sienna, Italian, raw & powdered. . . . . 8 @ 7 c  
Umber, Turkey, burnt. . . . . 2 1/2 @ 3 1/2c  
Umber, Turkey, raw. . . . . 2 1/2 @ 3 1/2c  
Green, Chrome, Ordinary. . . . . 5 @ 7 c  
Green, Paris, in bulk. . . . . 15 @ 16 c  
Indian Red, American. . . . . 2 1/2 @ 3 c  
Indian Red, English. . . . . 4 1/2 @ 5 1/2c

**Colors in Oil—**

Black Lampblack, best. . . . . 13 @ 15 c  
Black Lampblack, common. . . . . 8 @ 10 c  
Blue, Chinese. . . . . 35 @ 40 c  
Blue, Prussian. . . . . 32 @ 35 c  
Blue, Ultramarine. . . . . 14 @ 18 c  
Sienna, burnt. . . . . 11 @ 18 c  
Sienna, raw. . . . . 11 @ 13 c  
Umber, burnt. . . . . 11 @ 13 c  
Umber, raw. . . . . 11 @ 13 c  
Brown, Vandyke. . . . . 11 @ 13 c

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**SYRUP  
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SAP PAILS,  
PAIL  
COVERS,  
Etc.**

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**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger & Co., Boston, Mass.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Luminous Baits.**

Enterprise Mfg. Co., Akron, O.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Kenfel & Easer, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw and Tap Co., Cincinnati, Ohio.  
Columbus Bolt Works, Columbus, O.

**Office Railings.**

Gilbert & Bennett Mfg. Co., New York and Chicago.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stoves.**

Dangler Stove & Mfg. Co., Cleveland, Ohio.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
William Connors Paint Mfg. Co., Troy, N. Y.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Pliers, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery.**

John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.



**Polish, Stove.**

Aluminae Paint & Polish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.

**Post Hole Diggers.**

John H. Graham & Co., New York.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Printing and Mailing.**

U. S. Mailing & Advag. Co., Cleveland, O.

**Proposals.**

Bureau of Engraving and Printing, Washington, D. C.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
H. L. Hurst Mfg. Co., Canton, O.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Brass and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Straps.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Refrigerators.**

Baldwin Refrigerator Co., Burlington, Vt.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

Eyelet Tool Co., Boston, Mass.

**Roller Skates.**

Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.

**Roof Bolts.**

Columbus Bolt Works, Columbus, O.

**Roof Rods.**

Columbus Bolt Works, Columbus, O.

**Roofing Nails.**

Salem Nail Co., New York.

**Roofing and Roofers' Supplies.**

L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Rope Attachment.**

Newton Mfg. Co., Erie, Pa.

**Ruberoid Roofing.**

Standard Paint Co., New York.

**Rules.**

Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.

**Sad Irons.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Sand and Emery Paper.**

Esder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Sand Screens.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Sap Pails.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sap Pail Covers.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Sash Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Sash Cord.**

Samson Cordage Works, Boston.  
Tower & Lyon, New York.

**Sash Fixtures.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Sash Locks.**

Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.

**Sausage Stuffers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Saws.**

E. C. Atkins & Co., Indianapolis, Ind.  
Henry Disston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.

**Saws, Butchers'.**

John Chatillon & Sons, New York.

**Saw Sets.**

E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.

**Saw Tools.**

E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Scales.**

John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.

**Scoops.**

Underhill, Clinch & Co., New York.

**Screens, Wire.**

Underhill, Clinch & Co., New York.

**Screws.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screws, Set and Cap.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

**Screw Drivers.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.

**Screw Drivers, Electricians'.**

The Ducharmes & Co., Shelburne Falls, Mass.

**Screw Plates.**

Alfred Field & Co., New York.

**Scythes and Grass Hooks.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Scythe Stones.**

Cleveland Stone Co., Cleveland, O.

**Seal Presses.**

Charles Morrill, New York.

**Sectional Shelving.**

J. D. Warren Mfg. Co., Chicago.

**Shade Lines.**

Samson Cordage Works, Boston.

**Sharpening Machines.**

John Chatillon & Sons, New York.

**Shears and Scissors.**

Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.

**Sheet Steel.**

Dunbar Bros., Bristol, Conn.

**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Shoe Soles and Top Lifts (for Heels).**

Baxter Schenkelberger & Co., Boston, Mass.

**Ship Tools.**

G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.

**Shovels.**

Underhill, Clinch & Co., New York.

**Sidewalk Chisels.**

Underhill, Clinch & Co., New York.

**Signs, Enameled Steel.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Silver Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Sink Bolts.**

Atlas Bolt & Screw Co., Cleveland, Ohio.

**Sink Cleaners.**

John W. Sudlow, Brooklyn, N. Y.

**Skates, Ice and Roller.**

John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.

**Skate Sharpeners.**

Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Skewers.**

John Chatillon & Sons, New York.

**Slaw Cutters.**

E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.

**Snow Shovels.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Solder.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.

**Spades.**

Underhill, Clinch & Co., New York.

**Spark Guards.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Speaking Tubes.**

Berger Bros. Co., Philadelphia.

**Spelter.**

Bruce & Cook, New York.

**Spikes.**

Fuller Bros. & Co., New York.  
Salem Nail Co., New York.

**Spiral Screw Drivers.**

North Bros. Mfg. Co., Philadelphia.  
Voigt, Starr & Co., New York.

**Spoke Shaves.**

Alfred Field & Co., New York.  
Stanley Rule & Level Co., New York.

**Sporting Goods.**

Enterprise Mfg. Co., Akron, Ohio.  
Wm. G. Smith & Co., Philadelphia.

**Springs, Wire.**

Wallace Barnes Co., Bristol, Conn.  
John Chatillon & Sons, New York.  
Clark & Cowles, Plainville, Conn.  
Dunbar Bros., Bristol, Conn.  
Tuck Mfg. Co., Brockton, Mass.

**Spring Cutters.**

Cincinnati Screw & Tap Co., Cincinnati, Ohio.  
Standard Tool Co., Cleveland, Ohio.

**Spring Hinges.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.

**Squares, Steel.**

Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Stamping.**

Clark & Cowles, Plainville, Conn.

**Staple Pullers.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Stay Rollers.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Steel.**

Wallace Barnes Co., Bristol, Conn.  
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

- Steel Hinges, Spring.**  
Bommer Bros., Brooklyn, N. Y.
- Steel Traps.**  
Hawkins Co., Waterbury, Conn.
- Stencil Cabinets.**  
S. W. Reese & Co., New York, N. Y.
- Step Ladders.**  
Miller Ladder Co., Chicago, Ill.
- Stocks and Dies.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.
- Stones, Scythe, Oil, Etc.**  
Cleveland Stone Co., Cleveland, Ohio.
- Store Fixtures.**  
J. D. Warren Mfg. Co., Chicago.
- Store Trucks.**  
See Trucks, Store.
- Stove Polish.**  
Joseph Dixon Crucible Co. Jersey City, N. J.  
J. L. Prescott & Co., New York
- Stove Trimmings.**  
Fanner Mfg. Co., Cleveland, O.  
Troy Nickel Works, Albany, N. Y.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Straightening and Cutting Machine.**  
F. B. Shuster Co., New Haven, Conn.
- Strainers, Julep.**  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Strapping Belts.**  
Ames Sword Co., Chicopee, Mass.
- Strops, Razor.**  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Studs.**  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
- Syrup Cans.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Table Cutlery.**  
Goodell Co., Antrim, N. H.
- Tackle Blocks.**  
Burr Mfg. Co., Cleveland, Ohio.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Tack Pullers.**  
Fanner Mfg. Co., Cleveland, O.  
Alfred Field & Co., New York  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Tacks.**  
Salem Nail Co., New York.
- Tailors' Shears.**  
R. Heinisch's Sons Co., Newark, N. J.
- Taper Pins.**  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
- Taps and Dies.**  
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
- Tinned Nails.**  
Salem Nail Co., New York.
- Tinners' and Roofers' Supplies.**  
Berger Bros. Co., Philadelphia.  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.
- Tin Plate.**  
Bruce & Cook, New York.
- Tire Bolts.**  
Atlas Bolt & Screw Co., Cleveland Ohio.
- Tool Chests.**  
R. Bliss Mfg. Co., Pawtucket, R. I.  
C. E. Jennings & Co., New York.
- Tools.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
E. C. Atkins & Co., Indianapolis, Ind.  
Cleveland Twist Drill Co., Cleveland, Ohio.  
Coe's Wrench Co., Worcester, Mass.  
Alfred Field & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Iowa.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.  
Stanley Rule & Level Co., New York.  
Underhill, Clinch & Co., New York.  
Volgt, Starr & Co., New York.
- Transom Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Traps, Rat and Mouse.**  
Burditt & Williams, Boston, Mass.  
John H. Graham & Co., New York.  
J. K. Osborn Mfg. Co., Harrison, N. J., and New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Trowels.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
C. E. Jennings & Co., New York.
- Trucks, Store.**  
John Chatillon & Sons, New York.  
John H. Graham & Co., New York.
- Tubes, Seamless Drawn.**  
Williamson W. N. Co., Newark, N. J.
- Tubing.**  
Standard Tool Co., Cleveland, O.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Tubular Rivets.**  
Tubular Rivet & Stud Co., Boston, Mass.
- Turnbuck'es.**  
Columbus Bolt Works, Columbus, O.  
Merrill Bros., Brooklyn, N. Y.
- Turpentine Tools.**  
G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.
- Twine.**  
Samson Cordage Works, Boston.
- Twist Drills.**  
Cleveland Twist Drill Co., Cleveland, Ohio.  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.
- Valves, Pump.**  
Berger Bros. Co., Philadelphia.  
F. E. Myers & Bro., Ashland, Ohio.
- Varnishes.**  
Glidden Varnish Co., Cleveland, Ohio.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Vases, Flower.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Ventilators.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Canton Steel Roofing Co., Canton, O.  
Geo. E. Fenn, Boston, Mass.
- Vises.**  
Armstrong Mfg. Co., Bridgeport, Ct.  
Alfred Field & Co., New York.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.
- Wagon Jacks.**  
Covert Mfg. Co., West Troy, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.
- Washing Machines.**  
H. F. Brammer Mfg. Co., Davenport, Ia.  
Horton Mfg. Co., Fort Wayne, Ind.
- Washers, Iron and Steel.**  
Clark & Cowles, Plainville, Conn.  
Columbus Bolt Works, Columbus, O.
- Washers, Rubber.**  
Andrew Bell, Newark, N. J.
- Wheelbarrows.**  
Bryan Mfg. Co., Bryan, Ohio.
- White Lead.**  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Window Lines, Pulleys, etc.**  
Samson Cordage Works, Boston.
- Window Screens and Doors.**  
John H. Graham & Co., New York.  
A. J. Phillips Co., Fenton, Mich.  
Underhill, Clinch & Co., New York.
- Wire, Barb.**  
Fuller Bros. & Co., New York.
- Wire Cloth.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York and Chicago.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York
- Wire Gates, Fences and Fencing.**  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus Ohio.
- Wire Goods Manufacturers.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York and Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
- Wire, Market.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
- Wire, Music.**  
Alfred Field & Co., New York.
- Wire Nails.**  
Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Salem Nail Co., New York.  
Charles J. Stebbins & Co., New York
- Wire Springs.**  
Wallace Barnes Co., Bristol, Conn.  
Dunbar Bros., Bristol, Conn.
- Wire Straighteners.**  
Chandler & Farquhar, Boston.
- Wire Work.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Wooden Faucets.**  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.
- Wood Hardware Specialties.**  
R. Bliss Mfg. Co., Pawtucket, R. I.  
C. E. Jennings & Co., New York.
- Wrenches.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Coe's Wrench Co., Worcester, Mass.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Trimont Mfg. Co., Roxbury, Mass.
- Wrought Butts.**  
Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.
- Yellow Metal Nails.**  
Salem Nail Co., New York.
- Zinc Nails and Tacks.**  
Salem Nail Co., New York.
- Zinc, Sheet.**  
Bruce & Cook, New York.

# New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,  
"JERSEY" POULTRY NETTING and FARM FENCING,  
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

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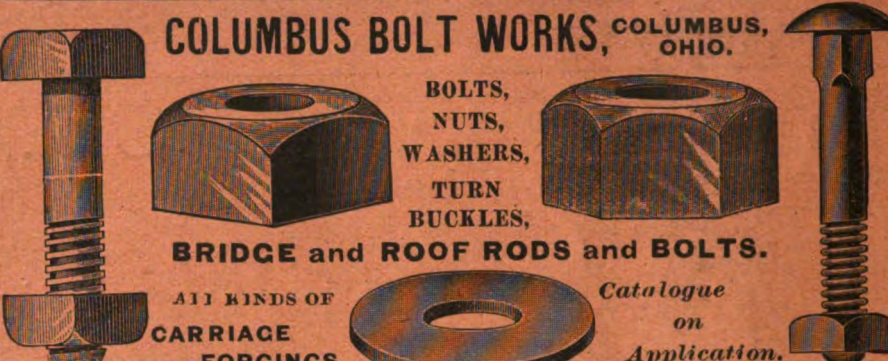
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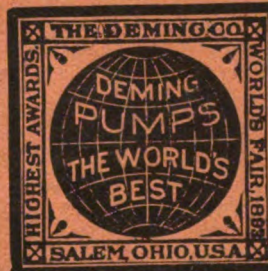
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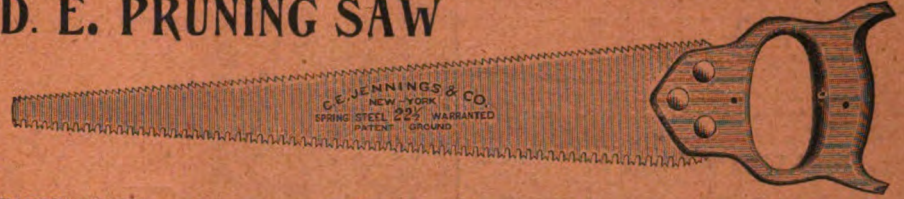
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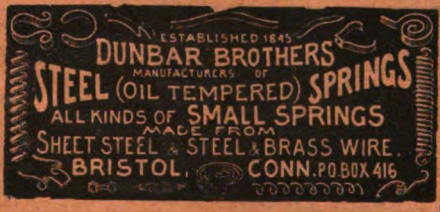


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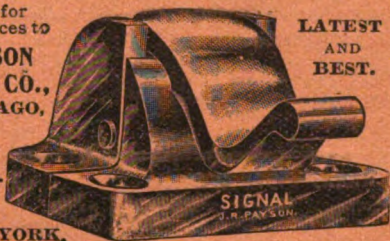
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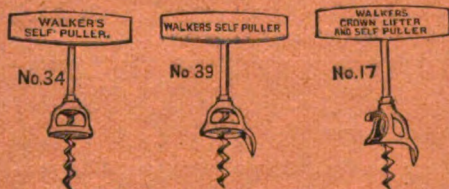
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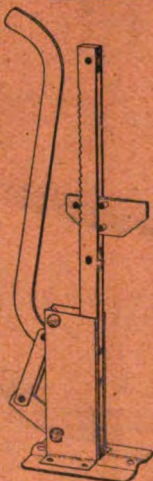
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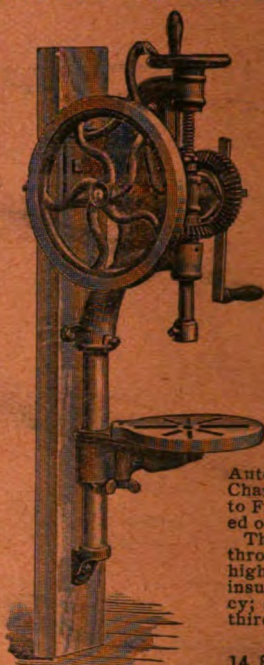
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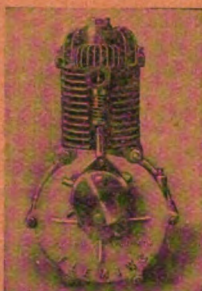
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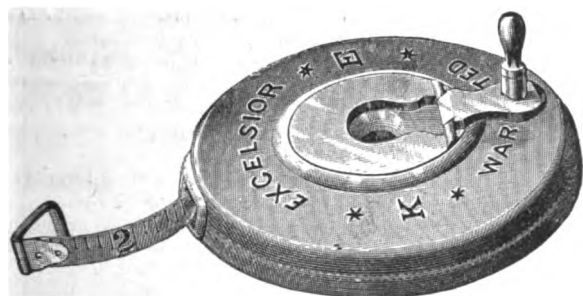
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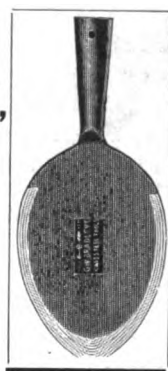
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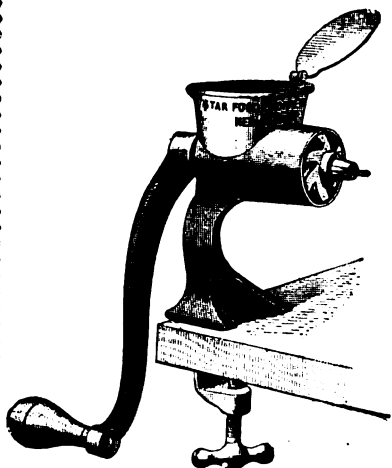
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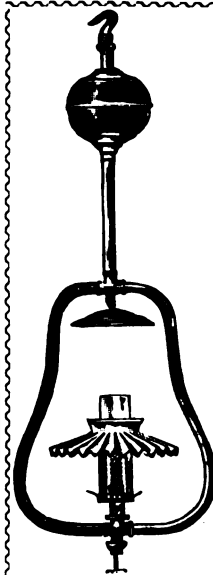
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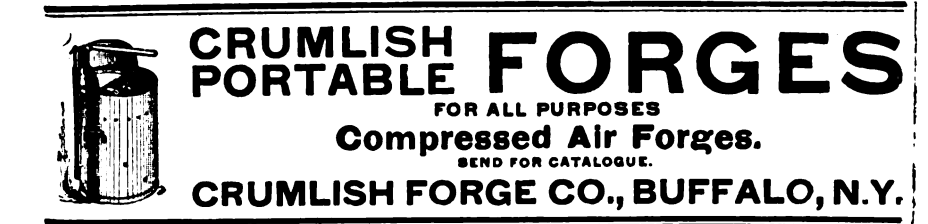
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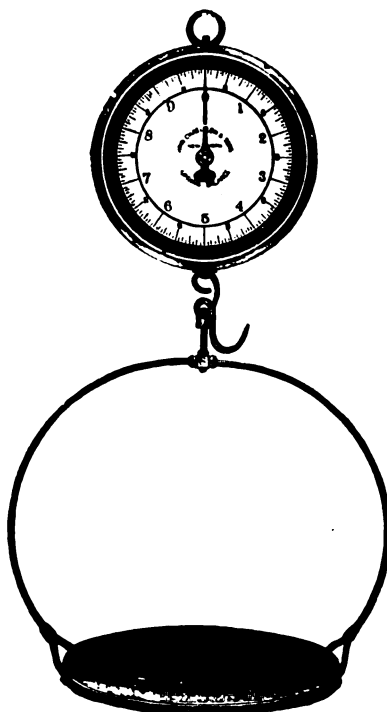
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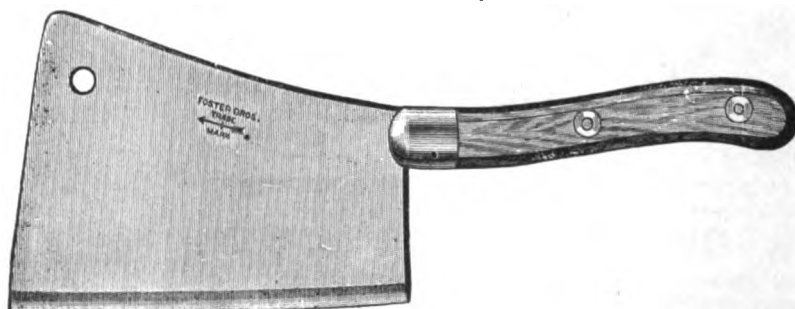


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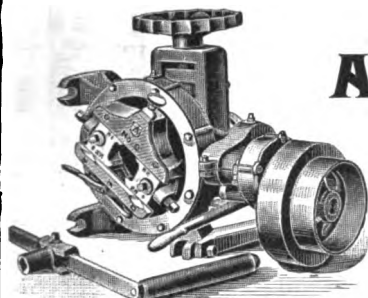
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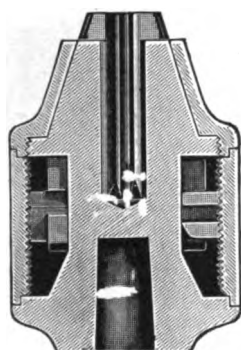
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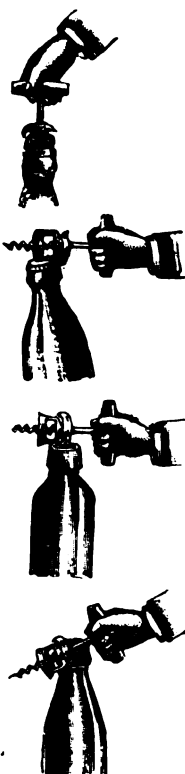
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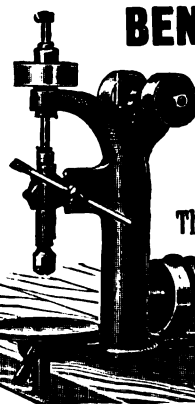
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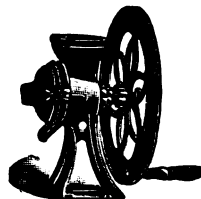
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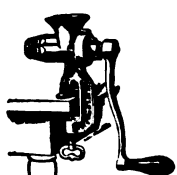
  
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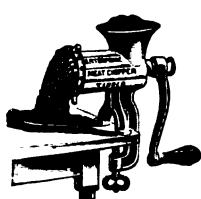
  
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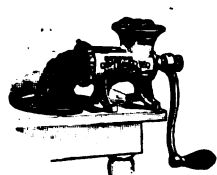
  
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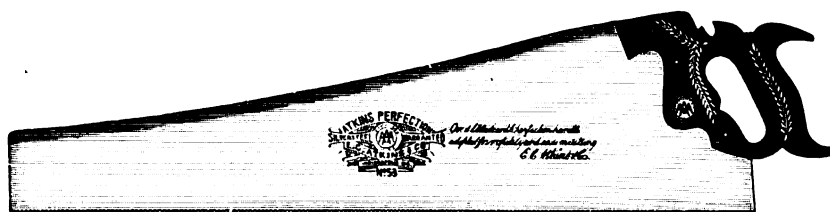
  
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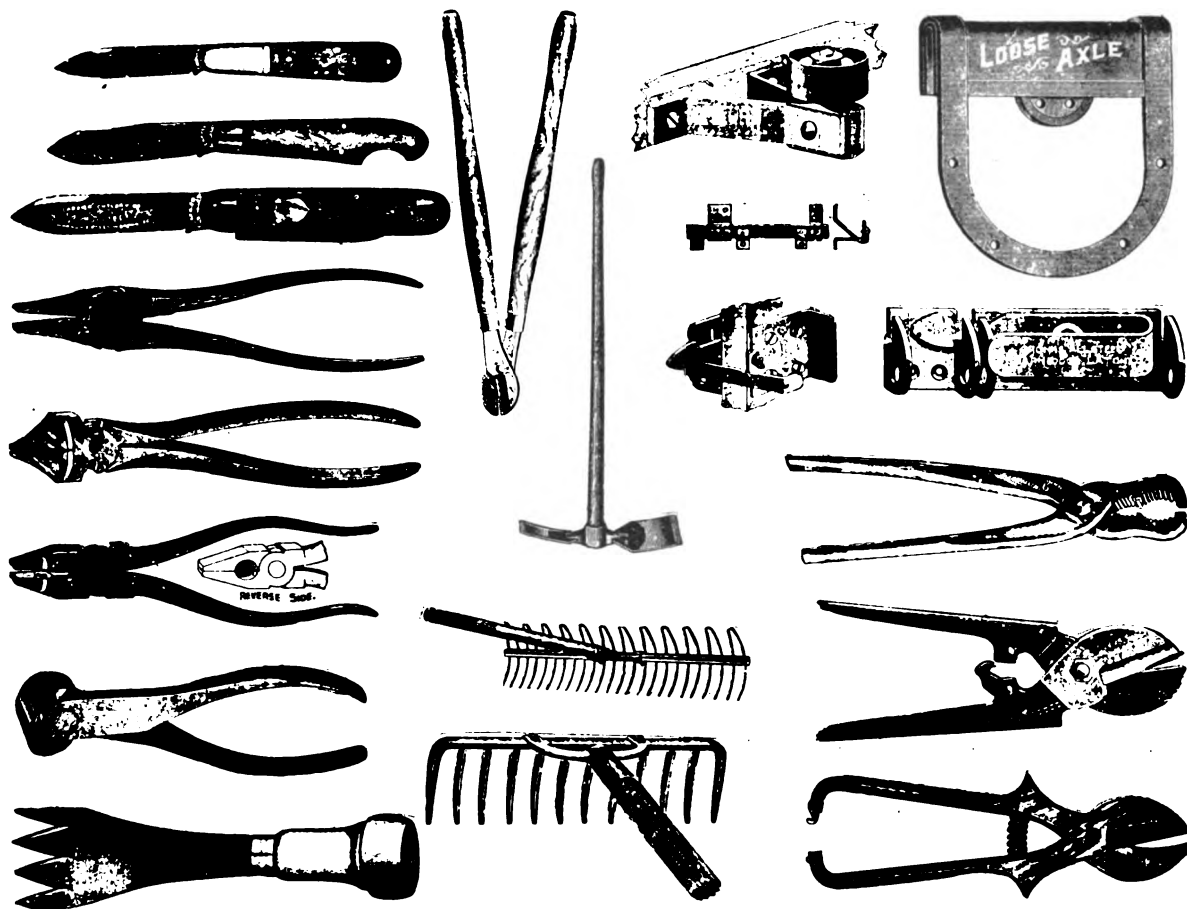
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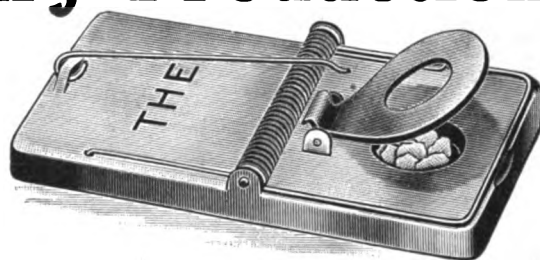
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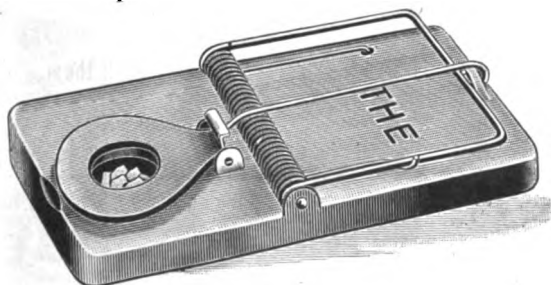
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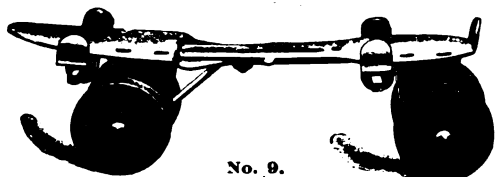
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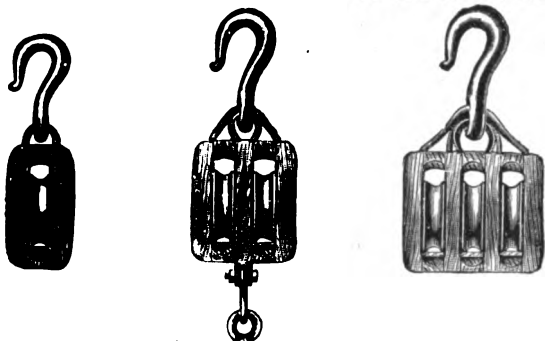
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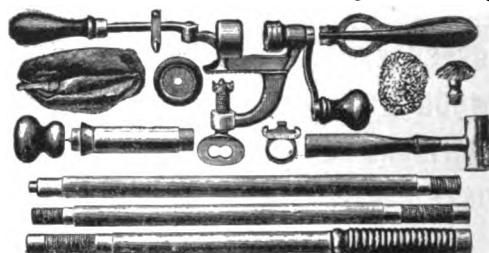
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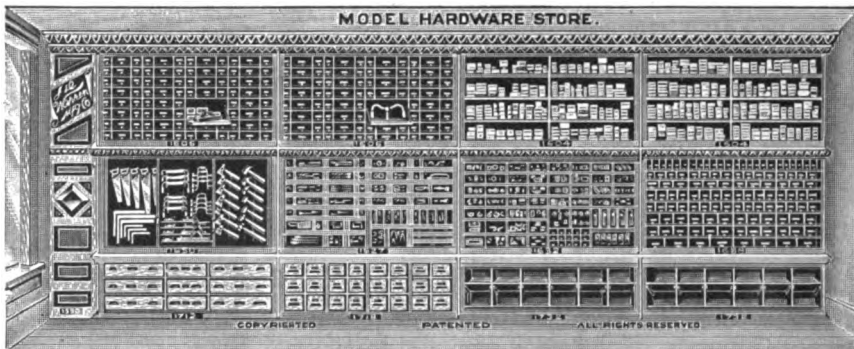
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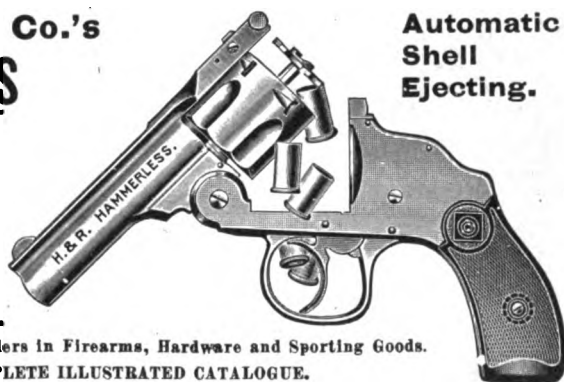
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Shell  
Ejecting.

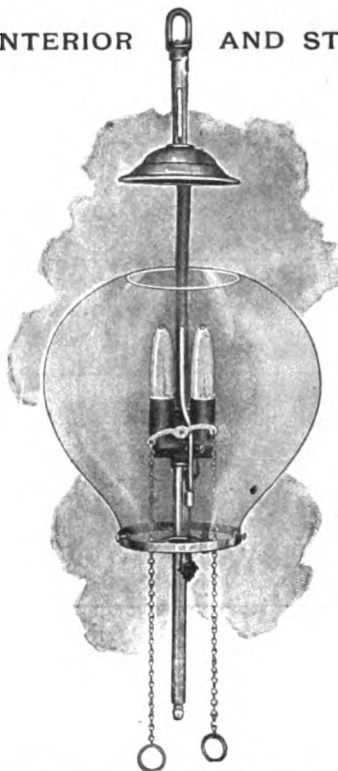
NOW IS THE TIME  
TO APPLY FOR  
THE

# Agency of the Doran Lighting System

USED FOR INTERIOR AND STREET LIGHTING.

Remember the **FIRST** in the Field will reap the harvest. Our improved Doran Lamp is the height of perfection in Hydro Carbon lamps. **DON'T** confound this with the common 100 candle power gasoline lamp. We have something entirely new, pronounced by ALL who have seen it the **BEST** thing they ever saw.

We are appointing agents now for every town and city in the U. S. It will be profitable to you because we have *positively* the best system of lighting ever invented. It has absolutely *no faults*. Every lamp guaranteed to be perfect and give satisfaction when received. As to our responsibility we refer to any bank or mercantile agency in Chicago



## A Few of its Good Points :

- 1250 Candle Power.
- No fount to fill and break mantles.
- No shadow below, light all around.
- Turned up and down instantly with a chain.
- Simplicity. (It will surprise you.)
- Practically Noiseless.
- Handsome, looks exactly like the best electric arc lamp.
- Last, but not least, the cheapest system on the market, both in first cost and in operation, which is 1-6 of any other light of its power.

EVERY LAMP SOLD SELLS ANOTHER.

## ACORN BRASS WORKS...CHICAGO

19 H JEFFERSON STREET.

Special Notice:—All infringements on this patent will be prosecuted to the full extent of the law. *Exclusive territory will be granted.*

**THE** steel clad champions of long ago were the Hardware Dealers' best friends.

To-day the steel clad **CHAMPIONS** are the dealer's best friends, because every **RANGE** sold means a satisfied customer who will come again, since **Champion Ranges** do all the work of any high grade range with  $\frac{1}{3}$  less fuel. The double flue hot blast does it. It is the nearest approach to perfect combustion yet known. Our catalogue explains it all. Ask for it.

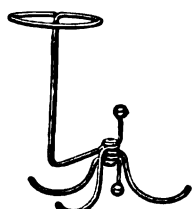
L. W. RINEAR CLEVELAND

## CHAMPION STEEL RANGE CO.

CLEVELAND, O., U. S. A.

## The B.-R. Spring .. Wire Novelties.

A High Grade Line of Quick-Selling Specialties, Carefully Constructed from First Class Material. Highly Finished.



HAT & COAT RACK.  
PRICE 15C.



TOWEL RACK.  
PRICE, 15C.

CARPET WHIP.  
PRICE, 10C.



A Good Margin  
of Profit.

Send for Catalogue and Prices.



BROOM HOLDER.  
PRICE, 5C.

## The Beckley-Ralston Co.,

180 LAKE STREET, - - CHICAGO.

# ALASKA

## Stove Hardware.

SEND FOR CATALOG.

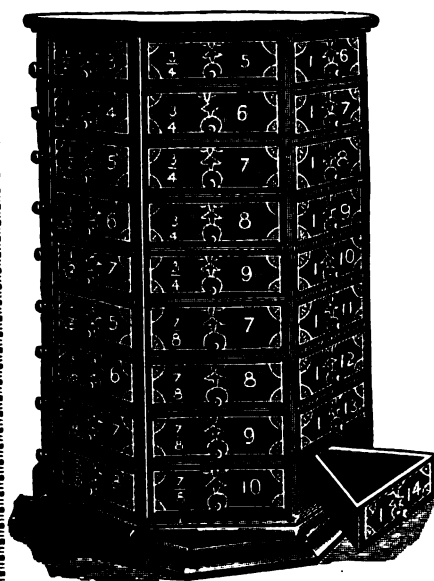


Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.

These handles are always cold fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

## BOLT and SCREW CASES



**ALL CASES GUARANTEED.**  
For Sale by all the Leading Jobbers in Hardware.  
**SEND FOR CATALOGUE AND PRICE LIST.**  
**The American Bolt & Screw Case Co.,**  
**DAYTON, OHIO.**

Established  
1836.

## ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

**HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.**

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.  
PEUGEOT FRERES, HORSE AND TOILET CLIPPERS.  
COATES CLIPPER MFG. CO. CAPS, WADS, CARTRIDGE CASES, ETC.  
ELEY BROS., LIMITED, FINE FRENCH PLYERS AND OTHER SMALL TOOLS.  
L. HUGONOT TISSOT, SHEEP AND GARDEN SHEARS.  
ISAAC GREAVES, GRASS HOOKS, SCYTHES AND STRAW KNIVES.  
W. K. & C. PEACE, GRASS HOOKS, SICKLES, ETC.  
R. & J. LINACRE, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.  
WEBSTER & HORSFALL,

Proprietors of the following brands of Cutlery.

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY Co., CONTINENTAL CUTLERY Co., WALTHAM CUTLERY Co., ALEXANDER FRAZER & Co., JONES & Co.

## Perfection Ventilator



New, Simple, Ornamental, Effective and Storm Proof. The REAL THING to produce perfect ventilation.

WRITE FOR PRICES TO

**BERGER BROS. Co.**

231-237 Arch St.,  
**PHILADELPHIA.**

Patented Feb. 28, 1899.

## The Eclipse Cleanable.

(Made in Burlington, Vermont.)

The only removable ice chamber refrigerator that introduces cold dry air at the bottom of provision room, getting it under and between the food and forcing the warm, moisture-laden atmosphere upwards and away to the ice, the great condenser and purifier. This is positive circulation.

It is original and has no imitator or competitor. It is a success, and the dealer who wishes to build up a permanent trade in refrigerators can do it with the *Eclipse Cleanable*.

The people like it. It does good work economically, and is attractive in appearance. Made in plain and ornamental finishes. Every one sold is a standing advertisement.

We want your trade. Let us send you a couple of samples and we will get it. We have the utmost confidence in what we are offering you. There is money in it for you and ourselves. Our interests are mutual.

1901 CATALOGUE NOW READY.

**Eclipse Refrigerator Works, . . Burlington, Vermont.**





# McCray Refrigerators

*Fine Tile Lined  
and Odorless  
Wood Lined*

*Also a full line of stock sizes  
ready for immediate shipment.*

*Also Refrigerators of all kinds*

**Built to Order**

*For Residences, Hotels, Clubs, Restaurants,  
Groceries, Meat Markets, Hospitals, Public  
Institutions, Etc., Etc.*



Style Nos. 210 and 220, for Residences.



Style No. 260 for Residences.

**BRANCH OFFICES:**  
New York—341 Broadway  
Chicago—182 W. Van Buren St.

The McCray System insures perfect circulation of pure cold air; absolutely dry; never sweats; therefore is **PERFECTLY HYGIENIC**. For economical use of ice it has no equal.

## *Zinc Lined Refrigerators are Dangerous.*

The corroding zinc and imperfect circulation of air generates poisons which are absorbed by the foods and cause diseases. Milk and butter are especially susceptible to odors and poisonous gases. Physicians, prominent men, hospitals and sanitariums endorse the **McCray Refrigerators**.

**McCRA Y REFRIGERATORS SPEAK FOR THEMSELVES.**

Catalogues and estimates furnished free upon application. Catalogues—No. 36 for Residences, No. 45 for Public Institutions, Hotels and Cold Storage Houses, No. 55 for Groceries and Meat Markets.

**McCray Refrigerator & Cold Storage Co.** 167 Mill St.,  
Kendallville, Ind.

Washington—712 13th St., N. W.  
Detroit—7 and 9 Clifford St.  
Pittsburgh—545 Liberty St.

Baltimore—15 N. Liberty St.  
Boston—52 Commercial St.  
St. Louis—610 N. Fourth St.

San Francisco—103 Front St.  
Toronto—28, 30 Wellington St. W.  
Atlanta, Ga.—28 S. Broad St.

ADDRESS MAIN OFFICE UNLESS YOU RESIDE IN ONE OF THE ABOVE NAMED CITIES.

We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression. These Springs are all oiltempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



**JOHN CHATILLON & SONS,**  
85 to 98 Cliff St. and No. 18 Jacob St.,  
Established 1835. New York City.

**AMERICAN FODDER SHOCK COMPRESSOR**  
Best Pulley HOLDS WHILE YOU TIE.  
Write for Price List.



J. B. HUGHES, GREENSBURG, IND.



## Remember

When ready to place your order for perfect working and economical line of

**Blue Flame Wick and Wickless Oil Cook Stoves and Ranges,  
Gasoline Vapor and Evaporating Stoves and Ranges or  
Gas Ranges, Stoves, Cookers, etc., etc.,**

that the **DANGLER** lines are to-day the most popular in the market.

FOR FURTHER INFORMATION SEND FOR CATALOGS, ETC.

**THE DANGLER STOVE & MFG. CO.**

CLEVELAND, OHIO, U. S. A.

# NEVER RUST

**DOES** just what its name implies. It protects all kinds of Machinery and Metals against decay and rust. It is easy to apply, and just as easy to remove. It never becomes rancid, nor will it get hard. ❖ ❖ ❖ ❖ ❖ ❖

SAMPLE UPON  
REQUEST.

COMPOUND SPECIALTY CO.

SOLE AGENTS

**GEO. BORGFELDT & CO.,**  
48 WEST 4th STREET,  
NEW YORK CITY.  
Dept. Sch.

**AGENTS WANTED ALL  
OVER THE COUNTRY.**

## The Horton Rotary Washer

*Has proven to be  
decidedly popular.*

### WHY?

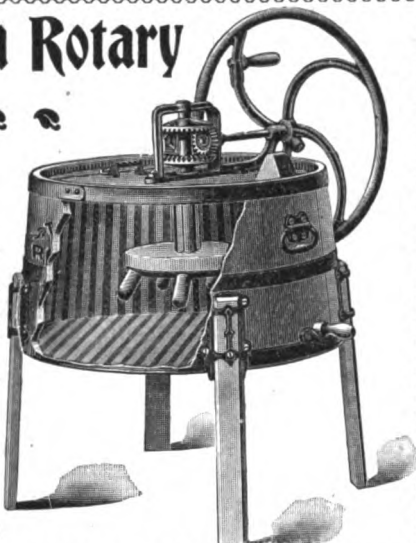
Because it is the up-to-date Washing Machine.

Because it sells readily and stays sold, and makes money and friends for the dealer.

Give it a trial, and we will guarantee the rest.

Catalogue and prices on application.

**Horton Mfg. Co.**  
FORT WAYNE, IND.



## SOMETHING NEW.

BARNES' PATENT

## Lawn and Vine Trimmer

(BARNES' PATENTS.)

Unexcelled for trimming the edges of a lawn next to the house or curbing, around trees, shrubbery, or any place inaccessible with a lawn mower. Can also be used to trim bushes, grape vines, etc., without the use of a ladder.

MADE FROM  
FIRST-  
CLASS  
MATERIALS  
AND

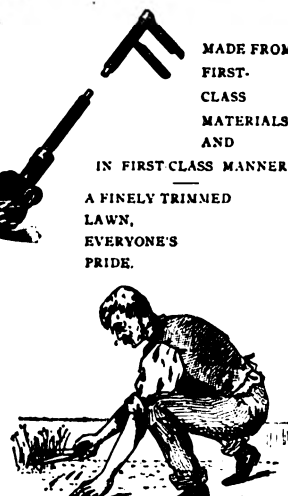
IN FIRST CLASS MANNER.

A FINELY TRIMMED  
LAWN,  
EVERYONE'S  
PRIDE.

SIMPLE,  
PRACTICAL,  
DURABLE  
AND  
INEXPENSIVE.



This man uses a Canton Trimmer and does not suffer from backache.



This man uses a Sheep Shears and has all kinds of aches.

**Ask your Jobbers for prices, if they do  
not handle them write  
direct to us.**

**E. H. ERK HARDWARE SPECIALTY CO.,**  
RICHMOND, IND.

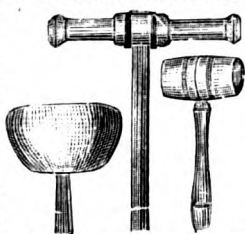
## WE ARE THE INVENTORS OF THE CAULKING MALLET

NOW USED IN ALL THE SHIP YARDS  
OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

**N. Y. MALLET & HANDLE WORKS,**  
Established 1845.

454 E. HOUSTON ST., NEW YORK, U. S. A.

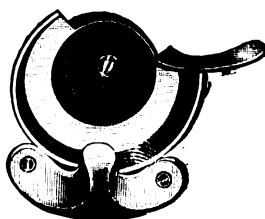
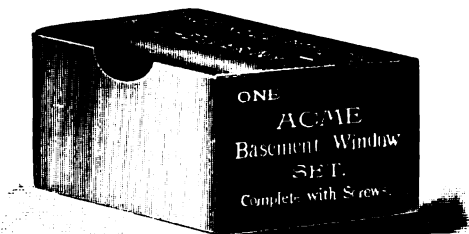


### "USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.

## ACME BASEMENT WINDOW HARDWARE,

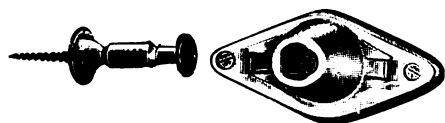
In Sets Complete, with Butts and Screws.  
SAVE TIME.



A Fastener which binds sash tightly into frame, excludes cold air and prevents rattling.

Write for Circular.

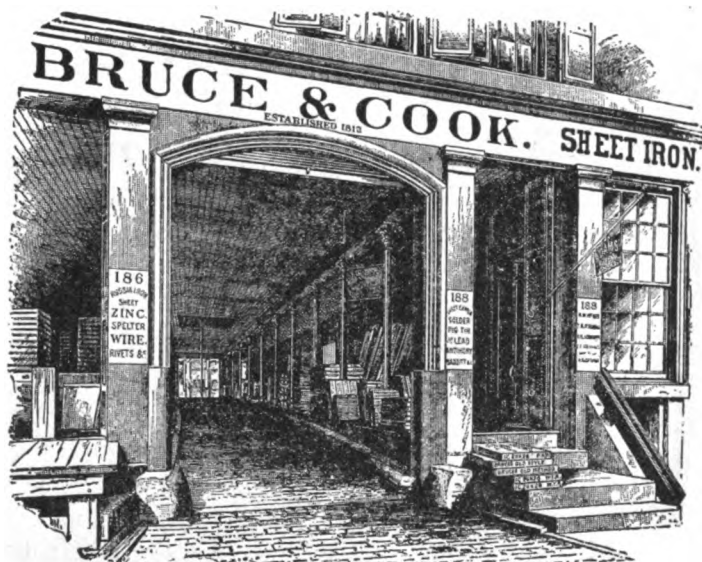
**Caldwell Mfg. Co.,**  
4 JONES ST., ROCHESTER, N.Y.



To hold sash open. Much easier than Hook and Eye.

## BRUCE & COOK, TIN PLATES AND METALS, 186, 188 and 190 WATER STREET, 248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Saeos.  
Dampers.  
Eave Trough Leaded.  
Eave Trough Galvan'd.  
Eave Trough Mitres.  
Eave Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

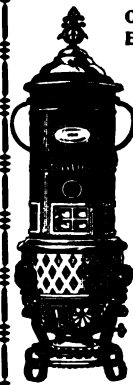
Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Ears.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Ears.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned.  
Pall Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Rosin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated.  
Sheet Iron--Galvanized.  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Soldier.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Stove Boards.  
Stove Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinner's Machines.  
Tinner's Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire--Annealed.  
Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

## Have You Tried a Banner Oil Heater For That Cold Room of Yours?

Odorless : Smokeless : Portable  
Easily Carried from Room to Room



Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

\$5

The Plume & Atwood Mfg. Co.  
NEW YORK CHICAGO

Factories, . . . . . Waterbury and Thomaston, Conn

## Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.  
SETS AND PUNCH TUBES  
of all kinds made to order.  
Send for Catalogue.  
42 Lincoln St. BOSTON.



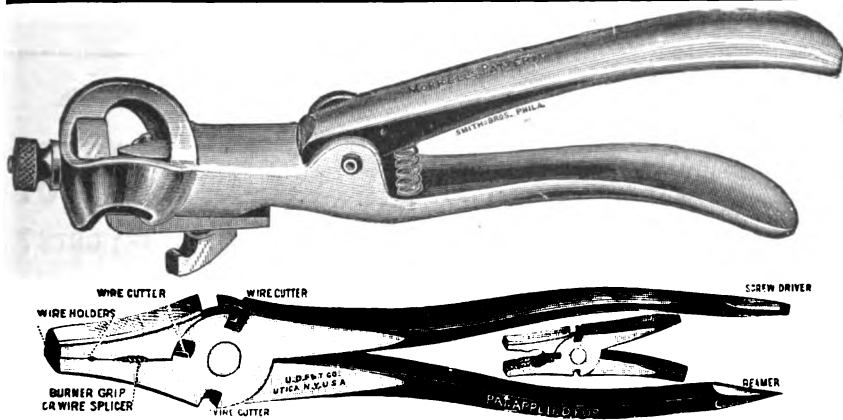
WRITE US FOR PRICES.



WIRE FENCING,  
COILED SPRING WIRE,  
SMOOTH, SOFT GALVANIZED WIRE,  
BARB WIRE and STAPLES,  
PLAIN and ORNAMENTAL STEEL GATES.  
Lowest Prices. Quality Guaranteed. Prompt Shipments.

THE FROST WIRE FENCE COMPANY,  
Cleveland, O.





## WE WERE BORN

in the 19th Century with 20th Century Ideas and Tools. Consult the GREEN BOOK of hardware for good things.

**SMITH & HEMENWAY CO.,**  
**UTICA DROP FORCE & TOOL CO.,**  
**THOMPSON BROS. & CO.,**  
 296 Broadway, - New York.

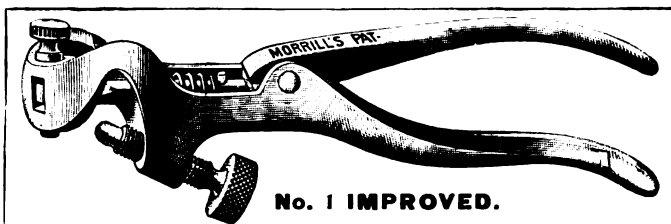
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

## FRANK MILLER'S CARRIAGE REQUISITES.

FRANK MILLER'S Carriage Top Dressing

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.



FRANK MILLER'S AXLE OIL.



Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

**THE FRANK MILLER CO.,**  
 349 & 351 West 26th Street,  
 NEW YORK.

ESTABLISHED 1774.

HIGH GRADE **AUGER BITS.**  
 (BLACK TWIST)

**JOB T. PUGH, PHILADELPHIA.**

The . . .  
 "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.  
 The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

## THE CLARK MFG. CO., Buffalo, N. Y.

Manufacturers of

Lull & Porter, O. S.

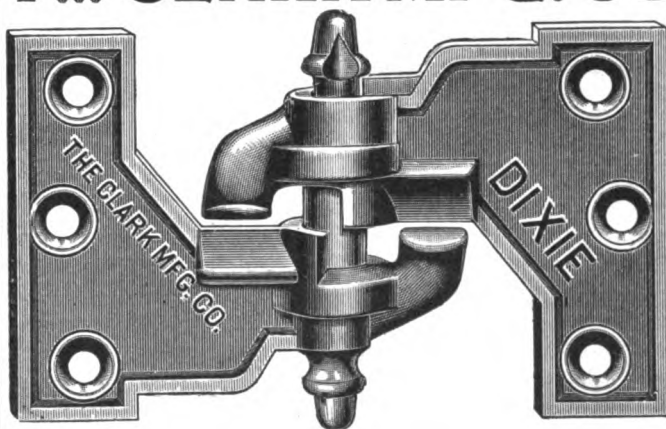
"DIXIE"

—AND—

"BUFFALO REVERSIBLE" SHUTTER HINGES.

—AND—

CLARK'S SURFACE BLIND HINGES, GATE HINGES, SASH PULLEYS, SPRING HINGES, CAST DOOR BUTTS, STOVE PIPE DAMPERS, ETC. . . .



## THE SUN

### Improved Odorless Gasoline Stoves

Ready to Light . . . .  
 the moment gasoline is turned on.

**POSITIVELY ODORLESS.**—No soot, smoke or dirt.

**SAFE.**—The tank is out of sight and away from danger.

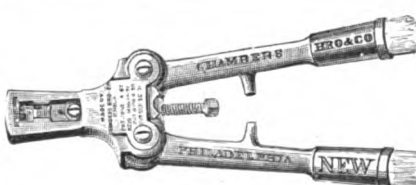
**SIMPLE.**—Burner has only three parts and it can't wear out.

**A WARMING CLOSET** which doesn't heat the house.

MADE IN TWELVE SIZES.

**The Sun Vapor Stove Mfg. Co.,**

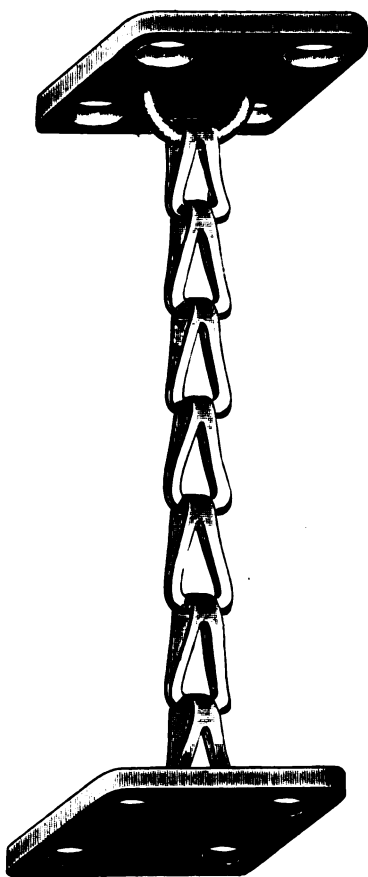
29 East Atwater Street,  
 DETROIT, MICH.



## BOLT AND RIVET CLIPPERS

**CHAMBERS BROS. CO.**

Fifty-Second and Media Streets, Philadelphia, Pa., U.S.A.



## TRANSOM CHAINS.

SASH CHAINS.  
JACK CHAINS.  
PLUMBERS' CHAIN.  
CABLE CHAINS.  
BELT PUNCHES.  
GAS PLIERS.  
SASH FIXTURES.  
PADLOCKS.

CYCLE  
SUNDRIES.

Write for Catalogue to

**THE SMITH & EGGE MFG. CO.,**  
BRIDGEPORT, CONN.

## THE DEMAND for PAINTS and VARNISH

Will increase with the advent of the spring season, as numerous articles about the house will need brightening up. Wagons, Buggies, etc., will require to be touched up here and there. We make it possible to do this work at little expense by furnishing paints and varnish in small packages. . . . Ask for sample cards.

**Harrison Bros. & Co., Inc.,**

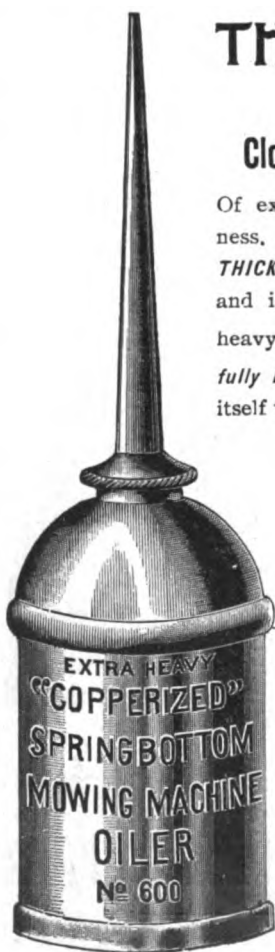
White Lead, Colors, Paints, Varnishes & Chemicals,

Thirty-fifth St. and Grays Ferry Road.

PHILADELPHIA

117 Fulton St.  
NEW YORK,

27 Lake St.  
CHICAGO,



## THIS CAN ▲ ▲ ▲

HAS A

### Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedch" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

**The Wilmot & Hobbs  
Mfg. Co.,**

BRIDGEPORT,  
CONN. . .

## AN ALL-'ROUND GOOD ROOFING IS

## P & B RUBEROID

Ruberoid is just as effectual in Winter as in Summer. Cold does not harm it. Heat will not cause it to run, because there is no tar in it to melt.

Its great popularity is due to the fact that it "Stands up" under the most trying conditions and **NEVER VARIES IN QUALITY.**

**THE STANDARD PAINT COMPANY,**  
NEW YORK.

OFFICES:  
100 William St.

WAREHOUSES:  
84 John St.

# HARDWARE

Kull & Bantly, Conemaugh, Pa., have formed a partnership as dealers in general Hardware, plumbing, steam and hot-water heating etc., and it is their intention to handle a complete line of Hardware. They will be pleased to hear from manufacturers and jobbers in the way of catalogues, circulars and price lists, etc.

The Mackie Steel Tube Mfg. Co., Hammond, Ind., have recently started a new department in their factory fully equipped with all the latest improved machinery adapted especially for the manufacture of high grade steel tubing for the stove and range trade. They also have a large and well equipped nickel-plating room, and can furnish the tubing nickel-plated or in the black, as may be desired.

The annual meeting of the Hardware Club of New York will take place at the club rooms on Saturday, March 16th, at 12 M. for the purpose of electing five governors to succeed the following, whose terms of office will have expired, and for the transaction of any other business that may be brought before the meeting: Alfred D. Clinch, James D. Foot, George J. Loughton, Mortimer C. Ogden, Webster R. Walkley.

The business that has been so long established by Thomas Slaight, in Newark, N. J., for the manufacture of patent padlocks for railroads, switches, freight cars, etc., has been sold to a new company, who will continue business under the name of the Thomas Slaight Lock & Mfg. Co. This is an old-established concern that has been in business since 1849, and the present change it is intended shall bring it once more to the front in which aggressive methods will result, and make a large expansion of business possible.

We are pleased to learn that the Stanley Rule & Level Co., New Britain, Conn., and 107 Chambers Street, New York, have a new catalogue of their extensive productions under way. They have been identified with a line of high-grade Carpenters' Tools for nearly a half century, and we understand it is their intention at an early date to add to this assortment a line of Chucks, which have been a staple article with a number of other concerns. This is a new departure which we hope will prove of interest to the trade.

Geo. F. Covell, who has for many years been identified with the rubber trade, has severed his former trade connections and has associated himself with the Voorhees Rubber Mfg. Co. of Jersey City, N. J. Mr. Covell is particularly well acquainted with the trade in the South, where he has a very large number of friends and business acquaintances. He is a good salesman, a first class correspondent and a very successful business man. His long experience with the trade has made him very popular, and he will doubtless secure many good orders for the Voorhees Co. among his old customers.

Chicago Solar Light Co., manufacturers of the "Nulite" Arc Lamps, who were recently located at 56 Fifth Avenue, Chicago, have been compelled to remove their office to 81 Fifth Avenue, in the same building in which their factory is located, in order to be more completely in touch with their facilities and better able to handle their constantly increasing trade. In the new location they will have their offices on the ground floor, making them more accessible to the

general public, and in addition to which they are able to add a large salesroom wherein the large line of lamps now manufactured by them may be shown to the best advantage.

Superintendent Charles W. Sponsel, of the Capewell Horse Nail Co., Hartford, Conn., with which he has been so favorably connected for six years, was agreeably surprised at a recent date by being presented by the employes of the company, almost 450 in number, with a handsome gold ring bearing the emblem of the thirty-second degree as Mason, which indicates the grade to which Mr. Sponsel has already been elevated. On the breast of the double eagle is a large diamond, and the ring is suitably inscribed. He begins his duties as superintendent of the Eddy Electric Co., at Windsor, and this was an expression of good will from his former associates.

An incident occurred at Dubuque, at the Iowa State Hardware Convention, which was most fortunate for the J. D. Warren Mfg. Co., of Chicago, as directly opposite the convention hall was a Hardware store, which they had fitted up six years ago, which the Convention visited in a body, enabling them to see how well and perfect their work showed up after that number of years' wear, proving to them that although costing more at the beginning, yet by being thoroughly and well made, it is far cheaper in the long run. This feature, the outfit of Walter B. Baumgartner, brought out magnificently, and must have favorably impressed many doubting prospective buyers.

The Madden File Co., Middletown, N. Y., were organized in September last with the following officers: President, F. M. Madden, who was formerly secretary and treasurer of the Eagle File Co.; secretary and treasurer, David Kutner, formerly identified with the American Swiss File & Tool Co., and general manager, William Shannon, the former superintendent of the Eagle File Co. They inaugurated their plant by the purchase of the Hogan Boiler Co. of that city, to which has since been added a brick addition 160 feet long by forty feet wide, to be used as a forging and grinding department, and they have also installed a large amount of the latest improved file manufacturing machinery. The entire plant is in complete operation, and is turning out a superior grade of files and horse rasps.

The eighth annual banquet of the New England Iron and Hardware Association will be held at Young's Hotel, Boston, Tuesday, March 19th. The committee of arrangements, consisting of John T. Boyd, Chairman; H. M. Waite and Allen J. Chase, makes the announcement that Hon. Charles E. Littlefield, of Maine, and Hon. William Alden Smith, of Michigan, both members of Congress, have promised to be in attendance and deliver addresses. While these will be the principal speakers of the meeting, it is anticipated there will be a few others whose names will be announced at a later date. Charles Clark Adams will officiate as toastmaster, for which he is well qualified, and Daggett's Orchestra will be relied upon to enliven the evening with music of an instrumental character. This Association has now on its roll upward of a hundred members, and each succeeding meeting teems with greater interest. They are always looked forward to by the members as a feast of sociability and of the good things that are apt to promote it.



# HARDWARE

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Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

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A. P. MITCHELL,	-	-	Secretary and Treasurer.
HENRY HOPKINS,	-	-	Editor.
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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

March opens with a vim which implies that an excellent demand for goods may readily be anticipated. Stocks are by no means in excess on any special lines. Large and growing assortments form the rule. So many varied articles are now forming the advanced, up-to-date stock of a Hardware dealer that prosperous conditions create in every trade centre a field of activity worthy of encouragement. Firmness characterizes the condition of the market on all the leading goods; the elements of weakness which made a few low quotations possible two months ago have disappeared, and disappointment over unplaced orders has to be borne with equanimity, when it is recognized that purchases at retail are made without the bargaining disposition resulting from limited cash resources and lack of work. It has rarely been seen as now how the consumer is so free a purchaser, whether a mechanic or a farmer, while employment is plentiful and the prospect for crops is good.

Builders' Hardware is looking up in every part of the country. The large amount of money seeking safe investment naturally turns toward real estate transactions and the building of homes. Improvements are projected on every hand, a better class of houses being contemplated by the well-employed than would have been considered a few years ago. Low prices are prevailing throughout this branch of the industry, but a steady demand as in other lines would soon rectify errors of cost and average up profits on the cheaper grades on which the greatest competition usually centres. Large stocks of Builders' Hardware is far from being the rule at leading factories, and a stiffening demand would meet with inability to ship promptly, which should influence early purchases of standard supplies.

As the season progresses the market for Hardware

finds a tendency toward advanced prices, which is daily becoming more and more manifest. This is strengthened materially by the fact that a positive lack of surplus stock is evident in the leading mills and factories of staples, and the prospect for prompt deliveries is creating a feeling of uncertainty in trade circles, where full orders for Spring are not already provided for. Even the manufacturers of Hardware staples have been embarrassed for prompt shipments of their raw material, in which a scarcity has been the prevailing feature under the progressive demands made upon all sources of supply during the past few months. It is the part of wisdom, one would think, to complete arrangements for supply before the season has advanced too far, as the advent of labor disturbances in connection with the leading products of our industry would bring about advances in quotations that might prove detrimental to the prosperous anticipations universally held by the trade.

It would seem to one not in our line of business as though the Hardware trade were far in advance, with their progressive methods of accomplishing results in a business way. The numerous conventions, which are so largely attended and which are so successful in combining the interests of the trade in every State; the many thoughtful papers read by active members, who seriously consider the various problems as they arrive—all these are influences that bring closer together the retail dealer, jobber and manufacturer, and make successful achievement a possibility. The various committees appointed for future work at these annual conventions devote a good deal of time to the accomplishment of results for the general good, and make radical differences in quotations impossible as affecting the several divisions of the industry. Reforms are entertained in questions of settlement or delivery of goods, and questions such as sales made to department stores and catalogue houses of standard specialties, that are used as baits by the aid of which sales are increased on other lines of greater importance, are more easily deliberated in the presence of the leading dealers and representatives of such manufacturers as fail to properly protect legitimate dealers in a duly organized industry like that of Hardware. There may have been some excuse for looseness in making sales to such distributors when a few years ago the times were not abundantly prosperous, and cash sales were among the exceptional transactions. At that time the department stores and catalogue houses obtained more readily the supplies which enabled them to encroach upon the preserves of the regular dealer. But in these more fortuitous times it would seem as though some standard of business morality could be established which would prevent the unwise and unfair competition on staple lines and standard articles that form the foundation of profitable sales through the hands of legitimate Hardware dealers, the pioneers in this far-reaching industry, who with hard work blaze a path for business which later is followed by an unprincipled competition with irregular methods.

## Exhibits in Nicaragua.

A. D. Straus, Consul General for Nicaragua, 18 Broadway, New York, has received information from the Nicaraguan Minister at Washington of the establishment of a "National Museum of Nicaragua," devoted to the development of industry, commerce and science, with a section devoted to foreign commerce and industry.

In order to establish better commercial relations between Europe, America and Nicaragua, a large hall has been pro-

vided in Managua, the capital of Nicaragua, for the public display of the products of foreign lands.

The director of this museum invites the Nicaraguan Consuls in Europe and America to solicit from the manufacturers and producers within their consulates samples (not too large) of goods and articles of their manufacture, only such as will be of interest and of commercial value to that country being desired.

Articles of this description are to be exhibited at all times free of cost, and it is anticipated that a permanent exhibition of this kind will inure to the benefit both of exhibitors and visitors. Where a manufacturer's products are bulky, such as machinery, heavy farming or mining implements, etc., it is requested that only small working models or a set of representative photographs be submitted.

Mr. Straus extends an invitation to the merchants and manufacturers of New York to send him samples suitable for the purpose, such as are suggested by the director of this Central American Museum. He requests, also, that all exhibits be accompanied by a lucid description or by instructions how to operate them, their advantages, their technical or commercial names, together with catalogues, price lists, terms, commissions allowed to agents, and especially the style of packing for export. This latter point is of great importance to the Nicaraguans, as the custom duties of that country are based on the gross weights. All consignments should be packed as lightly as is consistent with safety.

### The Good Salesman.

Artemus Ward, in his journal for advertisers, *Fame*, outlines the make-up of a good solicitor which may well be applied to salesmen, and we therefore quote, substituting the word salesman:

It takes a very capable man to make a good salesman. One who knows how to shut his mouth as well as how to open it when necessary. One who understands how to keep his mind on the matter in hand even when the really interested party wavers. A man whose perseverance is perfectly balanced by politeness, tact and understanding; a man whose selfish side is strong but controlled by intelligence. A man who having learned to control himself is capable of influencing others—such a man will make a good salesman.

Don't tell everybody that you have a large fund of experience in the study of human nature. The very telling of it proves that you are mistaken. Do not talk of your magnetic powers, your almost hypnotic capacity. Ten to one you have not got it, but if you have, do keep it out of sight; it will serve you better so. Do not wind yourself up like a clock with some set speech. Be natural; be yourself. Copy no one, but study high and successful models.

One wins by one method, another by the very opposite. Most of them work as industriously as their line permits. It was a good salesman who placed but one order in eighteen months—but he sold suspension bridges. It is a very general mistake to suppose that unless tempted by a commission salesman will not work actively. After years of hard experience in this line I want no men on commission; the irregular income and the irregular life which grow out of a commission do not produce the best results.

After all, a salesman is a man, an active one; beset by many temptations; troubled by many drawbacks; leading too often an irregular life in point of brains, if not of habits; too prone to think little of his calling; too apt to touch heaven when he has an order, and the nether regions when he is "turned down."

The truth serves the salesman best. He should pursue the truth as to the buyer's interest and advantage, but to do so he must himself have at least a speaking acquaintance with truth. He should fortify himself with facts, with tact, with business hints—and let the drinks and cigars go! He should be polite to every one—it pays. One thoughtless or over-smart salesman was rude to my bookkeeper, and as, like most men, I keep books in my head; his balance long stood on the debit side. But with all their faults they are a bright lot, and I love them. So here's to the salesman—may he call again!

### LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

**QUESTION:** About two years ago I made a contract with a certain company in this city for a piano. The contract provided that I was to pay \$25 down, and the balance of \$250 in monthly instalments of \$10 each, until the entire purchase price was paid. I was to have the possession of the piano, but the company was to retain the title to it until it was paid for in full, when they were to give me a bill of sale. But if I failed to make the monthly payments, then the company could retake possession of the piano, and I was to forfeit whatever sums I had paid. I paid the instalments for six months, and then gave up the piano. The company still have possession of it, but have brought suit against me for the entire balance unpaid. Have I any defence?

**REPLY:** The contract which you entered into is a very usual one at the present time. Under an ordinary contract of sale, where the buyer has failed to pay, and the vendor has recovered possession of the property, he (the vendor) may have one of several remedies. He may hold the property as his own, and sue the vendee for a breach of contract. The damages would be the difference between the contract price and the market price, or he may hold the property for the vendee, sell it on his account and sue for the difference, if any, between the price he receives and the contract price, or retain it and sue for the entire balance remaining unpaid, but the latter remedies are based upon the assumption that the title to the property has passed to the vendee. We are of the opinion, however, that inasmuch as the contract in this case expressly provides that the title shall not pass, that the vendor cannot pursue these remedies in the absence of any statutory provision. There is a statute which provides that under such a contract as this, and where the vendor has recovered possession of the property, he may, upon thirty days' notice to the vendee, sell the property at public sale, and sue for any difference remaining. We cannot construe this statute to permit the remedy sued for in this case, and we are further of the opinion that the neglect to take advantage of this statutory provision and the acts of the company have resulted in the waiver of this remedy.

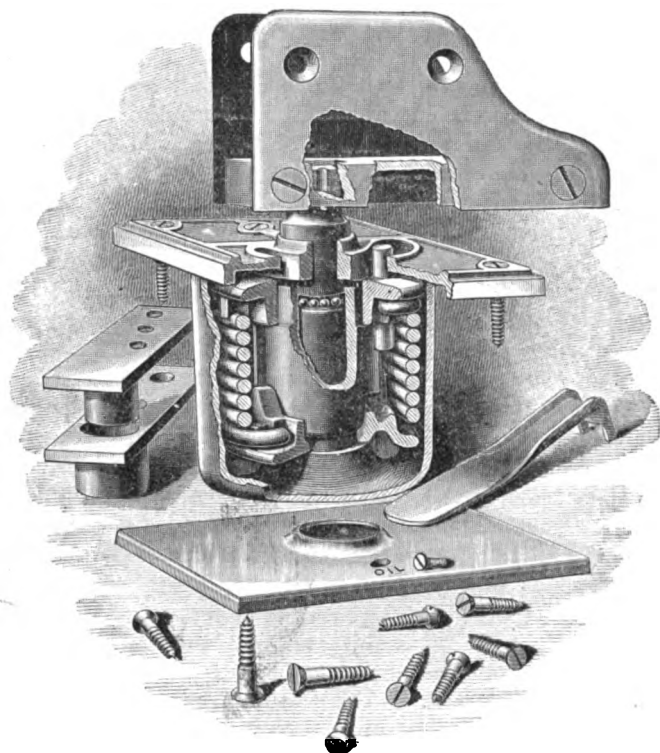
**QUESTION:** A few years ago I lent a sum of money to a man, who gave me as security a mortgage on some property which he said he owned. Some time afterwards I discovered that at the time he made this mortgage he was not the owner of the property, but had purchased it a month or so later. He failed to pay me the debt, and I threatened to foreclose the mortgage. He claims that I cannot do this, as it is invalid on account of the fact that he had no interest in the property at the time it was made.

**REPLY:** Whether or not you have any lien on the property described in your mortgage depends entirely upon what kind of a mortgage it is. If it contains a covenant of warranty, your mortgagor will be estopped in an action of foreclosure from setting up the defense of his lack of title when he executed the mortgage, and your action would succeed. But if it does not contain such a covenant, it is worthless, as he merely mortgaged the interest he had, which was none at all, and there is no covenant by which he will be estopped from pleading this defense.

In India, China, Japan and adjacent countries are about 400,000,000 people, strong, active and long lived, who eat no meat. The Turkish porter on a daily ration of rice and dates will jog along with bent back under a load that would crush a Western man. Darwin tells us that the Andean natives do a day's work of 400 foot tons, nearly twice the work of an ordinary laborer, on a diet of bananas.

### The Bommer Ball Bearing Floor Hinge.

Bommer Brothers, 257-271 Classon Avenue, Brooklyn, N. Y., have recently brought out a new floor hinge showing important improvements in this class of hinge. The illustration we give shows the construction (parts being broken away for this purpose). The top plate shown in the foreground is made of steel, and a steel tension wrench is furnished with each set. The tension of the Bommer Ball Bearing Floor Hinge being adjustable, only four sizes are necessary to cover the entire range of doors; this feature is of practical advantage to dealers, eliminating useless sizes and enabling them to carry a full assortment, on a smaller investment. The Ball Bearing being raised on centre post nearly to floor level, gives a well balanced easy movement,



and, being covered by hollow spindle, the ball bearing is thoroughly protected from water, dirt and grit. The top bearing plate is broad, so that the screws get a good hold in flooring. Only the best oil-tempered springs are used; all parts are interchangeable and carefully proportioned. The cylindrical shape of the Bommer Ball Bearing Floor Hinge makes it easy to let into the floor, and brings the centre of the pivot as near as possible to the casing. The finish is in every respect up to the high standard set by these well-known manufacturers of this special class of goods. Where hinges of this class are desired, above points are worthy of careful consideration by architects and builders and the up-to-date Hardware houses through whom they draw their supplies.

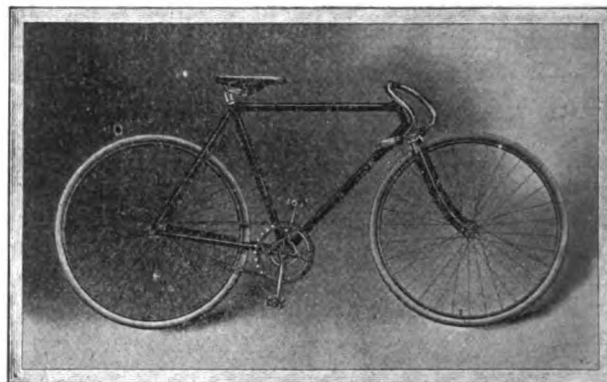
### 1901 Dayton Bicycles.

The modern bicycle offers a notable example of the marvelous progress in the mechanical world during the closing years of the nineteenth century. Among the best known makes the Dayton bicycle has long been noted for its phenomenal success, which has been even more pronounced during the season of 1900. The Dayton line for 1901 is very complete, and represents the highest attainments in modern construction. The new line includes four regular models, covering a wide range and calculated to meet all requirements.

Model 52, the Special Light Roadster.—List \$50. A light, graceful road wheel for riders seeking the best mount obtainable, and who look with critical eyes on the fine points of design and construction. The frame is built of 1 1-8 inch

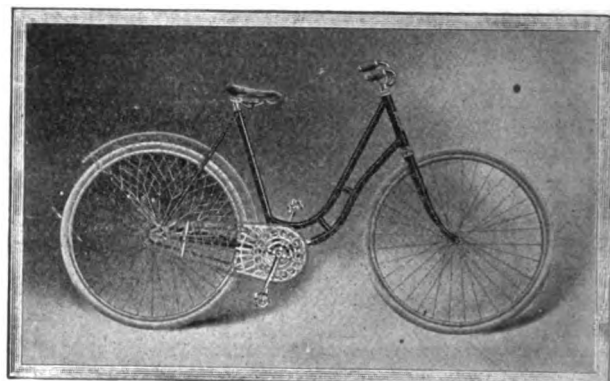
seamless tubing, with outside joints and forged steel connections.

Model 53, Special Track Racer.—List \$50. An entirely new track wheel, built especially throughout for the lightest possible weight. The frame is of one-inch tubing, outside joints, forged steel connections, and weight of the wheel complete, with lightest track equipments, under 20 pounds.



Model 50, Dayton Roadster.—List \$40. A substantial, reliable and durable road wheel, having the well-known Dayton finish, strength, graceful design, speed and easy-running qualities. The frame of this model is of 1 1-4 inch seamless tubing, with flush joints.

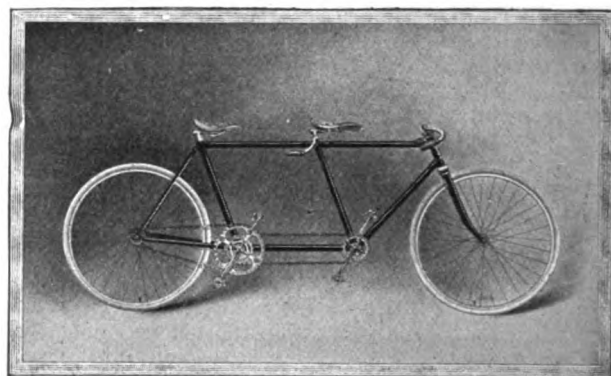
Model 51, Ladies' Dayton.—List \$40. A light, graceful



and elegant ladies' wheel. The frame has a double curve and is made of 1 1-8 inch and 1-inch tubing.

1901 Dayton Tandems are built to order in four models. The most approved makes of hub coasters and brakes are supplied on all Dayton single wheels for 1901.

In continuance of the Dayton practice of supplying the most desirable new features in bicycle construction, the pneu-



matic cushion frame is also furnished on Models 50, 51 or 52 at the usual extra cost.

Space forbids an extended description of the detailed construction of the 1901 Dayton. All interested are invited to write the Davis Sewing Machine Company, Dayton, Ohio, for complete 1901 catalogue. Dealers in unoccupied territory will do well to communicate with the manufacturers of the Dayton, without delay.



## MINNESOTA RETAIL HARDWARE ASSN.

The fifth annual convention of the Minnesota Retail Hardware Association was held at Century Hall, Minneapolis, Wednesday, Thursday and Friday, February 27th, 28th and March 1st.

### WEDNESDAY AFTERNOON SESSION.

The opening session was scheduled to meet at 2 P. M., but it was nearly 3 before the president, J. E. O'Brien, called the meeting to order. The first thing on the programme was the calling of the roll, seventy-five delegates being present. It was anticipated that the mayor of the city, A. A. Ames, would be present to welcome the convention, but he was unable to take part in the proceedings on account of illness. Secretary McCracken announced this fact to the convention in the following letter:

It is with deep regret that I extend the greetings of the City of Minneapolis by letter instead of in person, to the fifth annual meeting of the Minnesota Retail Hardware Association. Ill health prevents me from welcoming you to the city and extending its freedom and hospitality in a manner befitting the importance of your organization, and the magnitude of your convention; but, nevertheless, I will in this manner express my best wishes for a successful and pleasant stay in our midst, and assure you that the keys of the Metropolis of the Northwest are in your keeping.

Such organizations as yours are of great benefit to any community and of incalculable value to the business interests represented, and it is with pleasure that I learned some time since of your visit to Minneapolis. I trust your stay will prove more pleasant than your anticipation, and that this meeting will be followed by many more, each one adding to the prestige and influence of your organization.

The reading of the letter was responded to by President O'Brien in a few appropriate remarks, in which he said "The greeting we have just received from the mayor comes as a greeting from many. I know that we all feel regret that the mayor is unable to be present, and I hereby extend to him, on behalf of the Association, our heartfelt wishes. The Mayor of Minneapolis is so popular that we hear his praises sung 300 miles away. This association is built on sentiments such as the mayor himself typifies."

President O'Brien next called on C. F. Ladner, of St. Cloud, who is regarded as the father of the Association, and he made a few remarks.

He was followed by A. T. Stebbins, of Rochester, who made a brief reference to "Progression as the order of the day." The President then said: "I have just received the following telegram from the Ohio Hardware Association, who are now in session in Cincinnati:

"Greetings and best wishes of the Ohio Hardware Association. O. M. Scott, President; George M. Gray, Secretary." The following response was sent:

"Minnesota Hardware Association, assembled 400 strong, cordially acknowledge greeting and extend the right hand of fellowship and good will to our brothers in the famous Buckeye State. James E. O'Brien, President."

The next thing in order was the announcement of committees. On motion of M. De Mott, of St. Paul, that a committee of seven be appointed on Resolutions and Grievances, this was adopted, and the committee were appointed as follows: M. De Mott, St. Paul; O. F. Olson, Brandon; Charles F. Ladner, St. Cloud; A. T. Stebbins, Rochester; J. H. Smith, Minneapolis; George W. Wells, Duluth; Julius Schmidt, Wabasha.

On motion of C. F. Pierce, of Duluth, that a committee of seven be appointed as a nominating committee, it was adopted, and the following were appointed: C. F. Stremel, Minneapolis; George D. Parmelee, Rochester; J. E. O'Brien, Crookston; B. H. How, Sauk Centre; T. F. Vanesek, New Prague; W. E. Nutter, St. Peter, and M. De Mott, St. Paul.

This was followed by the reading by Secretary McCracken of his annual report, from which we make a few extracts:

### SECRETARY'S REPORT.

The trust which one year ago you reposed in the officers and executive committee of your organization has been carefully guarded, conscientiously administered and faithfully discharged by them, and on this natal day of our association, so precious in their eyes, they return you their official record of the year, bearing as it does the impress of their honest convictions, their unbiased judgment and their concurrent action.

With the passing of the year, so, too, has passed another landmark in our association work, the result of which we trust has been to strengthen us as an organization, to enlarge our views along the lines of the greatest good to the greatest number, enabling us to embody in the action of this convention now assembled, such changes if any, as may be deemed necessary to further its future harmonious relation with those affiliating with us, as well as to retain the approval and confidence of our entire membership.

\* \* \*

All associations like unto ours are as yet in the formative period of their existence, and in furthering the principles they would conserve, and in establishing the policy to be pursued, we should be willing to accept and be governed by practical results obtained, rather than theoretical views we may have anticipated.

\* \* \*

The protective feature of our work, intended to benefit our membership, should be well looked after, and yet in the adoption of ways and means, however, plausible, we cannot afford to run counter to well established business usages, uniformly governing mercantile transactions, if we would have them effective.

Protection is always practical and will be equitable and just, if in seeking it for ourselves we remember the golden rule, to "do unto others as we would have them do unto us"—departing from this it simply becomes protection which does not protect—and such protection is in no wise commendable, but weakens the loyalty of members to our association.

The same was accepted and placed on file.

George D. Parmelee, of Rochester, then read his annual report, giving a detailed account of his transactions through the year, and showing that a balance at present in the treasurer's hands was \$86.05.

On motion of A. T. Stebbins, of Rochester, the reports of the secretary and treasurer were referred to the executive committee, which was afterwards reconsidered, and an auditing committee of three was appointed, consisting of G. M. Evenson, St. Peter; A. T. Stebbins, Rochester, and E. K. Evans, Princeton, to audit the secretary and treasurer's reports.

The session then went into executive session. After a short recess the convention was called to order at 4 o'clock by Vice-President T. H. Caley, who took the chair. The Question Box was then opened, and several questions taken from it, upon which the usual discussion ensued, which was participated in by a large number of the delegates, who presented illustrations indicating their views from their own experiences. At the conclusion of the discussion having reference to the Question Box, President O'Brien stated that the Minneapolis Elks had invited the visiting Hardwaremen to meet with them in their lodge rooms in the convention at 9.30 P. M. He also called attention to the banquet to be held at the Nicollet Hotel on Thursday evening. The meeting then adjourned at 5 P. M. to meet at 9 A. M. Thursday.

### THURSDAY MORNING SESSION.

The delegates were late in arriving at Century Hall, and it was 9.45 before President O'Brien called the convention to order. He emphasized the necessity of registering on the part of the dealers that the register might show a complete

list of those in attendance. He stated that the first thing in order was the election of four members of the executive committees, whose term of office would last three years, one of whom should be president of the Association.

The Committee on Nominations then made their report as follows on nomination for president, viz.: W. H. Tomlinson, of Le Sueur. Mr. Tomlinson's name was greeted with applause by the Association, and he was unanimously elected. President O'Brien said: "It affords me great pleasure to introduce my successor. He will add strength to the Association. He is the strongest name that could be presented to the Association for this office. We now have at our head a man who has been a success in his private affairs. He will do right, and see that the Association will do what is right." President Tomlinson then took the chair, and said: "It is a great and unexpected honor which the members of this Association have bestowed on me. I am a plain, everyday Hardwareman, and I will do my best to serve you. I started in the Hardware business just thirty years ago tomorrow, so you can all see that I am a stayer."

The Nominating Committee reported that they had selected for the office of vice-president H. S. Cleveland, of Minneapolis. Mr. Cleveland was elected by acclamation. The following names were then presented by the nominating committee for place on the executive committee: W. H. Tomlinson, Le Sueur; F. H. Hunt, Red Lake Falls; Benjamin F. Kernkamp, St. Paul; Julius Schmidt, Wabasha. The committee also recommended that the executive committee should re-appoint Thomas McCracken, of Minneapolis, as secretary, and should appoint G. M. Evenson, of St. Peter, as treasurer. The report was accepted.

The Committee on Resolutions here asked for an extension of time.

President A. C. Hatch, of the Retail Hardware Dealers Mutual Fire Insurance Co., was scheduled to make at this time a talk on Fire Insurance, but as he was unable to be present Secretary McCracken, who is well known to be full of the subject, was called upon to make a statement of this method of insurance. We make a few extracts from his address, as follows:

#### INSURANCE.

One of the practical results of our Association Work is the Retail Hardware Dealers' Mutual Fire Insurance Co. of Minnesota. We are the only company confining its business exclusively to Hardware dealers, and will write insurance upon your stock or upon building containing same if you own the building. The smallest amount we write is for \$500, and the largest amount \$3,000. Our articles of corporation prohibit us from incurring any liability greater than \$3,000 in any town on two risks exposed to one fire. The result, therefore, is in our risks being well scattered and not subject to excessive loss from disastrous conflagrations.

We issue the Minnesota standard policy, and every holder thereof, by virtue of his policy, becomes a member of our company, and has a voice and vote in its management. Why should you not place your insurance in a company where you place your vote?

\* \* \*

Mutual insurance is the oldest as well as the best and most economical in the world. You obtain it at a less percentage of cost, as compared to losses incurred, than by any other known plan. Community of interest insures proportionate care and protection against loss—and in strengthening the moral hazard of our risks, we incur less liability and far greater security to each policy holder and to the company.

He was followed by F. L. Hampton, of Ada, for a number of years connected with the Northwestern Lumbermen's Insurance Co., who read an interesting paper, from which we take a few illustrations:

In the first place, the interests of every dealer in Hardware and farm implements are practically identical, and the interests of every dealer in these several states, with the exception possibly of Nebraska and Montana, are identical and can be served to a much greater degree by the one strong Association, with one set of well paid, able officers, than by the half-dozen struggling State Hardware Associations and the half-dozen struggling Farm Implement Associations.

To me the only advantage the separate State Associations offer is sentiment, founded entirely upon wind. Sentiment I have found is a mighty poor foundation in business and will prove to be a mighty poor foundation to build up business associations. The advantages of the one association idea will be found, first, in the large membership, overflowing treasury, and well paid capable officers. From these all else will come. Our officers will be able to give their entire time to Association work correcting and fighting abuses, instead of scratching for funds to pay their salaries and expenses. This feature is most important. Look at the present situation. With the several States having a membership of from two to four hundred, what can you expect? Your Secretary, the only paid official. No money to pay your President or directors a salary, or expenses of calling directors' meetings. No money to correct abuses, and the work necessary to satisfy a critical membership and fight outside aggressive foes. You can get together once a year, pat each other on the shoulder and have a good time, but you are accomplishing but very little. The one Association would compel a membership of almost every Hardware and implement dealer in the several states. This would come, because it would be to the fundamental interest of every one to be a member. The insurance feature would become so popular and profitable that it alone will more than repay the expense of paying dues and attending the annual meetings.

On motion, the paper of Mr. Hampton was referred to the Committee on Resolutions. This was followed by W. F. Baillie, of Barnesville, who read an instructive paper on the

#### GARNISHEE LAW,

from which we make a few extracts from his address, as follows:

As the law now stands the wage earner is exempt to the extent of \$25, but conditioned upon his drawing his pay monthly; whereas, if he draws his pay weekly, so long as it does not amount to more than \$25 per week, he is still exempt. As a result there are many men who owe small bills and are earning from \$2 to \$3 per day, and drawing their salary at the end of each week who are taking advantage of the law. Such are good, honest men in the eyes of the law, owing, perhaps, \$24.75 to more than one business man and drawing \$18 per week, because the law does not allow the merchant any recourse so long as they do not draw any more than the stipulated amount, \$25. These men are doing just as we frame the laws for them. For does not the present law say to the man who is paid by the week, "you can be dishonest for the sum of \$25 and I will protect you, and preserve all your earnings to that amount, and until you can earn over \$4 per day we shall see that you are not required to pay your little bills."

\* \* \*

#### TENDENCY OF PRESENT LAW IS TO FOSTER DEAD-BEATS.

I believe that the present law has the tendency to foster dead-beats and to make men dishonest. It may appear that in protecting the laborer to keep \$25 per month that we are working for the benefit of the poor man. There never was a time, neither will there come a time, when the average retailer will take advantage of the laborer to press him down, but in times of his own adversity as well as prosperity, has the retailer been willing to stretch forth the hand of charity and help the poor man along. If there were no such law to be found on the statute books as an exemption from garnishment I believe we would be far better off in the business world. Then would the honest laborer and the retail merchant stand side by side working for the betterment of mankind and the uplifting of the poor. When we can wipe all such laws from the statute books and show men that the only way is to pay for what they get, then the man is helped to aid himself.

\* \* \*

While it is a pleasant thing to know you can make a man pay, is it not greater satisfaction to feel that you can trust a man and that he will pay because the law does not ask him if he wants to be dishonest for any amount?

At its conclusion, the paper of Mr. Baillie was referred to the Committee on Resolutions.

The secretary then read a letter from the Inter-State Retail Hardware Dealers' Association, calling attention to a meeting that would be held March 6th in Chicago, requesting the Minnesota Association to send two delegates.

President Tomlinson then called on Irving A. Sibley, of South Bend, Ind., who is a member of the executive com-

mittee of the Inter-State Association, who made a brief address in favor of the affiliation of the Minnesota Hardware Association with the other Associations in Inter-State work. He said there were many important matters which could not be as well handled by the separate State Associations as by an organization composed of a number of States, and dwelt upon other advantages that would be had from this closer affiliation. The question of affiliation was referred to the executive committee with power to act. The meeting adjourned at 11.45 to reconvene at 2 P. M.

#### THURSDAY AFTERNOON SESSION.

The Thursday afternoon session of the Association was called to order by President Tomlinson at 2.35. Representatives of the various jobbing houses who were present were called on to make remarks, the first to be heard from being E. A. Moye, of the Marshall-Wells Hardware Co., of Duluth, who made a brief speech.

Mr. McGuire, of the St. Paul Hardware Co., followed with a few remarks having reference to the advantages of local organization, upon which he dwelt from personal experience, and concluded as follows:

Gentlemen, when you return home you should form local organizations and have an agreement with your competitors. Let me show you an instance where this will work to your advantage. A man comes in day after day to make small purchases. After a month he asks for five, ten or fifteen dollars' credit, and you give it to him. He may come back and pay this, then you may never see him again. In the latter case he is working this same dodge at some other store. We all need assistance, whether we are conducting a large business or a small business. Helping one another creates a good feeling, and where there is a good local association the business is elevated and there is a more friendly feeling. You should go home and organize these associations and keep them up. You prominent men in the trade should give time freely to those not as well known in the trade as you are. It does you good and the trade in general good.

R. A. Kirk, of Farwell, Ozmun, Kirk & Co., St. Paul, was next called on by President Tomlinson, and his appearance before the convention was greeted with considerable applause, Mr. Kirk being one of the most popular men in the State. We make a few extracts from his address, which was an exceedingly interesting one, and listened to attentively:

To-day the greatest difficulties in the path of the Hardware trade is the catalogue house and the department store. The department store does not affect all alike; a large number of country districts are not suffering from this evil. But there is no question of the magnitude of this evil in the city, and it is reaching out into the country more and more. No one knows how long this will affect business.

#### PROBLEM SHOULD BE MET.

The wholesaler prospers as the retailer prospers. He cannot live without him. If the wholesaler could not get retail trade he would be impaled on one of the two horns of a dilemma. He would have either to go out of business or would be compelled to start a catalogue house. Each one would be distasteful. Neither the wholesaler or the retailer will be eliminated. The adaption of our business to circumstances is a hard problem. The Association and the wholesalers should consider this problem and meet it so far as the department store is concerned. It is folly to undertake to shut off supplies from the department stores. This point has not yet been reached. If this cannot be done there are other

\* \* \*

This great evil will be largely removed by preventing, advertising and selling goods at cut prices. It is not utopian to consider this matter, as manufacturers cannot afford to ignore the jobber and the retailer. The bulk of our manufacturing interests will not consider conditions that will drive them from the wholesaler. It is not by compulsion, but by the friendly presentation of the case by these organizations of jobbers and retailers that I believe manufacturers will be brought to co-operate in mitigating this evil, so that it will not be a prominent factor in trade. I know of my personal knowledge that efforts have been made in this direction. You have in this work the co-operation of the National Hardware Association; the efforts of this Association from its beginning back in the early nineties has been this

way. I do not think, and do not feel the National Hardware Association that we have done all that we should in this matter. The attention of the National Hardware Association has been drawn this way. Missionary work has been done in this matter, and such work as has been done has proven satisfactory.

Take the subject of catalogue houses. This is the greatest evil to our country friends. No jobber who appeals to the retail trade has any right to furnish goods to supply houses. (Applause.) This can be put to the manufacturers so that if they do not eradicate they can mitigate this evil. Even in the question of advertising prices the man who furnishes the goods has something to say. If the catalogue house can be placed in a position in which it cannot advertise cut prices there will be a reformation. To have a reformation means co-operative work. If wholesaler and retailer do not work together we cannot succeed. Heartly co-operation is necessary. The question is, is the game worth the candle? There should be but one answer. I express my opinion and the opinion of others when I say that this will succeed.

#### THE CRYING EVIL OF THE DAY.

I have felt like saying that I consider this the crying evil of the day in trade. I think every one of you thinks this the most serious menace, but there is no necessity of being discouraged. This evil can be grappled with. I have seen many evils mitigated or abolished. I am not advocating this with any malicious hostility toward catalogue houses and department stores. The department store in its general plan is here to stay. But the evils inherent in it should be removed, and I believe they can be removed. Take standard goods known by the consumers and sold under their trade name. A condition can be brought about so that these goods will not be sold at cut prices. The manufacturer of a special line can decide that his goods cannot be sold at ruinous prices. He finds that when his goods are sold to department stores, he finds that he is not selling any more of these goods than when sold to the legitimate trade, and he would rather sell his goods to small consumers than to a few men who can turn them aside a few years from now.

He was followed by D. B. Lyon, of Janney, Semple, Hill & Co., who stated that his firm was thoroughly in accord and would stand shoulder to shoulder with the Minneapolis Hardware Dealers' Association.

On motion of G. M. Evenson, of St. Peter, the convention went into executive session, during which Mr. Ladner, of St. Cloud, read the report of the Committee on Resolutions and Grievances, which concluded with the following resolution, which was adopted unanimously:

*Resolved*, That the Minnesota Retail Hardware Association do hereby express our high appreciation of the valuable services that our esteemed president, J. E. O'Brien, has put forth in our behalf during the past two years. That the ability he has manifested, the uniform courtesy extended to every member of the Association, and the untiring labors exercised in our behalf has won for him our gratitude and heartfelt thanks, and we further appreciate the work of the retiring members of the Executive Committee in assisting the president in the performance of his duties.

On motion it was suggested that the chair appoint a committee of five to confer with other State Associations to enable conference to be held during the year with associations of other Northwestern States when necessary. The motion was amended by empowering the Executive Committee to act in such cases, and was then carried.

A number of suggestions were brought forward by the delegates, which were discussed in a harmonious manner.

T. H. Caley, of Princeton, in the course of a few remarks, said that the Association needed much more money so that it could carry on its work properly, and other members, speaking with this idea in view, spoke in favor of paying higher dues. A motion was made to change the dues from \$3 to \$5, but Mr. O'Brien gave reasons, in a few brief remarks, why it was not necessary just now to raise a large fund, and opposed an increase of dues at present. The meeting adjourned at 6.00 P. M.

(Concluded on page 53.)



### Champion Germ Proof Water Filter.

The Champion Safety Lock Co., of Cleveland, Ohio, to supply the constantly increasing demand for water filters for household use, have added another filter to their large line, which consists of filters for use in households, hotels, restaurants, hospitals, on bars; and also in the manufacture of drugs, chemicals, and by bottlers. The drawback to the use and sale of faucet filters has been the necessity of removing them from the faucet to obtain unfiltered water.

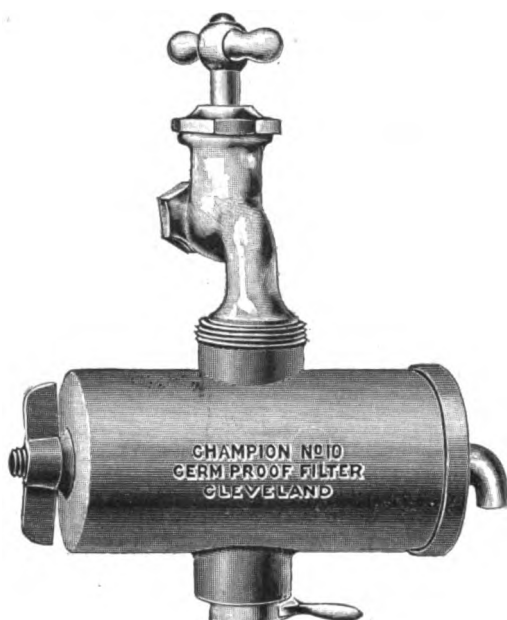


FIG. 1.

The Champion No. 10 Germ Proof Water Filter overcomes this objection by the outlet for unfiltered water at the bottom, as shown in the accompanying illustration. This outlet also permits the water which has been standing in the filter and become warm to be drawn off, and thus cool filtered water is immediately obtained. By the use of a very simple attachment, the filter can be used on a plain faucet, Fig. 2. The chain holds the filter securely and a rubber disc makes a tight joint. The filtering medium is Champion Tripoli Natural Stone Tube, having over 30 square inches of filtering surface, giving it a large filtering capacity. The filter

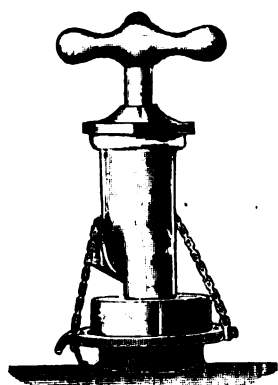


FIG. 2.

is very easily cleaned by unscrewing the thumb-nut and removing the stone, then brushing off the accumulated filth which has been extracted from the water. This filter is made of iron, thoroughly tinned, and is handsomely finished in Aluminum Enamel, giving it a clean, bright appearance. A large number of Hardware and housefurnishing dealers have added water filters to their stock, and they report a very satisfactory increase in sales, and now consider that the handling of filters is a profitable adjunct to their business. Catalogue of full line of water filters will be sent on application to the manufacturers.

### Lloyds: Of Insurance Fame.

Most of the members of Lloyds carry on business as brokers or underwriters on their own responsibility. As a corporation Lloyds assumes no financial liability for the failure of any of its members or subscribers. But it admits to membership only men of reputation and means, who must deposit a pecuniary guarantee in order to become an underwriting and non-underwriting member, an annual subscriber or an associate. An underwriting member must deposit with the Committee of Lloyds £5000 or £6000, on which he receives interest and which may be returned to him three years after he ceases to be an underwriting member. He pays an entrance fee of £4000 and an annual subscription of 20 guineas. An annual subscriber pays no entrance fee, but an annual subscription of 7 guineas; an associate member pays 5 guineas.

There were, in 1771, only seventy-nine subscribers to Lloyds. There are now nearly 1000. The subscribers in the olden time, as now, did not confine themselves to marine insurance. They were willing to take a risk on almost anything. There is still preserved at Lloyds a policy on the life of Napoleon Bonaparte for one month at a premium of 3 guineas per cent. Bank deposits are insured in Lloyds; also race horses and the lives of threatened monarchs. An odd case was the covering of a risk on a glass bed packed in twenty cases for a certain sultan. Lloyds insured the Prince of Wales jubilee stamps, guaranteeing that the issue would be successful. The voice of a prima donna has been insured. A tradesman in a London street, who has an impression that a monument may fall on his shop, has taken out a policy at the nominal premium of 2 shillings and 6 pence per cent. Gate money for cricket and football matches, animals of all sorts ashore and afloat are subjects for insurance; policies against twins is a favorite form of insurance. A well-known underwriter is said to be always ready to lay 1000 to 1 against twins. Lloyds issues insurance against burglary. Elephants are insured regularly. The life of the great Jumbo, who came to New York on a Monarch Line steamship, was insured in Lloyds for the voyage to New York. He was not insured when the life was knocked out of him by a locomotive on an American railroad, whose tracks he was crossing. A celebrated singer recently took out an insurance in Lloyds on the life of Queen Victoria. She paid a big premium on account of the age of the Queen. The reason the singer did this was not because she cared anything more than most folks for the Queen, but because her contract to sing would have been abrogated by the Queen's death, which would have plunged England into mourning and prevented the singer's appearance in opera.

There is a philanthropic side to the corporation of Lloyds. Whenever they hear through any of their vast army of agents of any deed of heroism on the deep they immediately communicate with the hero or heroine and commemorate the deed by striking off a medal which is presented to the one who has earned it. The Committee of Lloyds has a standing advertisement in *Lloyds Weekly Shipping Index*, requesting all captains who may call at British ports to communicate any information concerning any wreck or vessel in distress, or, making a long passage, to Lloyds agent at the first port of call. The value of such intelligence is great and it may be sufficient to remind captains how often such news may be the means of conveying to the wives and families of officers and crews the assurance of the safety of their husbands or fathers.

At an office on the ground floor of the Royal Exchange Lloyds answers, free of charge, all sorts of inquiries from the wives, other relatives or the sweethearts of sailors anxious about the cruise of poor Jack, or desirous of finding out where his ship may be. There is a list kept by which the whereabouts of any British vessel may be found in a twinkling. An important book is the "Captains' Register," containing the biography of more than 30,000 commanders in

the merchant service of Great Britain. Another volume not high in favor with the underwriters is called the "Black Book," in which missing and wrecked ships are recorded. Lloyds publishes what is practically a list of all the merchant vessels of the world measuring 100 tons or more. It is called "Lloyds Register of British and Foreign Shipping," and it tells all about every sea-going craft worth mentioning, giving her tonnage, dimensions and the name of her captain and owner.

When the big American Line steamship *St. Paul* ran aground in a dense fog on the Jersey beach near the lower end of Long Branch, before daylight on January 25, 1896, Capt. Clark, Lloyds agent in New York, got word of it at 4 o'clock in the morning; he cabled instantly to London, and Lloyds was in possession of the news at 8.30 A. M. The *St. Paul* had been indulging in a spurt of speed with the swift Cunarder *Campania*, which in moderate weather is nearly a knot faster than the American ship; she got far out of her course, missing the Fire Island light, and drove up on the sands of the Jersey coast. She was held in the embrace of the shelving beach for ten days. The *Campania* was also reported to have touched bottom by an observant life saver patrolling the beach. Her commander and her agents declared that this was not so, but she undoubtedly came within view of the folks along shore. In the cargo of the *St. Paul* were one and a quarter million in gold consigned to a firm in New York.

It was essential that this should be landed. Arrangements were made with the Merritt-Chapman Wrecking Company to have the stranded liner hauled off. She and her cargo, including the gold, were heavily insured. After it was found that it was going to be very difficult to float the big ship, the consignees of the gold, who needed it in their business, appealed to Capt. Clark as Lloyds agent to have it landed. It remained aboard the vessel three days; the fact of it being there rendered the underwriters liable for a heavier tax in the event of the vessel being floated. Naturally, the American Line did not make any strenuous efforts to have the bullion discharged, and just as naturally Lloyds were anxious to get it off as quickly as possible; for in the event of a storm arising and causing the destruction of the ship the gold would have added so much more to the loss of the underwriters. Capt. Clark chartered a steamer and offered to take charge of the gold and land it. Thereupon the Captain obtained a promise that the gold would be landed immediately. Thus the underwriters were relieved of the further risk and expense of floating the stranded ship. The gold was transferred to the lighter Haggerty down a sagging chute-suggestive stretch of canvas in bags, kegs and boxes. Twelve men armed with revolvers guarded the treasure as it was transferred from a pier to a truck and taken to a vault in Wall Street. The award of \$166,000 for salvage service in the case of the *St. Paul* was the largest ever obtained in an admiralty court. The *St. Paul* was aground ten days. It was said that she had not a plate bent or a rivet started. —S. A. Wood, in *Ainslee's*.

### Important Changes.

The following announcements which we have received indicate the important change recently made in the File Industry:

## Paint Prospects



This season is the paint dealer's opportunity. There will be more paint sold than ever before.



Our constant gains in S. W. P. sales show us this. We never before had so many new agents on our books nor so many gallons of paint ordered from us. Past years have shown big gains, but the percentages this year far exceed all others for the same period.

S. W. P. dealers all over the continent anticipate a big year in good paint. They are preparing to take advantage of the opportunity the good times offer.

It is not too late for you to get in line. We can make prompt shipments. We can give you advertising helps that will bring the trade your way. We can help you personally and put more spirit and "go" into the paint business than your locality ever saw before.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
TORONTO,

SAN FRANCISCO,  
KANSAS CITY.



Write 31 Michigan Street, Cleveland for the  
"B-13" illustrated booklet on our Paints and Methods.

Office of Allerton-Clarke Co., 97 Chambers Street, New York.

Our connection with the Arcade File Works as the Selling Agents for its products having ceased, we extend to all our customers who have favored us with their file trade, our thanks for their patronage, and our best wishes for their future success.

The well-known reputation of the Nicholson File Co. furnishes sufficient guaranty that all business placed in their hands will receive prompt and business-like attention, and we trust that all who have handled Arcade Files will continue to do so, feeling assured that their file interests could not be in better hands.

ALLERTON-CLARKE CO.,

March 5th, 1901.

Per C. C. CLARKE.

Office of Nicholson File Co., Providence, R. I., U. S. A.

We herewith announce that we have purchased the Arcade File Works, of Anderson, Indiana, and shall continue the manufacture of this brand of files at the works of the Company.

The product of this factory has heretofore been handled by the Allerton-Clarke Co., at their New York and Chicago stores, but under the present ownership, this arrangement will not be continued.

All orders, and inquiries for prices, and all correspondence in connection with the business of the Arcade File Works should be addressed to the Nicholson File Co., at Providence, R. I.

We shall endeavor to merit the continued patronage of all who have handled Arcade files, by our prompt, careful and courteous attention to whatever inquiries may be addressed us, and to all business placed in our hands.

NICHOLSON FILE CO.,

March 5th, 1901.

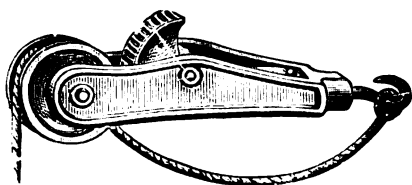
SAM'L M. NICHOLSON, Pres't.

The final test of religion is not religiousness, but love.

## NEW GOODS AND SPECIALTIES.

### American Corn and Fodder Shock Compressor.

J. B. Hughes, Greensburg, Ind., is placing on the market through the Hardware and Implement trade, the American Corn and Fodder Shock Compressor, illustrated by the cut herewith. The Compressor is claimed to be the strongest, simplest and most durable fodder pulley that has been brought to the attention of the trade. It has a plain and simple frame, not liable to break nor get out of order, and as is shown in the cut, is slightly curved to conform to

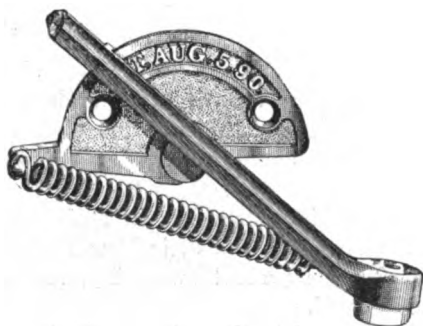


AMERICAN CORN AND FODDER SHOCK COMPRESSOR.

the shape of the shock, which keeps it in position when in use. The Compressor, having a large pulley with absolutely no friction anywhere, enables the shocks to be drawn very tight. The most important part of any compressor is claimed to be the ratchet, or clutch, which in the "American" is guaranteed not to cut or wear the rope in the least, and yet will take instant hold with security of every inch drawn. It is seven inches long, 1 x 1 1/2 inches wide, has a two-inch pulley, and when wrapped for mailing weighs one pound. It can be utilized in a number of other ways, such as carrying bundles of hay, straw or fodder, and be found very useful and handy. For a simple contrivance it is meeting with large sale, and should receive the attention of the Hardware trade.

### Brohard Door Holder.

The Brohard Co., Hutchinson and Columbia Avenues, Philadelphia, Pa., are manufacturing the Brohard Door Holder shown in the accompanying illustration, which is made of the very best malleable iron and solid bronze metal, and is claimed will not injure the floor nor tear the carpets, as the end that strikes the floor is covered with pure rubber for the express purpose of increasing the holding power of



BROHARD DOOR HOLDER.

this device. The Door Holder can be readily adjusted by any one, as it is simply fastened to the door by two wood screws, and in its operation it is extremely simple. Being attached to the door only, there is no unnecessary obstruction on the floor to catch ladies' dresses, or for any one to stumble over, which in most of the old styles of door holders was one of the objectionable features. The advantage of a device of this kind attached to a door is that it prevents unnecessary slamming, lessens liability of breaking glass, and obviates the necessity of having a wedge or

other device to perform the operation in a less successful manner. It is placed on the market finished in all the various styles to match the other Hardware of the house, from the ordinary iron japanned to the finest antique copper; or they can be furnished in any style of finish desired if a sample of the Hardware is sent by which to match it. The Door Holder is made rights and lefts, and can be placed on either side of door.

### International Automatic Sprinkler.

The International Sprinkler Co., controlled and managed by Merchant & Co., Inc., Philadelphia, Pa., have made a great success of the International Automatic Sprinkler, which is a device equally useful for private dwellings, factories, stores, office buildings or hotels. In the cellars the Sprinklers are placed over the furnace or ash pit, and in the kitchen over the range. These seem to be by investigation the greatest points of danger from which ordinary fires emanate regularly. The device is shown in the accompanying illustration, which is the "International" Head, and comprises a link composed of two thin metal sheets soldered together, which melt apart at 165 degrees. A cap shown



INTERNATIONAL AUTOMATIC SPRINKLER.

below is held in place by two levers, which in turn are held by the link of solder above referred to, which is shown on the side as the connecting link of the two levers. The top portion of the cut shows the distributor. Upon the occurrence of fire the solder link melts apart, the cap falls off, and water is forcibly expelled against the head, and from there is sprayed all over the floor and ceiling, putting the fire out automatically in the very beginning, and by the agency of the fire itself. The main offices and works of the company are at Philadelphia. They have a Southern office at Atlanta, Ga., but an application to either office for full particulars will provide the inquirer with the prices, insurance approvals, list of installments and recommendations from customers who have already made use of this greatest modern improvement.

### Bradley Steel Shelf Bracket.

Among the many improved shelf brackets which solicit the attention of the Hardware trade, there are few that possess all the merit underlying the Bradley Steel Wire Shelf Bracket, of which we give an illustration, and which is manufactured by the Atlas Mfg. Co., New Haven, Conn., and is gradually working its way throughout the entire Hardware trade, having been on the market some little time. It is much lighter than the ordinary bracket of similar importance, and is less brittle from the nature of its material, while the manufacturers claim it is stronger in consequence of its construction. The best quality of steel and wire is rendered necessary by its peculiar conformation. The bands in the



wire are severe. The U-shaped brace with the two heads at right angles is formed from a single piece of steel, and, as will be noticed, by its peculiar construction, it must be good steel that would stand the necessary drawing into shape. It will also be noticed the distribution of metal is economical,

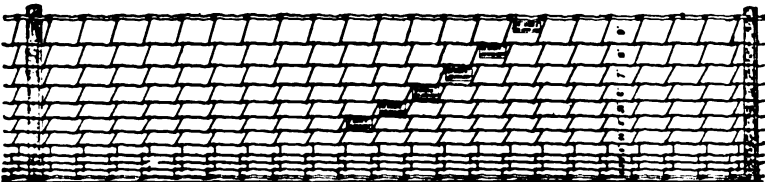


PAT. APR. 5, 1892.  
NOV. 9, 1892.  
APR. 4, 1893.  
BRADLEY STEEL SHELF BRACKET.

and this in connection with the quality used will explain why the bracket is claimed to support a weight much greater than its competitors even though its weight is so much less. The goods are well japanned, packed close, and their reduced weight make a saving in freight possible, as well as other advantages. The manufacturers will be pleased to furnish further information in regard to its merits upon application.

**Perfection Steel Crimped Wire Fence.**

The Dwiggin Co., Anderson, Ind., are the manufacturers of the Perfection Hard Steel Crimped Wire Fence shown in the illustration given herewith. This is made with zigzag brace wires, which give elasticity to the fence, and make it almost impossible for any animal to break through. The top bar is made of No. 7 wire; intermediate bars of No. 11 wire. The bottom bar is of No. 9 wire, while the stay wires, which are 12 inches apart, are made of No. 13 wire.



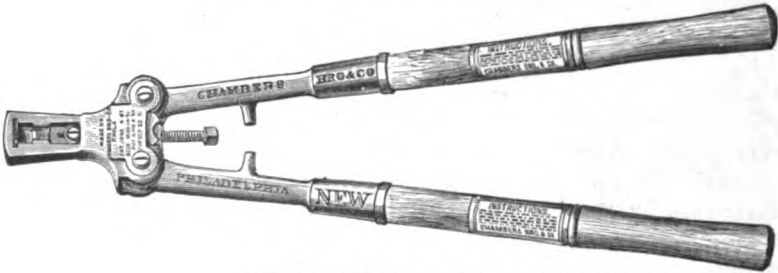
PERFECTION STEEL CRIMPED WIRE FENCE.

It is made in five styles—7, 8, 9, 10 and 11 bars, from 23 to 49 inches high.

**Chambers' Bolt and Rivet Clippers.**

Chambers Bros. Co., Philadelphia, Pa., are the manufacturers of the Bolt and Rivet Clippers, of which we give an illustration in the course of this article. These are now made from entirely new patterns, and are greatly improved over the product as it existed when first placed on the market. They are much stronger, with larger wearing sur-

faces, and more easily sharpened. They consist of a little device about the size of a pair of Smith's Tongs No. 1, for cutting off the ends of bolts and rivets on carriages, wagons, harness, etc. It is so constructed that it is claimed to cut off all the bolts on a carriage in less than one-tenth the time two men could do it in the old way, and at the same time leaving the end of the bolt so the nut in many cases can be run off and on with the fingers alone, thus proving that in the operation the thread is uninjured. They will be found useful to carriage makers, wheelwrights and blacksmiths, or manufacturers of plows, machinery, etc. Hardware dealers handling an article of this great utility need do but little more than draw the mechanic's attention to

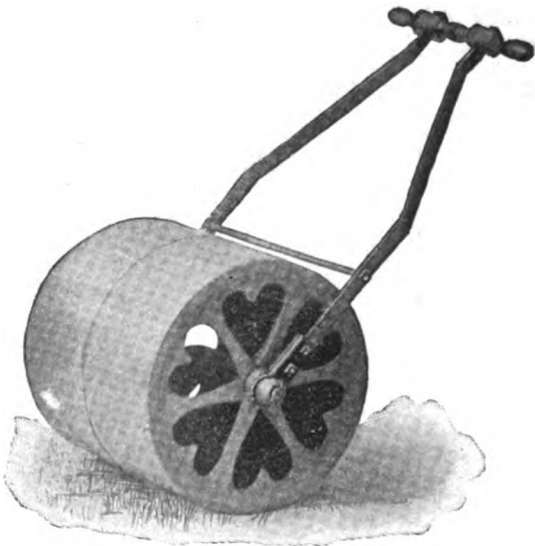


CHAMBERS' BOLT AND RIVET CLIPPERS.

it to make good sales. Harness makers have been impressed with their utility for the purpose of cutting off the ends of all mountings. This useful appliance is made in three sizes—No. 1 for 3-8 inch bolt or less; No. 2 for 1-2 inch, and No. 3 for 5-8 inch, to which a new size has been recently added, called the "Special No. 4," to cut 3-4 inch. It cuts a 3-4 inch bolt or stay, 1-8 inch above the surface of the work through which it projects, thus always leaving 1-8 inch for riveting purposes. The Regular No. 4 is made to cut flush with the work, the same as all the other sizes.

**Apex Lawn Roller.**

John W. Douglass, 61 Beekman Street, New York, whose advertisement will be found on page 60, is the manufacturer of the Apex Lawn Roller, an illustration of which we give herewith. The cut gives an illustration of the No. 4 size of this new pattern Hand Lawn Roller. It is superior to most articles of the kind now on the market,



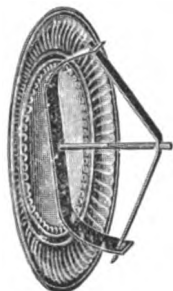
APEX LAWN ROLLER.

possessing many improvements. The faces of the sections are ground smooth. The edges of the sections are made true, so that they fit closely together, and yet are able to revolve on the axle independently. Counterpoise weights are attached to the axle, by which means the handle is always in an upright position when not in use, just as is shown in the cut. The handle is of wrought iron, well braced, and quite substantial, as is essential for the operation the machine has to undergo. The Apex Roller is made

in 13 sizes, running in weight from 150 to 650 pounds, and will be found admirably adapted for the purpose for which it is intended.

#### The "Stay In" Flue Stopper.

Stuber & Kuck, Peoria, Ill., are the manufacturers of the "Stay In" Flue Stopper, which we illustrate herewith. For a simple contrivance of this kind, it has been improved to

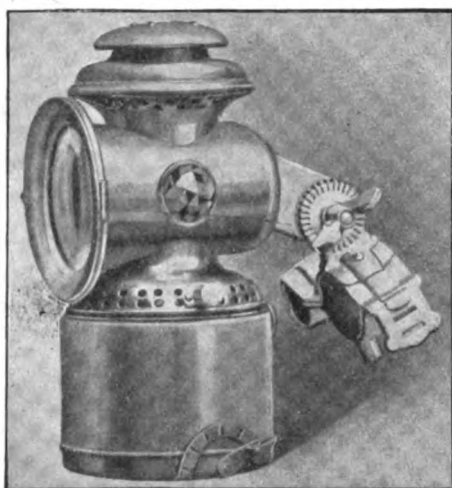


THE "STAY IN" FLUE STOPPER.

a great extent. As will be seen in the cut herewith, the elliptical-shaped irons on the tin disc are brought together in the centre by turning the screw to the right. By this means the points or outer ends of the bridge are pushed outward until they come in contact with the sides of the flue hole. At the same time the stopper is drawn firmly against the wall, making a perfectly tight job. Owing to the construction of the bridge, the greater amount of pressure brought to bear on the Stopper or disc the more firmly it adheres to the flue, and yet the Stop can at any moment be readily loosened by simply turning the screw to the left, when necessary to take it out or put it in place. The hole in the bridge is threaded, and serves as a nut for the bolt. Hence there are no nuts nor small parts to get lost or misplaced. The advantages possessed by this Flue Stopper will be readily observed when comparing it with one of the old style, which almost without exception are provided with a thin flat hoop attached to the inner face of the disc with no device for fastening it in the flue hole, while the one under review effectively stops the hole and keeps it stopped. They are made in three sizes—5, 6 and 7 inch; are brass finished with a decorated centre, and weigh 50 pounds to the gross.

#### Admiral Combination Lamp.

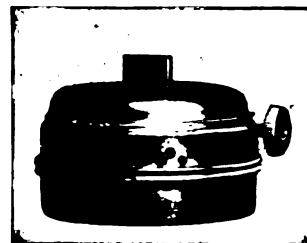
The Admiral Bicycle Lamp Co., Inc., Columbus, Ohio, have been placing on the market during the past year a Com-



ADMIRAL COMBINATION LAMP.—FIG. 1.

bination Lamp, which burns oil or gas with equal freedom. It has proven to be decidedly popular, and the demand that has been created in consequence has outgrown the capacity of the factory, the plant having been greatly enlarged since the introduction of this Lamp, fully doubling the original capacity. In the construction of this Lamp it is extremely simple, and at the same time novel enough to create comment. Out of five parts two complete lamps are made up. Three of these parts, viz., the top, the body and the chimney,

are used for both lamps. The two remaining parts form a gas generator and an oil cup. The combination idea is thus worked out by an interchange of these two reservoirs, one of which is shown in Fig. 2. The carbide chamber is surrounded by a water reservoir. Water is fed through a cone seat valve at the base of the carbide chamber, and it is claimed the gas lamp will not freeze when in use in the



ADMIRAL COMBINATION LAMP.—FIG. 2.

coldest of weather, as its method of construction keeps the lamp cooler in Summer and warmer in Winter. In either form the lamp has a very neat and attractive appearance, and when the skillful work on it is taken into account, the success with which it has been received does not seem so surprising.

#### "Home Comfort" Lawn or Porch Swing.

M. C. Henley, Richmond, Ind., is the manufacturer of the "Home Comfort" Low Down Lawn or Porch Swing, an illustration of which is given herewith. It has been very successfully introduced through the Hardware trade, filling a demand for an article of this description that would be not only light but strong, durable in its construction, compact in form and easily handled by the trade. All these requirements seem to be fulfilled in the construction of the "Home Comfort." The backs of the swings may be adjusted to any desired position, with one thrown back and foot-rest raised, and with the addition of robe and cushion it possesses all the requisites of making a most comfortable swinging couch. These swings have an adjustable foot-rest that may be placed at a proper height to suit children of any age, and in its construction it is so perfectly balanced that it is possible for the smallest child to operate it successfully. Being quite ornamental in appearance, it has become a very popular addition to the lawn or porch. As a swing, it has a swinging motion of over 2 1-2 feet, and as the side supports extend only to the seats there is nothing



"HOME COMFORT" LAWN OR PORCH SWING.

to obstruct the view or produce dizziness. It is claimed to perform its part as a swing in the most agreeable manner.

# PATENTS

Preliminary Consultation Free.

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55 Equitable Building,

BOSTON.

## N. DAKOTA RETAIL HDWE. ASSOCIATION.

The fourth annual meeting of the North Dakota Retail Hardware Association was held in the United States Court Room, Grand Forks, Wednesday and Thursday, February 20 and 21. Of all the conventions that this Association has held since its inception, this was the largest, most enthusiastic and thoroughly enjoyable. Scarcely a town of any importance in the State but what was represented by one or more delegates.

The meeting was called to order by the president, H. T. Helgesen, of Milton, who briefly expressed his pleasure at the large attendance of dealers from all over the State, and also the number of representatives of the jobbers and manufacturers who had gathered to do justice to the opportunity.

It was anticipated that Mayor Dinnie would be present to welcome the delegates, but he was unable to do so, and the address of welcome was delivered by Geo. A. Bangs, who made a brief speech of welcome, extending the thanks of the citizens of Grand Forks to those present, and expressing the wish that everything would be found agreeable to their comfort, so that their stay in the town would be an exceedingly pleasant one. President Helgesen made a fitting response, and the reading of the roll call followed, which indicated that 87 members were in attendance. The following committees were then appointed by the President:

### COMMITTEES.

Press—O. T. Ellestad, Grand Forks, N. D.; John E. Nuss.

Transportation—Hubert Harrington, Fargo; C. N. Barnes, Grand Forks.

Nominations—S. D. Bostwick, Bathgate; H. B. Allen, Jamestown; J. F. Jaberg, Sanborn.

Resolutions—W. H. Pinkerton, Lakota; H. S. Diesem, La Moure; W. A. Fox, Ardoch.

M. G. Evenson, of Valley City, had prepared an interesting paper on "Credits," which, in consequence of his unavoidable absence from the meeting, was read by W. H. Pinkerton, of Lakota, and from which we make a few extracts, as follows:

### IMPORTANCE OF THE CREDIT DEPARTMENT.

How important a part of a business the credit department is can be seen when one enters a jobbing house to ask for credit. Are we not first taken to the credit man, who wishes to know your past and present standing? Before you can get credit you must satisfy this department of your being worthy of it, and upon the credit man being satisfied of your worth a limited credit is given. If you cannot thus satisfy the credit man credit is refused; the jobber of to-day is not so anxious to sell goods that he will send them out if he feels that credit given will not be appreciated and bills paid.

\* \* \*

All merchants should look upon their business with as much pride as they do upon their own family, whose reputation they wish to remain a standard. But this cannot be done by selling to any and every one who asks credit. Learn to say no to a credit seeker, the same as you would to your child, when he asks to associate with one whom you know will hurt your child's future. The success of a business depends largely upon your ability to say no, and placing your goods in the hands of people that you know will pay for what they get.

\* \* \*

The greatest success is business success, and to succeed one must not abuse credits given by allowing the goods so gotten to go out without having the standing of a customer. The all important factor in successful business is to know to whom to extend credit, and this depends upon the many sales, which keep turning the stock, with customers who have the ability and honesty to pay for what is sold them.

\* \* \*

Don't be afraid to question a doubtful creditor. If he refuses to give you your asked for information kindly refuse

him credit. Often in the Spring of the year customers come in to arrange for a credit through the Summer; then, Mr. Merchant, is your time to act. You can dictate terms upon which credit should be given, and if you fail to get good ones the fault is all your own. The credit given should carry with it no obligation of renewal at maturity, as too frequently these obligations are looked to by the customer.

\* \* \*

Don't be afraid to tell a customer that he can have a credit to the amount of so many dollars and no more. Give him to understand that when his limit is used up he can have no more credit, and I assure you your trouble at collection time will be limited to a very few.

The reading of the paper was listened to with a great deal of attention by the delegates present, who emphasized the several points taken, by their applause, and at its conclusion a discussion followed, which was participated in by several of the delegates, among whom were: J. F. Jaberg, W. W. Jamieson, W. H. Pinkerton and Messrs. Hill and Kloster. After the discussion, the convention adjourned until afternoon.

### WEDNESDAY AFTERNOON SESSION.

At the opening of the afternoon session President Helgesen delivered his annual address, from which we make a few extracts:

This is an era of organization and co-operation in which capital, co-operation and brains are the three things that bring success to their possessors. The century that has just rolled away has carried with it as it were an old world that will live henceforth only in history.

The new century brings us into a new world in which there are new forces, new methods, new ideas, chief among which is co-operation and concentration of wealth and of effort. There is more capital among the local dealers than there is in the modern bitter organized opposition, and I believe just as much brains. The question then is, Can we form as perfect an organization, and one capable of a co-operation that will swell our united efforts into a force great enough to stem the tide that is now threatening us; or in other words, are we capable of such an organization as will successfully meet the new conditions?

\* \* \*

If every dealer in the land fully appreciated the influence on his business by these modern methods and changed conditions, and would put his shoulder to the wheel and give his loyal support and influence to a national retail Hardware dealers' association, the evils that have crept into our business in the past few years could be remedied in a few months. That a large majority of the wide awake dealers of the West fully understand the danger that is confronting them, and that they do not mean to die from inertia, is evidenced by the steady growth of the various State associations and by the successful formation of an Inter-State Association last Winter. The Inter-State Association, though less than a year old, has already dealt successfully with questions that could not have been handled by any State association, and has laid plans for the future that will be far reaching and effective.

This association is but the forerunner of the National Association, toward which we are all working, and I would recommend that our State association continue its membership in the Inter-State Association, and thereby add whatever strength and influence we possess toward establishing on a firm foundation a retail Hardware association with a broader field of action and greater powers and possibilities than can be obtained by any State association.

This was followed by the Secretary, C. N. Barnes, of Grand Forks, who presented his annual report. Among other good things he said:

My correspondence the past year has been very much greater than in previous years, due to several causes, but largely to the fact that we have prepared a souvenir programme for this meeting, which involved obtaining advertisements, etc. Also securing a sufficient quantity of papers to be read at the meeting has necessitated a large outlay of time and postage, but I trust when our financial statement is presented you will feel such an outlay was warranted.

\* \* \*

It is very discouraging to your officers to have them spend



time and money trying to further this work, and have so much of the correspondence go without attention. I have tried faithfully for the past year to obtain an accurate list of all exclusive Hardware dealers in the State. Correspondence being the only means I had in obtaining this information, I have sent our members four different lists for their correction, and it has been an exceptional case where an answer has been made. How can we succeed if better attention is not given to correspondence when replies are desired?

\* \* \* \*

While we are together to consider means and methods for the betterment of our business, I would be pleased to have a discussion as to the advisability of forming county or local organizations. It has occurred to me many times that it would bring the dealers much closer together and permit them to adjust matters with less difficulty if such organizations existed. It is true our constitution provides for something of this character, but as yet it has never been put in general practice.

The Secretary's report was followed by the reading by H. S. Diesem, of La Moure, of a paper prepared by him referring to

#### THE RELATIONSHIP AND EFFECT OF DEPARTMENT STORES UPON THE TRADE.

This we give herewith in full, as the subject is one of general discussion at all the conventions that are being held at the present time:

Department stores have not come down through centuries as a part of the commercial system of history; they are a factor brought into existence by trade evolution within the last quarter of a century.

Until recently, comparatively, commerce was carried on by a system of trade and barter; in short, reciprocity was the rule among tradesmen. But, as our financial policy has changed, and by wise and safe currency legislation our per capita circulation has been increased, all this has passed and money has become the standard by which all commercial products are measured.

Plenty of money and a dense population are two essentials to the success of a department store. Hence, it sprang into existence in the manufacturing and commercial cities, where both the above named factors existed. Upon close examination of goods and prices offered by these department stores or catalogue houses, and in studying the patrons of them, we find the reasons why the most liberal purchasers and best judges of goods do not patronize them to any great extent. To make these low prices and yet afford a margin of profit, these houses are often forced (if not a regular habit) to purchase the second grade of goods as to weight, color, quality and raw material, and of imperfect manufacture, while giving to patrons as reasons for low prices: aggregation of capital, purchase direct from factory, purchase of entire output of a certain line, or that it was made especially for them; the latter being nearest correct—the goods being made in quality to suit the price.

The idea of a department store is an attractive one; it sounds big, and so, in many of our prosperous towns of 600 to 2000 inhabitants we find firms aping the city department stores even to imitating style of name such as "Bee Hive," "The Golden Rule," "The Fair," or "City or County Supply House." It is these aping department stores that menace the retail Hardware trade.

Usually these stores make a feeble attempt to keep all the lines of goods used in their locality, striving to do the business that should be given to a half dozen or more firms representing the different lines.

Where the effort is made to handle so many lines the assortment is, and must be, limited as to quantity, quality and style, so you will find in these stores some of the lowest grades of goods made in the various lines, made to correspond to the prices obtained—cheap, cheap! If a customer is well informed as to quality of goods and knows what he wants, he usually finds it with the firm which handles that line exclusively.

North Dakota being exclusively an agricultural country, these stores exchange their wares for the produce of the farmer, and do not pay any cash for such produce, thus forcing the farmer to satisfy, largely, all his needs at these stores, where one usually finds a small corner stocked with kitchen wares and the staples in Hardware used on the farm, very often the cheapest made in the line and sold at low prices, thus using the Hardware corner to advertise them-

selves as a cheap store. Then, relying on some other lines on which the customer cannot keep so well posted, they will there recoup themselves on their lack and loss of profit in their Hardware department. Such stores are enemies, and a menace to the Hardware trade.

The Hardware store has but one line in which to deal, and to keep a constant trade, insure satisfaction to his patrons, and preserve his own honor, the dealer, having only the one line, must have it—the best!

The best cannot be obtained with little money, and at the start the expenditure is much heavier to the exclusive Hardware dealer; with the department or general merchant the Hardware corner is only a secondary consideration, and he devotes very little time or money to it, except as an advertising medium. The regular dealer must carry on his shelves a large assortment of expensive goods, and many little things necessary to the business which are slow sale; the interest on the investment being an item of expense avoided by the general merchant, as he only invests in staples, and the cheapest at that. With him the cheaper grades will sell in exchange for farm produce and the purchaser has no option.

Then, too, many patrons judge goods only by general resemblance and do not distinguish the difference in quality by seeing articles on opposite sides of the street, or seeing them in different stores. Often a specific brand of goods, known to be handled by the Hardware dealer, is selected by these piratical merchants, bought and put on the market at cost, and the patron's attention called to the price and comparison made with that which the Hardware dealer asks, simply to impress the patron that his store is the best at which to trade. Often goods similar in looks but widely different in quality are made to play the same role.

In trading of produce for goods the patron may desire a half dozen articles in Hardware. He is able to get all at the general store with the exception of one or two—possibly only trifling things, but necessary. He then comes to the legitimate dealer in the line for them. Thus the Hardware dealer gets but a very small per cent. of this trade and simply supplies what is lacking in the store where he traded his produce. The place of "substitute" is one not often sought and is not pleasant. Those of you who have never sold Hardware in competition with two or three dry goods annexes do not know the "real thing."

Competition with the jobber. Now who is to blame for this competition? The accomplice is as blamable as the chief actor. Thus the wholesale Hardware dealer is sometimes our competitor. He sends out his salesmen with instructions to sell to the retail Hardware dealer, if possible; if not, to the general merchant, in towns which have legitimate Hardware dealers. They do so. And indirectly and unwittingly destroy their own trade. I have known them to sell to Hardware dealers and then go and sell the same goods to the general stores. This is freebooting in trade.

Now if we, as a retail association, cannot remedy this, what are we here for? In union there is strength, and if the power is properly applied much may be accomplished. If the component parts of this association work in harmony, whenever opportunity presents itself, some of the barnacles of the Hardware trade can be removed, and much of this illegitimate and unfair competition may be stamped out. The remedy lies with the association.

A discussion of considerable length was participated in by the members after the reading of Mr. Diesem's paper, and the delegates were joined also by the visiting jobbers and representatives of the several manufacturing companies who were present. All desired to assist in the free discussion of everything connected with this important matter. Among those who participated in the debate may be mentioned the following: R. A. Kirk, of Farwell, Ozmun, Kirk & Co., St. Paul, Minn., made the principal address, and was followed by Chas. Wells, National Lead Co.; Jos. Henry, C. W. Hackett Hardware Co., St. Paul; A. J. Smith, C. W. Hackett Hardware Co.; E. H. Stranahan, Janney, Semple, Hill & Co., Minneapolis; F. F. Bolton, Marshall-Wells Hardware Co., Duluth; H. S. Wakefield, Minnesota Linseed Oil Co., Minneapolis; V. R. Benham, Northwestern Star Oil Co., Minneapolis; Frank Wolfe, Steam Fitters' and Plumbers' Supply Co., Minneapolis; A. D. Baughman, Janney, Semple, Hill & Co., Minneapolis; L. M. Turnbull, Cribben-Sexton Co., Chicago; Chas. Bell, C. W. Hackett Hardware Co., St. Paul; J. H. Heightman, Marshall-Wells Hardware Co., Duluth; T. J. Duffy, Jr., Black & Germer, Erie, Pa.; W. P.

Hartman, E. C. Atkins & Co., Indianapolis, Ind.; C. J. Joesting, Joesting & Schilling, St. Paul; S. H. Stewart, Sherwin-Williams Co., Cleveland; Allen Kirkpatrick, Patterson-Sargeant Co., Cleveland; A. E. Kent, Rathbone, Sard & Co., Aurora, Ill.

J. F. Jaberg, of Sanborn, then read a paper on

#### STORE CHARACTER,

from which we make several extracts, which proved an interesting one to the members present:

No doubt many of you may differ with me and say a store has no "character," but, for the sake of argument, let us assume that a store has character, the same as its proprietor and clerks have. It is something upon which the personality of the proprietor and salesmen have great influence and effect. You will remember Christ said, "By their fruits ye shall know them." Hence proprietors and clerks are usually judged by their store. You all know what a pleasure it is to go into a store and at once feel as you cross the threshold that pleasant sensation which we call feeling "at home." You also know what it is to go into a store and immediately realize from the reception you receive at the hands of the proprietor or clerks that you are an intruder, and must at once make your wants known and get out again.

#### WHERE THE CUSTOMER WILL BUY.

All stores usually partake of one or the other of these two "general characters." Hence it need hardly be said that the store in which a customer feels most "at home" is where he will do his buying. Now the store in which one feels most at home is not a dingy and uninviting place, where the last invoice of goods to arrive has only been partly unpacked, with boxes and box covers on the floor and counters, and straw and sawdust scattered over everything, nor where the accumulation of dust and dirt has gathered for weeks, minus, of course, the little which has been daily removed from the top with the broom.

#### OBJECTIONABLE CHARACTERISTICS.

Neither is it the store where goods are kept in an untidy fashion, without any systematic attempt at display. Nor is it when idle men and boys are encouraged to loaf or spend their leisure hour for a social smoke or to talk politics, or perhaps to debate subjects which would call forth language which might become very embarrassing should a customer, especially a lady, happen in. Again, it is not the store where proprietor and clerks are indifferent to their duties or seemingly unwilling to take the trouble to display and show their goods to the best advantage, or who continually endeavor to persuade their customer that he or she does not know what they want. Above all, it is not the store where proprietor or manager does not continually keep a watchful eye on his store and salesmen, sees that everything is kept clean, neat and tidy, and where he himself is not always on hand during business hours to give pleasant personal attention to his customers.

#### WHERE THE CUSTOMER FEELS AT HOME.

The store in which customers feel most at home is rather where you greet them pleasantly and cordially as they come in, and when you have ascertained their wants show them the goods called for, fully explaining to them the size and quality of the article.

\* \* \* \*

We cannot all have fine stores with the latest, finest and most expensive fixtures, such as counters, shelving, sample boxes and fine plate glass show windows in which to make displays; but we can all keep our stores clean and tidy and our goods arranged in as attractive a manner as circumstances will permit. Every article should be in its proper place where we can lay our hands on it at a moment's notice, and at all times know whether we have such and such articles in stock when called for.

\* \* \* \*

When our stores acquire a reputation for pleasant and honest dealings we will find it worth more to us than any other assets, and will bring us annually new customers and many sales which would otherwise find their way elsewhere.

A paper was then read by E. C. Pratt, of the *Hardware Trade* of Minneapolis, on "Originality in Business." The members gave close attention to the reading of this important paper, as it proved to be one of the most interesting of those presented to them. We hope to give this special prominence

at a later date as it gives every evidence of careful preparation and of earnest sympathy with the subject.

#### THURSDAY MORNING SESSION.

After convening, among the first business brought forward for the consideration of the delegates was the reading of the report from President Miller having reference to the work of the past year of the Inter-State Association. The report was received with interest, and the members were well pleased with the work accomplished, feeling confident that great good would prove to be the important results of the future. It was unanimously decided that the North Dakota Association should continue a member of the Inter-State Association, and President Helgesen was selected to represent the Association at the next Inter-State meeting in Chicago, C. N. Barnes being selected to serve as alternate.

#### TREASURER'S REPORT.

Treasurer H. N. Joy being prevented from being present by illness, his report was read by the Secretary, and the purport of it was that the Association was in the most superb financial condition since its organization.

#### ELECTION OF OFFICERS.

The Committee on Nominations made the following report, which was unanimously accepted:

President,  
H. T. Helgesen, Milton.  
Vice-President,  
H. N. Joy, Hamilton.  
Treasurer,  
W. H. Pinkerton, Lakota.  
Secretary,  
C. N. Barnes, Grand Forks.  
Executive Committee:

H. Harrington, Fargo, three years.  
W. W. Jamieson, Wahpeton, three years.

#### QUESTION BOX.

The "Question Box" was the next important thing on the programme, and as usual a number of questions were taken up and discussed from the collection usually formed under these auspices. This was followed by W. A. Fox, of Ardoch, who read an interesting paper on "Co-Operation." We give herewith several extracts:

"In unity there is strength." No man is mighty enough to stand alone. Some there are who may consider themselves the keystone of the structure, but from this, some time or other, the supporting columns will be removed. Practical co-operation is what a man in business requires at all times, and a short review of the proposition may be convincing.

The producer of raw material is limited to the market afforded him by the manufacturer, who in turn seeks to place his goods with the actual consumer, through the medium of the jobber or retailer. Thus we find first one and then the other depends upon his brother in business further along the line toward the goal of final consumption. We, as retailers, are directly in touch with the two great and important factors in the distribution of goods, viz: The manufacturer or the jobber, and the consumer. Our relation to the former is practically the same as the relation of the latter to ourselves. There should be a well defined code of integrity existing between all parties concerned, but joined by \* \* \* \*.

\* \* \* \*

The traveling salesman is quite an important factor in sustaining pleasant and co-operative relations between his house and its customers. He is directly in touch with the latter, knows their wants almost from day to day, and, usually a good judge of human nature and things in general, can tell at a glance whether the business is being conducted along profitable lines. He knows from the appearance of the store and condition of the stock whether the proprietor is progressive, up to date in his methods and worthy of confidence in financial matters pertaining to his employer.

\* \* \* \*

Business men everywhere, but more especially in the smaller towns, can and should be of mutual assistance to one another in many ways. Let every one speak well of his neighbor, even though he be a competitor. If he is not right people will discover the fact without you being the informant.

Keep your town before the public. You cannot transact business with people unless they come to town. When they do come use them right and they will come again. Be public spirited, even though it may cost a dollar occasionally; you cannot expect something for nothing all the time.

The usual resolutions embodying the thanks of the convention for the hospitality extended to the officers and members of the Association by the citizens of Grand Forks, and for the presence with them of the traveling representatives of the many manufacturers and jobbing houses with whom they do business were adopted unanimously.

The place for holding the next annual meeting was brought up for the consideration of the convention, and it was after discussion referred to the judgment of the Executive Committee, which seems to be the popular method of handling this matter with most of the conventions this year.

Brief addresses of a general character by the members present followed, after which the meeting adjourned *sine die*.

The hospitable programme arranged by the citizens of Grand Forks included as a special feature a banquet given to the delegates on Wednesday evening at the K. P. Hall. Invitations had been issued to all the members, and an exceedingly interesting programme was rendered, which was participated in by the members present with considerable fervor and enjoyment. An elaborate menu was served, and in response to the call of the toastmaster a number of impromptu speeches were delivered by those present. It was after midnight before the affair came to a close, and the guests turned their faces homeward with their hearts full of thankfulness for the generous hospitality and appreciative kindness shown by the citizens of Grand Forks in everything connected with the convention.

### Hardware In Ancient Rome.

Although it is generally acknowledged that Rome had before the Christian era a higher state of civilization than that possessed by the majority of cities of the nineteenth century, it is strange to note the familiar likeness between the common objects of everyday life in the remote period referred to and the times in which we live, remarks a writer in *Hardwareman*. There is a link connecting the prosaic present and the remote heroic past, even in the common articles of husbandry and domestic life. Some of the Hardware used by the ancient Roman may be cited as a case in point, and, as our references are taken from the works of the Roman satirists—Juvenal, Persius, Lucilius, Horace and the rest of the immortals of that age—no exception can be taken to the reliable source of our information.

It would make too large a demand upon our space to give chapter and verse for each reference we quote from the works of the Roman satirists to the Hardware commonly in use in their time, but the curious reader may find them all in Bohn's Classical Library volume on the subject, edited by Evans and Giffard.

We read of the "nimble knife" for carving purposes; the "knife of the bandit," which was doubtless of some special make; and one Roman matron, declaiming the absence of a single ounce of ivory in her house, laments that "the very handles of her knives are of bone."

Another product interesting to Sheffield was in strong evidence among the citizens of ancient Rome. One hero extols the razor under which his beard grew exuberant sounded, or, as Hodgson paraphrases the line:

"Who reaped my manly chin's resounding field."

The term "a long razor's edge" would seem to imply that razors were larger implements than those in modern use. But where were these ancient razors made? If not in Rome itself probably in Damascus, famous for its steel works and its famous swords, bearing the inscription:

"Never drawn without the utmost need,  
Never sheathed without the utmost honor."

A reference in Juvenal to ploughs, this old world imple-

ment of husbandry, has additional interest, from the fact that it discloses the origin of a political phrase very popular a few years ago:

"Ploughing the sands."

The quotation from Juvenal is: "Yet still we ply our task, and draw furrows in the profitless dust, and keep turning up the seashore with a sterile plough."

The *culina* or portable kitchen of the Romans was a double-celled chafing dish, with a fire below to keep the "dole" warm. This culinary implement is still in common use among the Italian peasants. Fifty years ago the production of "chafing dishes" was an important branch of manufacture in Willenhall. But with the modern developments in grates and stoves, the chafing dish is no longer a prime necessity. The gridiron has largely superseded it in cottage homes, and gas stoves and "cookers" have worked, and are still working, a greater revolution in the kitchens of the better class houses, a fact to which the up-to-date iron foundries of Birmingham or elsewhere can bear abundant witness.

With all its ancient splendor and magnificence, we do not read that Imperial Rome knew the luxuries of electric lighting, or even of incandescent gas. Nor were its oil lamps free from odors the reverse of sweet. A teacher was warned not to lose his whole reward for having smelt as many lamps as there were boys standing around him. Among the lower class of the Jews of Rome, when Herod's day was celebrated, "the lamps arranged on the greasy window sill disgorged their unctuous smoke."

Where were made the axes of ancient Rome? They were not forged on the anvil of any true son of Vulcan, or sharpened on the stone which ground the swords of Damascus and Toledo. Else why such references as these?—"A bungling senseless axe"; "the blunted axe"; "the sluggard axe," with many others, all indicating that the axe of the period was not noted for the sharpness of its edge.

There would appear to have been in ancient Rome an institution answering to our modern safe deposit companies, for we learn that while the public treasure was kept in the temple of Saturn, private individuals had their money in strong boxes, deposited in the "Forum Augusti." The nearest approach to the modern iron safe would seem to be

"—— the brass-bound chest  
In watchful Castor's temple."

Whether of the "tower" or the "barrel" kind we do not know, but the old Romans certainly had their door bolts. Lucilius, whose "fragments" only are preserved, says of a lover, seeking a forcible entrance to his lady's bower: "You might not be able to shake out the door peg with your hand, or even force out the bar with a wedge."

Juvenal praises the primæval smiths who upon the anvil "hammered out nought save rakes and tools, and wearied out with mattocks and ploughshares, knew not the art of manufacturing swords."

The bronze statue of Great Sejanus was smashed to atoms and the fragments converted into ignoble use, for out of them were fashioned "pitchers, basons, frying-pans and platters." Badham paraphrases the incident in the lines:

"And from the stride of these colossal legs  
You buy the useful pans that fry your eggs."

Shakespeare may have had this in mind when in "Hamlet" he exclaims:

"To what base uses we may return, Horatio."

Among other references are the needle (of Tyrian make), the bucket, the buckle, the steelyard, the sieve, hob-nails and dumbbells, all of which, with many more Hardware products, were as common in the days of the Cæsars as they are in the happier times of Queen Victoria.

"Yes, they tried to live on bread and cheese and kisses."

"Didn't it work?"

"No; she made the bread and George furnished the Roquefort, and after that nobody wanted any kisses."—*Ex.*



## INDIANA RETAIL HDWE. ASSOCIATION.

The second annual convention of the Indiana Retail Hardware Dealers' Association was held at the Grand Hotel, Indianapolis, on Tuesday and Wednesday, February 19 and 20. It was an exceedingly successful affair, and was very largely attended, nearly 200 delegates being present.

### TUESDAY AFTERNOON SESSION.

Instead of convening at 10 o'clock in the morning, as was anticipated, it was an hour or more after noon before the convention responded to the roll call. The address of welcome was delivered by Assistant City Attorney Bell, who represented Mayor Taggart, as His Honor was traveling in Mexico. W. H. Weed, of Vincennes, president of the Association, made an appropriate response.

An executive session was held for an hour, and the convention proper as far as outsiders were concerned opened late in the afternoon.

After the minutes of the last convention were read and approved, the President appointed the following committees:

### COMMITTEE ON CREDENTIALS.

I. A. Sibley, South Bend.  
H. T. Trueblood, Washington.  
C. B. Frame, North Manchester.

### COMMITTEE ON RESOLUTIONS.

W. P. Lewis, New Albany.  
E. M. Bush, Evansville.  
W. A. Shipley, Lafayette.

### THE PRESS.

A. H. Birkett, Gosport.  
M. L. Lewis, Marion.  
Jas. L. Fulton, Portland.

### PRESIDENT WEED'S ADDRESS.

This was followed by the delivery of the annual address by President Weed, which was a very capable one. He said in part:

We have organized this association with the hope of remedying such evils, and it is the opinion of at least many jobbers, and they have given out such impressions to their salesmen, that we will not succeed because of the lack of concerted action. Have you given this matter your serious thought? Are you prepared to drop the friendship of and withdraw patronage from a jobber and his traveler, whose relations have always been pleasant with you? Gentlemen, this is where concerted action will win; without it we lose. The most trying part of each individual is to be firm enough to cast aside his old friend and stand by his association. I presume many of you wonder why this or that grievance has not been aired, and no doubt one of the very best reasons is that we fear there will be a lack of this necessary concerted action.

\* \* \* \*

I have had a grievance since the very beginning of this organization, but have delayed action, for it is better to be abused than to fail in what we undertake. No doubt many of our brother dealers, who have not yet joined us think this a spasmodic wave going over the country, which will soon die; but I cannot agree with them. I believe it is the foundation stone of better relations to be brought about with the jobbers and manufacturers. Right is might and will prevail.

### SECRETARY COREY'S REPORT.

This was followed by the reading of the secretary's report, which was as usual an extremely important one, covering the amount of work which falls to the secretary's lot during the year, which was fully explained for the benefit of the members present. As it referred principally to executive business, we are limited in the extracts we make from the same.

I found several complaints, but not as many as expected.

In one town dealers would complain because jobbers visited blacksmiths; in the next the dealers would not even carry a stock of iron, horseshoes or supplies of any kind, and said they did not want this trade at all. Some dealers objected to jobbers visiting the factories; others thought it could not be prevented and said they went after and secured what they wanted in this line, but were sometimes compelled to sell without profit. The jobbers who give the most trouble in this line are those who do a wholesale and retail business, selling very little to retail dealers. The business of the small department and racket stores seems on the decline, but all acknowledge the catalogue houses were cutting off a certain amount of trade, and strongly objected to their manner of using standard specialties of our line as baits and their unprincipled methods employed in going after business.

\* \* \* \*

It seems the general opinion among dealers that manufacturers should give us some protection, either in specifying a price they shall catalogue goods at that will afford us a margin, sell them at same price they do us or not sell them at all. The manufacturer or jobber that will not co-operate with us on this line is not a friend and not entitled to the good will and patronage of the trade. This question has been pretty thoroughly canvassed in conventions and trade papers, but no action has ever been taken that has affected the general conditions.

\* \* \* \*

Our future will depend upon two things—harmony and strength. A large loyal membership will insure the latter, but without harmony in our business relations and a certain amount of confidence in our competitors we fail to receive the full amount of benefit that our organization promises.

Another thing I would urge upon our members. That they keep more in touch with our association work. If anything occurs that you think will be of interest, write the secretary about it. Give him the benefit of ideas that may strike you as important. Don't expect the officers to notice everything and do all the work. Be alive. If each member present will do this, watch in their several localities, report promptly and often, the benefits and usefulness of our association will be increased many fold.

The President then appointed a committee, consisting of W. H. Eluere, T. M. Layne and C. F. Boonshot, to audit the reports of the Secretary and Treasurer.

J. W. Shidler, of South Bend, then read the following paper entitled

### "CATALOGUE HOUSE COMPETITION."

speaking in part as follows:

If, 30 years ago, 150 of the best Hardwaremen of this great State had congregated at the metropolis, it would not have been to listen to the discussion of the perplexing questions which confront us to-day.

The wider distribution of the newspaper and other mediums of advertising have informed the people of the existence of the catalogue house. The increased facilities for transportation, whereby every rural district is brought more closely in touch with the cities, together with the reduced expense of transportation and postage, have made possible the success of the catalogue house, and with the proposed Pettigrew Parcels Post bill a law, catalogue house competition will be more keenly felt.

It is not the amount of goods sold in our respective territories which antagonizes the dealer so much as the methods used in securing business. Their catalogues distributed over the country naming prices at or below cost on certain brands that we have made standard by constant advertising and pushing leads the average citizen to consider our prices exorbitant, not knowing of the many staples we are selling at or below actual cost wholly for his accommodation.

\* \* \* \*

The writer had occasion to compete with one of the largest catalogue houses in Chicago on a blacksmith's outfit. We invited the prospective purchaser to bring his list of goods and catalogue and allow us to make him a price before sending away. He did so, and in going over the list we were able to substitute a number of articles which cost less, but

being able to show the goods, they were satisfactory, and we made the sale, the bill amounting to \$152, giving us a profit of \$16. We realize that this was not enough profit for the kind of goods, but we also had in mind his business in the future, which has proved very satisfactory and profitable. Not only have we retained him as a constant customer, but through his influence have secured as customers several other patrons of catalogue houses.

\* \* \* \*

Let us take advantage of every opportunity to become familiar with the catalogue house methods of doing business, and when visiting the cities remain a day longer and spend the time in looking through their stocks, noting the grades of goods for a comparison with our own stocks, also the quantities, in order to satisfy ourselves as to the lines on which they make their profits. This will enable us to talk more intelligently to our customers regarding the quality of goods and make our arguments much more convincing, having seen the competitor's lines.

He was followed by J. P. Kelly, of the Kelly Axe Mfg. Co., of Alexandria, who was introduced by the President in order to make a short address giving the assurance to the dealers present of the hearty co-operation with all their aims and views participated in by the company he represents.

#### WEDNESDAY MORNING SESSION.

E. W. Clark, of E. C. Atkins & Co., Indianapolis, read an address on

"THE ALLIED INTERESTS OF MANUFACTURERS AND DEALERS," which was listened to attentively by the delegates, and proved to be extremely interesting. Among other things he said:

Civilization has indeed wrought wonderful changes, but in nothing has its influence been shown more than in our magnificent system of commerce and business. Manufacturers and dealers are both necessary in our present state of high development, as they are an integral element of our vast social system.

The manufacturer seeks the hidden treasures of the earth and with brains, ingenuity and labor changes the useless to the useful. He digs down into the soil, extracting that which nature has so bountifully provided for us, and by endless processes of labor, with the assistance of machinery, makes articles that are necessary for our comfort. Every article finished by a factory means employment of labor. The crude material must be obtained by work and knowledge. It must be transported by some method, so that from the raw material to the finished product an endless variety of work is employed that escapes our observation. The men thus employed must be fed, clothed, etc., and other laborers must supply their necessities and luxuries, so that the beneficial results of factories are far reaching.

#### MANUFACTURER DEPENDENT ON DEALER.

Admitting this, he is, however, only one part of our vast commercial organization. His wares must be sold to the user, and you are as necessary for his prosperity as he is to you. Without you he would be like the ancients, selling his wares in limited quantities. He needs you as much as he requires the transportation companies or, I might say, even more. He could not explain the merits of his goods to every consumer in this great land of ours. You do this for him and are naturally his great ally.

\* \* \* \*

I wish to reiterate all that I said at your last meeting by stating that we will continue to refuse to sell department stores and catalogue houses and will at all times protect you as far as we can. We feel that your prosperity is so closely woven into our own that our efforts will always be directed to promoting better conditions in our trade relations. We know you will fully appreciate whatever we do in this direction, as you should and do patronize those manufacturers who strive to make your business profitable.

He was followed by W. P. Lewis, of New Albany, who delivered a paper on the subject of

#### "OUR ASSOCIATION,"

which was a carefully prepared address, outlining the programme originally laid out by the Association, under which the co-operation of the dealers was solicited, and showing what success the efforts of the members had achieved. Mr. Lewis vigorously condemned the practice of jobbers selling small orders to individuals. It is intended his paper shall be furnished in pamphlet form, and placed in the hands of every

Hardware dealer in Indiana. Among some of the ideas with which it was studded, we give the following:

We never shall rest till every eligible Hardwareman in the State becomes a member of this association. We should divide the State Congressionally. The president and Executive Committee should appoint a chairman for each district. This chairman should know every Hardwareman in his district, and to this chairman every item and circumstance should be reported. In this way we could garrison the State from the lake to the river. We can keep in touch with every current and eddy of trade. This district chairman should keep accurate records of all his correspondence and the replies thereto. If he fails to terminate satisfactorily any given case the same should at once be referred to the State Secretary. Annually this chairman should report to our convention.

We stand in the open door of a new century. The wonderful development of material forces during the nineteenth stagger the mind. The suggestions of improvement during the twentieth collapse the imagination. But our advancement is gravely faulty unless corresponding betterment is shown in commercial ethics. The declaration that might makes right as a theory has few indorsements, but as an expression of man's relation to his fellows in practical life it has many exemplars. If then there are those who with careless disregard ignore rational and friendly requests, we belie our manhood if we do less than stand ready to meet might with might, friendliness with friendliness, peace with peace. We indulge the hope that the century will still be young when, through the influence of our State and national organization, that happy condition shall appear in which man's humanity to man shall make countless thousands glad.

The president then appointed a committee to recommend candidates for president, vice-president and secretary. The committee consisted of E. M. Bush, of Evansville; C. B. Frame, of North Manchester; C. A. Ellis, of Carlisle, J. C. Shanklin, of Frankfort and J. C. Comstock, of Thorntown.

#### MUTUAL FIRE INSURANCE.

A discussion was then taken up having reference to fire insurance and the advisability of the members of the Association organizing a Mutual Insurance Co. It was stated by Secretary Corey that this matter had been deemed of sufficient importance to be taken up by several other associations, and has proven a great success. It was ascertained by a vote of those present that the number of members who had sustained losses by fire was 24; losses in the last five years, \$13; losses in excess of \$1,000, 6; losses in excess of \$2,000, 4. The Secretary also remarked that in Minnesota the lumbermen had an insurance organization, a very successful one, and he thought the Hardwaremen ought to succeed better, as their stock was conceded to be much more desirable as a risk, and was generally located in the best buildings in the locality. A general discussion followed on this subject, which was concluded by a motion being made and carried that the matter be referred to a committee to report later upon the advisability of the scheme. It was also, on motion, adopted that the committee look into the insurance question, and be empowered to employ legal counsel at the expense of the Association, it having been understood that it was difficult to establish an insurance organization in the State of Indiana, as it was believed to be necessary to have \$100,000 in premiums on deposit before a charter could be had. Mr. Sibley sagely remarked that it seemed to him to be a question in his mind whether the members were not trying to accomplish with the insurance agent just what the jobber was trying to accomplish with the Hardware dealer.

#### WEDNESDAY AFTERNOON SESSION

After the treasurer's report had been read, Mr. Bush moved that the secretary of the Association be allowed a salary of \$150 a year, and that the Association pay his traveling expenses when he is on the road soliciting new members, subject to the approval of the executive committee. This motion was carried.

Fred. H. Cozzens, secretary of the Inter-State Association, then addressed the convention in a very able speech on the catalogue house question.

## ELECTION OF OFFICERS.

The committee on nominations presented the following names for election to office: President, W. P. Lewis, New Albany; vice-president, James L. Fulton, Portland; secretary and treasurer, M. L. Corey, Argos. All of these gentlemen were duly elected by acclamation.

Mr. Lewis, the newly-elected president, made a brief address thanking the Association for the high honor conferred upon him, and assuring them of his highest ambition being to make the work entirely successful in its character, for which purpose he asked the co-operation of all the members present, feeling confident that he should need their entire support.

I. A. Sibley, of South Bend, and W. P. Lewis, of New Albany, were elected delegates to the meeting of the Inter-State Association, held in Chicago on March 6th, and W. H. Weed, of Vincennes, and M. L. Corey, of Argos, were elected alternates.

W. H. Weed the retiring president, made a speech thanking the Association, and offering his best wishes for all the delegates as well as to his successor.

An invitation was extended to a number of those present who desired to subscribe for honorary membership in the Inter-State Association, the funds raised in this manner being appropriated toward the expense of that Association, as their revenue at present was insufficient. Several of the members present subscribed \$5 each.

It was voted upon and agreed that the next meeting of the Association be held in Indianapolis, and the rules were suspended so that the date of the next meeting may be left to the executive committee.

The auditing committee then made the report that having examined the report of the secretary and treasurer, the accounts were found correct. It was on motion agreed that all unfinished business be left to the executive committee with full power to act. The meeting then adjourned.

The Executive Committee, consisting of Messrs. Weed, Bush, Sibley, Lewis and Corey, convened in extra session on Thursday morning, at which it was decided that the treasurer should give a bond of \$1,000. It was also resolved that in the future the Association as a body will not accept entertainment from any association where any expense is attached. The secretary was instructed to tender a vote of thanks to the jobbers and manufacturers of Indianapolis for the hospitable entertainment provided on Tuesday evening. A resolution was passed making it essential that manufacturers who desire the support of the retail dealer should have some distinguishing mark upon their product whereby their goods can be traced. A number of other business matters were brought before the committee, which were calculated to be acted upon at a later date, after which the committee adjourned subject to the call of the president.

Among those in attendance at the convention were:

C. E. Swain, representing Chandler & Taylor; G. W. Coonse, of Comstock & Coonse; W. F. Singer, of Fairbanks, Morse & Co.; Geo. Alig and W. W. Clayton, of the Home Stove Co.; P. M. Hildebrand, C. Wayne and A. W. Rose, of the Indianapolis Hardware Co.; I. S. Gordon and E. A. Hendrickson, of the Indianapolis Saddlery Co.; W. J. Brown, of the Indianapolis Stove Co.; Jas. P. Kelly, of the Kelly Axe Mfg. Co.; T. B. Laycock, of T. B. Laycock Mfg. Co.; J. T. Layman and S. C. Carey, of Layman & Carey Co.; Ewald Over and D. M. Parry, of the Parry Mfg. Co.; R. L. Dorsey, of Tucker & Dorsey Mfg. Co.; A. W. Cobb, of Udell Works; C. Van Camp, A. E. Caldwell, Riley Hunt, H. Lockmiller, R. Van Camp, Joseph Beck, E. H. Albright, Geo. Drury, W. B. Somes, S. G. Van Camp, W. F. Fugate, Jas. T. Anderson, H. C. Thompson and T. A. Horan, of Van Camp Hardware & Iron Co.; George Vonnegut of Vonnegut Hardware Co.; C. W. Mayer, of Crucible Steel Co., and many others.

E. C. Atkins & Co., of Indianapolis, distributed handsome

badges to each member; also a souvenir in the shape of a miniature Cross Cut from which suspended a four-leaf clover with the addresses of their four branches engraved thereon. This firm were represented by H. C. Atkins, S. C. Gardner, E. W. Clark and F. Wells.

## THE BANQUET.

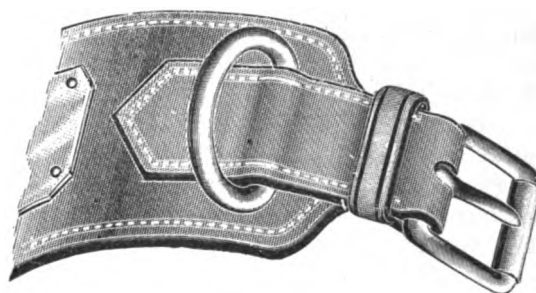
On Tuesday evening the members of the Association were tendered a banquet by the manufacturers and jobbers of the city, which took place at the Columbia Club. The hall is a commodious one, and was decorated with a great deal of taste, and the entire affair was one of the most enjoyable functions of the kind that the Association had ever experienced. Among the Indianapolis houses which united in the invitation to the visiting merchants were the following:

American Buncher Company, E. C. Atkins & Co., Aultman, Miller & Co., W. B. Barry Saw & Supply Co., A. Burdsal Co., Capital Paper Co., Central Rubber & Supply Co., Chandler & Taylor, Comstock & Coonse, H. T. Conde Implement Co., John Deere & Co., Deering Harvester Co., Fairbanks, Morse & Co., Hide, Leather & Belting Co., Holliday & Wyon, W. J. Holliday & Co., Hollweg & Reese, Home Stove Co., Indianapolis Hardware Co., Indianapolis Saddlery Co., Indianapolis Stove Co., Janesville Machine Co., Kelly Axe Mfg. Co., A. Kiefer Drug Co., Knight & Jillson Co., T. B. Laycock Mfg. Co., Layman & Carey Co., McCormick Harvesting Machine Co., Charles Mayer & Co., Milwaukee Harvester Co., Ewald Over, Parry Mfg. Co., Chas. D. Pearson & Co., Daniel Stewart Co., Tanner & Sullivan, Taylor & Smith, Tucker & Dorsey Mfg. Co. Udell Works, Union Selling Co., Van Camp Hardware & Iron Co., Vonnegut Hardware Co. and Warder, Bushnell & Glessner Co.

Hon. John B. Cockrum acted as toastmaster, and responses were made to the following toasts: "Indianapolis as a Jobbing Centre," I. S. Gordon; "Indiana as a Manufacturing State," D. M. Parry; "Our Friends the Dealers," Senator James T. Layman; "Our Friends the Jobbers," W. H. Weed; "Our Association," I. A. Sibley; "Our State," Hon. John L. Griffiths.

## Bulldog Collars.

The Union Hardware Co., Torrington, Conn. (Tower & Lyon, New York), have added to their already excellent assortment, a new line of Collars especially designed for Bulldogs. They are made of heavy leather and combine strength with handsome appearance. In their new Cata-



logue, now ready for delivery, this Company calls particular attention to the method of fastening on the buckle and Dee Ring, the same being entirely new and a great improvement over old styles of fastening. These Collars are made in various widths and lengths, and with several designs of studding.

Friendship is the nearest thing we know to what religion is.

A dishonest gardener received notice of discharge, and after trying in vain to vindicate himself, he said mournfully to his employer: "Ah, sir, you will miss me before I be gone half an hour."

"I sha'n't mind that," answered the employer, cheerfully, "if I don't miss anything else."—*Exchange*.



## MO. RETAIL STOVE AND HDWE. DEALERS' ASS'N

The third annual meeting of the Missouri Retail Stove and Hardware Dealers' Association met in the club rooms of the New Coates House, Kansas City, on Tuesday, Wednesday and Thursday, February 19, 20 and 21.

### TUESDAY MORNING SESSION.

President P. E. Harney called the meeting to order at 11 o'clock, and after extending a welcome to the delegates, proceeded to read his annual address.

### PRESIDENT HARNEY'S ADDRESS.

He spoke in part as follows:

The membership has not increased as I would have liked to have seen it, which to a large extent may be accounted for from the fact that there having been good crops, and a general period of fair business, dealers have been so busy that the association work has not received the attention it should. When business drops back to a normal condition there will be more interest manifested, and dealers will find it more necessary to protect themselves by and through the association than they have in the two years just past.

It is my opinion that the greatest benefits to our association will come through an interstate or national organization, which will be large and powerful enough to take up and handle our grievances—such grievances as the trade always has—and adjust them more satisfactorily than they could be adjusted by any local or even State association.

### LOCAL ORGANIZATIONS.

But I would further state to this convention that in order to have a strong Inter-State Association it is first necessary that there should be strong local and State organizations, because interstate and national organizations depend upon the local and State organizations for their strength.

I would further urge upon all the members of this association local organization in all cities or in each county. While I recognize the fact that there can be no such thing as fixing prices, it would give us an opportunity to meet from time to time the fellow across the street and find out what a good fellow he is; that he is not near so bad as we thought he was, and find many times we can save one or the other many dollars.

I would suggest that you all try this and see if you will not be greatly benefited by being good friends, although you be competitors. We have tried it a little down our way, and we find it so satisfactory that I would be very much pleased to have you try it. In fact, I believe that if you all tried it once, for just one year, you would be so well satisfied that you would keep it up always.

He was followed by the secretary-treasurer, E. Thomas, of Trenton, who read his report, which gave in detail the business attended to by the secretary during the interim between conventions. The report was listened to with great interest by the members, and was filled with information.

Fred. H. Cozzens, of Detroit, secretary of the Michigan Hardware Association and secretary of the Inter-State Association, was present, and addressed the convention, giving the experience of his home organization in their endeavors to build up a membership, which was listened to attentively.

The reports of committees were laid over to be read and considered in executive session.

F. P. Haus and Fred. A. Spielman, both of St. Louis, were appointed as assistant secretaries to take in the dues of members and otherwise assist the secretary in the transaction of his multifarious official duties. The convention then adjourned until the afternoon.

### TUESDAY AFTERNOON SESSION.

The afternoon session was called to order at 2:10. Louis Hering, Jr., of Blackburn, was appointed sergeant-at-arms. Fred H. Cozzens read a paper on "How can membership in a Hardware Dealers' Association be made so popular that

dealers will desire to become members?" from which we make the following extracts:

It is a fact which is lamentably true that a great many merchants have little interest in anything beyond their own store doors. This, I think, is more generally true of the merchants of the larger cities than of the smaller ones, for the demands upon the time of a city merchant are usually greater than those of a merchant in a less populous district, and the country merchant has therefore more time for reading, reflection and a study of the conditions which surround him than his city brother. Further than that, as a rule, competition is not as keen in the country among merchants as it is in the larger places. Because of these things it is generally easier to interest merchants away from great centers of population than it is in those centers themselves.

\* \* \* \*

I think it will be generally admitted by those who have had any great experience in association work that the social and educational privileges of the organization are alone worth many times their cost. To be able to meet with 50, 75, 100 or more of men in the same line of business once a year, to hear papers read, and the discussions which follow on topics of every-day practical interest, to receive and to impart information in regard to the conduct of your affairs which others may have been years in accumulating, and generally to have fraternal fellowship with your brother merchants, is alone a valuable privilege which must be enjoyed to be understood.

There are, however, many business men who do not appreciate the social benefits of an organization, nor the benefits which arise from an interchange of ideas with those of similar trade elsewhere, and to these some practical dollars-and-cents answer must be given if they are to be interested.

\* \* \* \*

One of the most important benefits which arises from co-operative effort along Hardware association lines is the healthful restraint which the mere existence of such an organization has upon the jobber and the manufacturer who is inclined to ignore the regular dealer when he sees an order a little larger than the ordinary, and who sells direct to the consumer, in consequence, and that restraint, of course, means just as many more dollars profit each year to the retailer.

\* \* \* \*

It is well to bear in mind, however, that all demands must be just and reasonable if it is going to succeed permanently. This is an age of organization. The laboring man has been the first to realize the truth of this, and the great network of labor organizations, which are so prominently identified with our large cities, is a striking demonstration of the truth of this statement. Individually the wage-earner has been in a fair way to be crushed out in his struggle for shorter hours and better pay. Collectively and through his trade organization, acting in conjunction with the federations of labor in the various parts of the States, the comparatively insignificant factor of a single workingman has become a power which dares enter the lists with some of the greatest aggregations of capital in the United States, and which frequently holds its own successfully with them.

On motion of Secretary Thomas, a vote of thanks was given Mr. Cozzens for his interesting paper, and a discussion followed, taking up a number of suggestions made by Mr. Cozzens in his address. A motion authorizing the employment of a State solicitor was referred to the Executive Committee for their consideration and report.

Announcement being made that both H. A. Cole, of Council Bluffs, Iowa, and H. G. Koenig, of St. Louis, who had been placed upon the programme to deliver addresses, would be prevented from being present, it was deemed advisable that the convention should last two days instead of three. On motion of A. F. Geschwinder, of St. Louis, the president was empowered to appoint three committees consisting of four members each, including one representative of Kansas City on each committee, to call upon the retail dealers of Kansas City at once, and solicit them to join the association.

The following were named as members of these committees, who were instructed to start at 8:30 Wednesday morning in their labors as special solicitors:

Committee No. 1—A. F. Geschwinder, August Steinmyer and F. A. Kansteiner, all of St. Louis, and M. A. Wingert, of Kansas City.

Committee No. 2—Ed. A. Demeter, of Macon; J. M. Kenyon, Jr., of Maitland; Al. Dudfield, of Lathrop, and H. J. Brunner of Kansas City.

Committee No. 3—Geo. R. Plowman, E. L. Wachter and F. P. House, all of St. Louis, and E. Stoltzing, of Kansas City.

George R. Plowman, of St. Louis, then read an admirable address on

**"THE BENEFIT OF LOCAL ORGANIZATION,"**

which we give entire:

There cannot be a doubt after a thought or two on the subject as to the many benefits of organization for any purpose. The mere definition of the word signifies so much. It is the act or process of forming instruments of action or suitable disposition of parts that are to act together in a compound body.

The advantages of such an arrangement applied to a body of individuals engaged in one line of business or undertaking for the accomplishment of a certain object, and I take it for granted that every Hardware dealer is in business first to better his social and financial condition and that of his dependents, and, if he is unselfish enough, secondly to accumulate a sufficiency to enable him to better the condition of his weaker brother when he has earned the necessary means and leisure. One of the first principles of organization is to enable him to more rapidly secure that necessary than he can by his individual efforts. The advantages of organization as compared with individual efforts are beyond comparison.

**GREAT BENEFIT OF RETAIL ORGANIZATION.**

The retail Hardware dealers as an organization are benefited in a much greater degree than some other organizations, because their interests are identical. Their experience and training are learned at the same schools, and, therefore, when either looked at from a selfish or unselfish point of view, it must be apparent to any individual of ordinary intelligence that if there is a grievance organization will eradicate it, and it is the only way in which results are accomplished and satisfaction assured.

**POSSIBILITIES OF ORGANIZED EFFORT.**

It is really only in the last few years that the possibilities of organized efforts (especially in the business world) have been realized. We see indications of it on every side, and the magnitude of some undertakings gives us great doubts as to their successful issue, but where such efforts have been made in a legitimate manner, no matter how large they seem, their success is assured, and our doubts become eliminated as we grasp the benefits of organization and become familiar with its workings.

The pioneer who left the last settlement a few years ago to find a home in this Western country—perhaps he came direct from the tyranny of some foreign Government and felt that he would like to be far from man and only at home with nature, and sought a home in the solitudes of the prairies, where there was no choice as to location but the question of wood and water; but when he had enough leisure he longed for others to come from that social organization of which he was a part, so that he could have enjoyments and accomplish things that it was impossible to do individually.

**THE BENEFITS OF A LOCAL ORGANIZATION**

to the individual are more of a personal nature. His relations are closer to other members, and the space is of a definite character. Their meetings are oftener, and some things of a local nature are more familiar to them than to the larger or grand organization. The local gatherings are more frequent, and the amount of information and social pleasure desired is beyond the imagination of those who are not members of such a local organization.

There is nothing worth having secured without effort, and to succeed requires the effort of each instrument of action, and there must be action in any organization, local or general. Then each one who works for the general benefit educates, benefits and informs himself, and time and combined efforts will beyond a doubt eliminate our present difficulties and the business of future conventions will be purely of a social character, and all the troubles of the retail Hardware dealers will be a thing of the past.

After the reading of Mr. Plowman's paper, Secretary Thomas read a communication from Z. T. Miller, of the Inter-State Association, having reference to the association's work, in which he reported the amount of work done by that body during the past year. He stated, however, the work was restricted somewhat by the limited financial resources of the association, which he hoped would be considerably increased by the addition of other States to membership, and by the increased growth of the State organizations now constituting its complement of members. The reading of the letter was listened to with great interest by the delegates present, it being a subject in which they were greatly interested.

On motion of J. W. Poland, it was ordered spread on the minutes.

The secretary then read a letter from the Bridge & Beach Mfg. Co., of St. Louis, which favorably commented upon a bill recently introduced in the Kansas Legislature, which made necessary a license of \$500 a year for lightning-rod agents or steel range peddlers, but which law was intended to cover irregular dealers of all sorts. Money secured from its operation was designed to be added to the general fund of the county in which the agent operated. If the peddler only desired to operate one week in a county, he would still be compelled to pay the \$500 license, and under the law he must get a new license in each county. This, it was claimed, would prohibit the operation of peddlers in this State, which had been the cause of great annoyance to regular and responsible dealers. The letter asked the Missouri Retail Hardware Dealers' Association to use their endeavors in having a similar law enacted in that State. This letter was considered of considerable importance, and was referred to the Executive Committee to be reported upon at a subsequent session.

A discussion followed upon the subject, "Should a retail dealer who is not a member of a local organization when there is one be a member of a State organization?" The discussion of this question was freely participated in by a number of the delegates. In the course of it, the fact was brought out that in Missouri only two cities have local organization, viz.: St. Louis and St. Joseph. Consequently, no definite conclusion was reached. The meeting adjourned at 5:20 to meet Wednesday morning.

**WEDNESDAY MORNING SESSION.**

The meeting was called to order at 10:30 by President Harney. The first thing on the programme was the reading of the minutes of the Tuesday afternoon session, which were approved.

The report of the Executive Committee, acting as Auditing Committee, was then received, in which they stated the books of the secretary-treasurer had been examined and found correct. The report was approved. The Executive Committee further reported that it had been decided that a State solicitor should be employed, being deemed of vital importance, and they recommended that the new Executive Committee be empowered to make whatever arrangements should be necessary to accomplish this end. Mr. Pauly, of St. Louis, spoke at some length upon this recommendation of the committee, and on motion it was approved. In the course of his remarks, he urged every member to endeavor in the coming year to secure at least one member in addition to what might be done by an organizer. Vice-President B. F. Naylor, of Marshall, said in this connection: "If we expect this organization to grow, we must put forth individual efforts. I think in ten minutes a man should be able to induce his competitors to join the association. We should all put forward more and better efforts."

The subject of Mutual Insurance was brought up as usual, but it was not deemed advisable to go into the matter until a larger membership had been secured for the association.

J. M. Kenyon, of Maitland, thought when the association

had 300 members they could safely take the matter up, as he commended the plan of insurance very highly, stating that his insurance had not cost him one-half of that charged by the regular insurance companies.

Following this, James A. Massa, of Kansas City, read an interesting paper on

"THE RELATION OF THE RETAILER TO THE JOBBER,"  
from which we make a few extracts:

From the nature of his business the retailer is dependent on the jobber, and this is so because of the element of economy which must be reckoned with. Frequent recurring wants for small parcels of goods make up a great portion of the retailer's business, and to procure them quickly and cheaply requires that the nearest merchant having the goods in stock and the low prices be called upon to supply the want. These frequent needs for small parcels of goods necessitate the existence of an adequate stock within reach of the small trader, and whosoever can supply his wants quickly and cheaply will be to him a jobber. I therefore maintain that the jobber is, and will continue to be, a necessity as long as men trade together.

\* \* \* \*

The poor we have with us always. The small dealer must not be lost sight of in the reckoning. I have no faith in the prophecies so often uttered that a few years hence there will be no small traders. I believe the small trader will continue to exist and do business while time lasts, because he is a necessity to the people. We may, therefore, conclude that the jobber is the natural source from which the retailer should get his goods, because the jobber has facilities for gathering commodities from everywhere at a much less cost than the retailer himself can do it.

\* \* \* \*

The borrower is servant to the lender. When we are so unfortunate as to fall into debt it is absolutely necessary that we should be transparently honest about our financial condition, if our creditor asks a statement of it, as any evasion excites distrust, a very unfortunate thing for a debtor. An honest effort to get out of debt will, in most cases, meet with help from the jobber, who will then prove to be our best friend. There are scores of good men among the jobbers. Many of us are sensitive when we are urged to pay our debts. But I regard it as a wholesome tonic when we take it in the right spirit, which is to get up and get some money to apply on that perhaps overdue account.

Mr. Massa's paper was listened to by the members with considerable interest, and, on motion of J. W. Poland, was ordered spread upon the minutes.

The committee appointed at the last convention to attend the conference of State Associations, consisting of Messrs. Poland and Kansteiner, reported that they had attended the conference, that the Association of Inter-State Hardware Dealers had been formed, and that the support of the Missouri Association had been pledged to that organization.

A resolution signed by J. M. Kenyon, M. C. Post, H. T. Shoop and G. A. Pauly was read, ratifying the action of the committee, and instructing the officers of the Missouri Association to co-operate in every possible way with the officers of the Inter-State Association. On motion of Mr. Hering, the report of the committee was received, and the resolutions unanimously adopted.

#### WEDNESDAY AFTERNOON SESSION.

The convention held an executive session in order to consider the report of the Committee on Grievances, the proceedings of which were not calculated for public information. The doors were then thrown open later for the continuation of the regular proceedings. Mr. Poland held the attention of the convention, while he made a strong appeal in favor of making an effort to secure the enactment of a law in Missouri, which would impose a tax of at least \$500 on peddlers. The matter was referred to the Executive Committee for their consideration and report.

It was then in order to hear the reports of the committees who had been appointed to visit the Kansas City dealers. Mr. Haus, for his committee, reported that they had called on ten dealers and secured eight of them as members of the association. Mr. Plowman, for his committee, reported as

having called on eight and secured six. Mr. Demeter reported that his committee, although calling on five, had only secured one. The statement was also made by the committees that the Kansas City dealers, from the interest excited by the calls of the special committees, had a movement on foot to form a local retail dealers' association.

The election of officers was the next thing upon the programme, and the convention proceeded to elect officers for the ensuing year. The result of the balloting showed that B. F. Naylor, of Marshall, had secured a majority of the votes, and he was declared elected president. Geo. R. Plowman, of St. Louis, being the only nominee for vice-president, was declared unanimously elected. M. A. Wingert, of Kansas City, and J. W. Poland, of Carrollton, were the only nominees for membership on the Executive Committee, and were declared elected, two members of the Executive Committee holding over from the previous year, viz.: H. L. Hixson, of Hannibal, and F. A. Kansteiner, of St. Louis. The Advisory Committee was elected without contest, as follows:

P. E. Harney, of Joplin; E. Stoeltzing, of Kansas City; J. M. Kenyon, of Maitland; W. T. Shoop, of Richmond, and G. A. Pauly, of St. Louis.

The newly-elected president, Mr. Naylor, was escorted to the chair, and thanked the association for the honor conferred upon him in a few appropriate remarks. He stated that he especially desired the hearty support of the members for the benefit of the association, and hoped that they would all do their best during the coming year to advance its interests. A vote of thanks was given the retiring president, on motion of Mr. Kansteiner, to which Mr. Harney made a graceful response. On motion of Mr. Plowman a vote of thanks was given to F. P. Haus, who had distinguished himself in many ways during the past year, and also during the previous day in Kansas City in his successful endeavors to secure new members.

It was on motion decided that the incoming secretary should be the sole delegate to the Inter-State Association meeting. J. W. Poland was unanimously elected alternate delegate.

There were three cities offered the association for their next annual convention—St. Louis, St. Joseph and Sedalia—but it was decided that the association should hold its convention at St. Louis, the date being left to the Executive Committee. It is in contemplation that the Executive Committee will name a date that will be less likely to interfere with conventions held in other States.

F. Neudorff, of St. Joseph, brought to the attention of the members a law that was passed by the Missouri Legislature some two years ago, which did not seem to be generally understood. The law provides that when anything is purchased on time payments secured by chattel mortgage, a dealer must refund three-quarters of all the money paid in order to secure possession of the article sold.

A vote of thanks was given the *Iron Age* for having furnished copies of the proceedings of the last convention.

A report was made by the Executive Committee in which they stated it had been decided to separate the offices of secretary and treasurer, and that they had elected F. Neudorff, of St. Joseph, secretary, and W. H. Halyard, of Joplin, treasurer. They further reported they had selected the following members to serve as a Committee on Grievances for the ensuing year: J. H. Best, of Palmyra; L. D. Groom, Richland, and W. T. Shoop, Richmond. They also reported they had deferred action relative to the employment of a State organizer, and the matter would be considered at a subsequent meeting. The report of the Executive Committee was received and approved, and the convention then adjourned *sine die*.

Among the important visitors who honored the convention with their presence may be mentioned the following:



J. G. Beegle, Rochester Stamping Co. and Robeson Cutlery Co., Rochester, N. Y.

Fred. H. Cozzens, secretary Inter-State Association, Detroit, Mich.

W. P. Rogers, Kansas City File Works Co., Kansas City.

A. L. Danforth, Staver Carriage Co., Chicago.

T. J. Noone, C. Sidney Shepard & Co., Kansas City.

J. H. Dickbrader, Berger Mfg. Co., St. Louis.

A. W. Wagner, Stowell Mfg. & Fdy. Co., Chicago.

E. J. Fox, Bridge & Beach Mfg. Co., St. Louis.

G. W. Gladding, E. C. Atkins & Co., Indianapolis, Ind.

C. H. Greene, Schill Bros. Co., Crestline Ohio, and the Gem City Stove Co., Dayton, Ohio.

F. P. Haus, the Charter Oak Stove & Range Co., St. Louis.

Sidney P. Johnston, the *American Artisan*, Chicago.

C. M. Key, Rathbone, Sard & Co., Aurora, Ill.

W. V. Lewis, Lewis Supply Co., Kansas City.

H. J. Ruhling, Geo. W. Trout & Co., Chicago.

G. W. Blakesley, Rock Island Stove Co., Rock Island, Ill.

W. N. Sawyer, Estate of P. D. Beckwith, Dowagiac, Mich.

Fred. A. Spielman, Buck's Stove & Range Co., St. Louis.

W. C. Wing, Belleville Stove Works, Belleville, Ill.

W. Allbritain, Hampton Mfg. Co., Kansas City.

Chas. H. Burton, *Stoves and Hardware Reporter*, St. Louis.

Geo. W. Cope, the *Iron Age*, Chicago.

### Commercial Cold Process of Galvanizing.

U. S. Electro Galvanizing Co., 348 Broadway, New York, are the inventors of a patented cold process of galvanizing which has successfully revolutionized the former methods of obtaining perfect results in the mechanical branch of an important industry. The manufacturers, who have made countless tests in their investigation of the utility of this process, have expressed themselves as fully satisfied that the thin, smooth, uniform and absolutely adherent coating of pure zinc deposited on an article by this process is a better protection against rust than the needlessly thick, uneven, partially adherent covering of mixed metal applied by the old-fashioned hot process so long in vogue. The company refer to the fact that all surfaces treated by their process of galvanizing retain their original character; graduations on scales and other instruments are as clearly marked as before their being coated; screw-holes and perforations in artistic work are not clogged up with useless metal. The free action of all movable parts is retained; the elasticity and temper of articles treated are not in any way impaired, as has been proven by tests as well as actual work on corset steels, wire, springs, etc. The company issue licenses to individuals or firms for "shop rights," "jobbing work" or sub-companies, for factories, cities, States or sections. They do this on a royalty basis, the rate of royalty and method of payment being regulated by the kind and quantity of the work to be turned out daily, and the preference of licensees. They base royalty upon tonnage, or fix it at so much per day for each gallon of solution. When desired, experts are furnished to put a plant in operation, and instruct employees in its management, so that no experts are needed permanently to operate small plants, any intelligent operator being able to acquire the necessary knowledge and experience during a brief period of instruction from one of the company's experts.

### Baron's B. B. Water Filter.

The A. L. Baron Mfg. Co., 2-4 Howard Street, New York, are the manufacturers of "Baron's B. B. Water Filter," which is a very attractive article of its kind, handsomely nickel-plated, and is designed to fit any plain or hose faucet. The filtering material is composed of quartz and charcoal in order to perform the filtering process in the most thorough manner. It is constructed in a way that permits of its being

unscrewed readily in order to cleanse the quartz and charcoal, and replace it whenever it is found desirable. It is constructed of two pieces of spun metal, as will be noticed in Fig. 1, which unscrew. It is provided in its mechanism with a perforated disc and operated upon by a thumb-screw, a simple turn to the left removing the filtering material, as will be seen in Fig. 2. It is claimed that the flow of water is not perceptibly decreased by the use of the filter, which is one of the ordinary objections to a popular appliance of



FIG. 1.

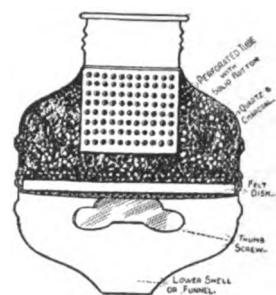
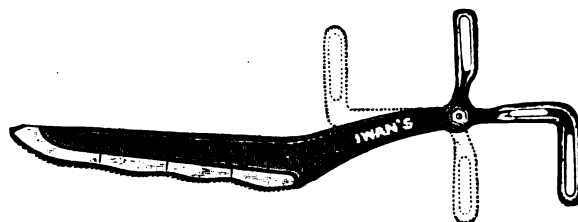


FIG. 2.

this kind. All parts are made interchangeable, so that repairs, if required at any time, are readily obtained. It presents a very substantial appearance, and is calculated to become a popular specialty, worthy the attention of the Hardware dealer.

### Iwan's Improved Serrated Hay Knife.

Iwan Bros., Streator, Ill., are the manufacturers of the Improved Serrated Hay Knife with Waving Edge, an illustration of which we give herewith. Their attractive advertisement will be found on page 67. In the distribution of this superior article in the way of a hay knife they are meeting with great success. It is claimed that the knife will cut hay or straw from fifty to one hundred per cent. easier than any other similar article brought to the attention of the Hardware trade. In its construction it is a feature that the knife feeds itself, and doesn't have to be crowded in operation. This hay knife is made in two styles, with malleable iron grips or wooden grips. The illustration given herewith shows the handles with malleable iron grips in two positions, the reversed ones making the handles six inches shorter, which enables the operator to cut while in a kneeling position. It also makes it a suitable article for men under the average height. The knife that is made with wooden grips is provided with similar handles, and in either knife the handles can be adjusted to any angle and the grips stand out from the knife so as to clear the operator's hands from



the stack, at the same time giving more leverage. They are supplied to the trade packed one dozen in a box, and unless otherwise specified iron handles are invariably sent on all orders received.

What we are stretches past what we do, beyond what we possess.

They were once more talking about trusts.

"I heard another definition of a trust the other day, said Mr. Northside to Mr. Shadyside.

"What was it?"

"A trust is a body of men entirely surrounded by water.—*Pittsburgh Chronicle-Telegraph.*

## ILLINOIS RETAIL HDWE. DEALERS' ASSN.

The third annual meeting of the Illinois Retail Hardware Dealers' Association was held at Galesburg, on Tuesday and Wednesday, February 19 and 20. The Masonic lodge rooms were selected for the place of holding the business sessions of the convention.

### TUESDAY MORNING SESSION.

The following officers of the association were present when the President called the convention to order at 10:45:

President Z. T. Miller, Bloomington; Vice-President Geo. A. Engelhardt, Chicago; Secretary, Lewis M. Reeves, Peoria, and Treasurer F. F. Porter, Chicago. Other members of the Executive Committee present: D. McLaughlin of Chicago, and Charles Mauer, of East St. Louis. Grievance Committee: Fred Kurtz, of Chicago; H. N. Murphy, of Galesburg; H. G. Cormick of Centralia; J. A. Hunter, of Peoria, and F. E. Bonney, of Paxton.

H. N. Murphy, of Galesburg, representing the local dealers, introduced Mayor Fletcher Carney, who, as the chief executive officer of the city, welcomed the convention to its hospitalities in a brief address. An appropriate response was made in behalf of the association by R. H. Griffith, of Rushville.

About 110 delegates were present and answered at roll call. President Miller then delivered his annual address, from which we make the following extracts:

### PRESIDENT'S ADDRESS.

The past two years, fraught with the dangers of constant and sudden changes of values and the uncertainty of effects resulting from commercial combinations and extreme concentration of capital, have been an unusually laborious season for the average Hardware dealer who endeavors to keep posted and intelligently direct his affairs. However, the results of abundant crops throughout the Central West and the active operation of political affairs have made the period so prosperous that the effects of false economics have not been as seriously felt as at various times in the past, and may, to a certain extent, affect interest in association work. These conditions, however, are not likely to continue beyond a reasonable period, and while we may hope that the reaction, which is as natural to follow such times as the sun is to rise, may be far distant, we should not lose sight of the importance of being the better prepared to meet it when it does come.

### NECESSITY FOR A NATIONAL ASSOCIATION.

As a State association, we command a greater power in the correction of local commercial and political matters than does the individual, and should use our every effort in correcting these evils. But when we come to deal with commercial or political affairs of national extent we stand as helpless as does the individual in local and State affairs, and we discover that proper efficiency of organization must be consummated through a more extensive or national association.

Immediately after our last meeting delegates of the various State associations met in Chicago for the purpose of considering and, if deemed advisable, organizing a National Hardware Dealers' Association.

The benefits to be derived from such an institution being very apparent, the delegates unanimously decided to launch the association under the name "Interstate," and to all intent and purposes the "Interstate" is the National Retail Hardware Dealers' Association in everything but name.

### CONCERNING TRUSTS AND COMBINES.

From whatsoever standpoint we view the present commercial conditions of the country, we discover that individual interests are being strengthened and fortified against the effects of false ethics by closer and far-reaching association of these interests. Whether the power of these combinations will be wielded for better or worse depends very largely upon the equal organization of counteracting forces to hold in check any tendency they might develop toward establishing

a worse commercial condition than that which we have experienced in the past, and presents one of the strongest arguments for like association in every branch of commerce and industry. Under the forces of such influences, whether wielded in a combined defense of separate interests by forced legislative curbing of unwarranted liberties, or other means at the command of proper association, it is not likely that these institutions could proceed very far in the evils which might, and undoubtedly would, under certain degrees of unwarranted indifference, become a menace to the middle and laboring classes.

Without entering any further into the numerous causes upon which trusts are sought to be justified, beyond the conditions under which the mills of Pennsylvania, Ohio, West Virginia and Indiana struggled against freight and other heavy marketing odds to compete with Illinois mills upon Illinois territory and in retaliation the Illinois mills stumping these States for the purpose of maintaining their output, all industries North, South, East and West encroaching in like manner upon one another's territory and suffering the evils such unbridled competition involves, there would be sufficient justification for abolishing such conditions and more intelligently directing and restraining the product of these industries within their legitimate contingent territory.

After the conclusion of the address of the president, which was listened to with interest by the members present, Secretary Reeves then delivered his annual report, in which he spoke in part as follows, details being given incidentally of the net results of his labors connected with the addition of new members, quite a number of whom reported at this convention:

### SECRETARY'S REPORT.

The close of the second year of this association finds it in a comparatively prosperous condition, both financially and in point of numbers. The past year has been one of business to the Hardware dealer. Times have been good, trade better, and the prospects for the coming year the best for many years. Merchants throughout the country have had little time to think of much else than their business, and practically no time to devote to anything other than that directly connected with it. Trade conditions have been good and are gradually improving, and the members of this association evidently are enjoying more than their share, judging solely that there has not been one grievance reported to your secretary since we last met.

My business has made it impossible for me to devote to association work the time I would have liked, but I have aimed to give it every attention possible and to bring together at this meeting as many of the retail Hardware dealers of Illinois as could be induced to come by letter. I wish to thank you all for your assistance during my term of office, and hope that you will co-operate with the new officers, and when again we convene we may see our work further progressed and a membership many times larger than at the present writing.

Treasurer Porter then read his report, which showed he had a small balance in favor of the association still in his hands. On motion, the reports of the officers were accepted, and that of the treasurer was referred to the Auditing Committee. The president then appointed the following committees:

AUDITING COMMITTEE: H. N. Murphy, Galesburg; Dennis McLaughlin, Chicago; C. H. Williams, Streator.

NOMINATING COMMITTEE: Fred Kurtz, Chicago; J. A. Hunter, Peoria; F. E. Bonney, Paxton; Chas. Mauer, East St. Louis; W. D. Costello, Chicago.

COMMITTEE ON RESOLUTIONS: G. R. Lott, Chicago; H. G. Cormick, Centralia; R. N. Shaw, Galesburg; D. McLaughlin, Chicago; R. H. Griffith, Rushville.

An invitation was read from Dr. E. V. D. Morris, of the Galesburg Sanitarium, who offered the members the free use of the swimming-pool during their stay in the city. A cordial letter of welcome was also received from the Retail

Merchants' Association of Galesburg. The thanks of the convention were returned.

#### TUESDAY AFTERNOON SESSION.

The convention was called to order by President Miller at 2 p. m. The president having been called upon to make a statement of the affairs of the Inter-State Association, he stated that, owing to the great fire at Bloomington, which had destroyed his store, he had not been able to give as much time to the Inter-State Association as he had desired. All of the records of their first meeting, together with considerable correspondence, had been destroyed in the fire. He read a copy of a letter which he had sent to every one of the State associations, which thoroughly covered the work the Inter-State Association proposed to do.

Mr. Cormick, of Centralia, addressed the convention on the desirability of having some legislation in the matter of the peddlers' license law. He gave it as his belief that every foreign business institution should be obliged to contribute to the revenues of the State by paying for a license for doing business within its limits. He was, in fact, heartily in favor of a law that would make necessary a license of not less than \$300 for each county. He was supported in his desire for this legislation by Mr. Griffith, of Rushville, who made a good, strong speech, giving illustrations of the methods of these peddlers; but F. E. Bonney, of Paxton, who also spoke on the subject, said that it would be a difficult matter to frame the desired law, so that justice would be subserved to other lines of business. Mr. Porter, of Chicago, expressed himself as being in favor of a law against people misrepresenting goods.

Dennis McLaughlin, of Chicago, was called upon to address the convention on "The Influence of Department Stores," on which line of business he made a vigorous attack. He said the business of small merchants was being ruined, and the payment of such low wages as obtained in the department stores was demoralizing in every sense of the word. He believed it was right that radical steps should be taken to remedy this trouble.

On motion of Mr. Gormley, of Chicago, it was adopted that a committee of five be appointed to report to the convention at the Wednesday afternoon session some plan of operation that might be inaugurated during the coming year to reach the department-store and catalogue-house question. The president appointed the following committee: Messrs. Cormick, Griffith, Gormley, Engelhardt and Siecke. On motion of Mr. Griffith, the action of the committee appointed to assist in forming a State association was approved. Another motion by Mr. Gormley was adopted, that the expenses of the delegates to the Inter-State convention be paid by the association; that representatives be authorized to heartily endorse whatever efforts are made or plans formed to raise money for the financial interests of the Inter-State Association, and that the Executive Committee be authorized to assess this association to the amount of \$2 per capita, or as much as might be deemed necessary for this purpose.

#### TUESDAY EVENING SESSION.

The association was called to order by the president at 8:15. Geo. A. Scherer, of Peoria, a representative in the Legislature from that district, was called upon to address the convention on the subject of the proposed change in the garnishment law at present in force. Mr. Scherer spoke at considerable length in favor of the present law as it stands on the statute books. He said it had been framed after careful deliberation and study by the representative who had it in charge, and he could prove by the records of the justices of the peace of the State of Illinois that not as many garnishments had been issued during the present law of \$8 exemption, as had been issued in any given time under the \$50 law. He stated the law had worked most satisfactorily, both to the debtor as well as the creditor; that it had a tendency to make men more honest and willing to pay their debts,

and he knew of no good reason why it should be repealed.

The president stated that the programme for the evening was intended to give the jobbers and manufacturers an opportunity to present their views. He called on Mr. Cormick, of Centralia, to explain what the grievances are generally.

Mr. Cormick detailed some of the difficulties under which he labored in handling many articles in competition with catalogue houses. He stated that Eastern manufacturers and jobbers were inclined to sell to the department stores and catalogue houses, in spite of the protest of the individual dealers.

Dennis McLaughlin, of Chicago, said he would like to hear from some of the manufacturers and jobbers on this subject, and he called for remarks from Julian W. Perkins, of E. C. Atkins & Co., the saw manufacturers. Mr. Perkins was only too glad of an opportunity of explaining the position his house had taken toward the class of trade complained of, and delivered an excellent address, from which we make a few extracts:

Catalogue houses and department stores are the largest buyers on the market—much larger in certain lines even than jobbing houses. Representatives of other manufacturers have told me personally that where a Chicago jobbing concern would order one gross, catalogue houses and department stores in the same city would order ten gross or more, or even in carload quantity.

Now, then, considering these things, the volume of goods they handle, also the variety, both of which add to their immense strength and power, how can the legitimate Hardware trade protect themselves against these mammoth institutions and avoid being crushed out of existence?

\* \* \* \*

Our company recognize in commerce four legitimate agencies, or factors: First, the consumer, who uses the goods, and who, you will please notice, will invariably purchase where he can buy the cheapest; second, the retail dealer, who carries a small stock of goods and furnishes the consumer; third, the jobber, who carries a large and complete stock, canvasses the retailer and supplies his wants; fourth, the manufacturer, such as our company. There must be perfect harmony between all four if we wish success—harmony of thought, purpose and action. Our success as manufacturers has been largely due to the harmony and friendship of the legitimate retail and jobbing Hardware trade. We recognize and appreciate this. They have always been true friends, whose friendship we hope always to reciprocate.

\* \* \* \*

Outside institutions, such as catalogue houses and department stores, do not belong to the legitimate trade, either retail or jobbing; they are not in harmony with you; they are fighting and endeavoring to exterminate you. You must protect yourselves and fight back.

\* \* \* \*

You are strongly organized. Your many State retail organizations, your Inter-State Association, your National Jobbing Association, must all get together in unity and harmony, and go to each and every manufacturer and jobber in this country and make them declare themselves, either that they will sell or they will not sell these catalogue houses and department stores. Force it to an issue with them. Make them declare themselves, and then act as an organization, State, Inter-State and National, act upon their declaration. This is your salvation.

W. H. Bennett, the Western representative of the Reading Hardware Co., being called upon, spoke as follows:

It has been a question in my mind for some time how this matter could be finally settled. The manufacturers of Hardware of this country for many years were a good deal like the retailers—they were very far apart. They had no organization until about a year ago, when they got together. They organized what they call the American Manufacturers' Association. They had their own troubles. It has been followed by the organization of the Jobbers' Association. In a talk with your president a year ago I said if these State organizations would send representatives to the Inter-State Association, which you have now formed, and they should go to the American manufacturers of Hardware and present the subject as it should be, and can be, that I did not know why there should not be some good results from it. The retail stores are being closed up in the part of Chicago in which I live. Business is being taken away from them, and



it is going to the department stores. I would like to see this matter adjusted for the benefit of the city of Chicago, and for the benefit of the business men of the city of Chicago. I have thought over the matter a great deal during the last two or three years, but I don't know how it can be solved, and the gentleman who will solve the problem for you will be your Moses.

The names of other representatives of manufacturing and jobbing firms known to be in the city were called, but they had not known of the importance of this evening session, and were generally absent from the meeting. Very naturally the president expressed considerable disappointment at not being able to hear their views on the subject.

#### WEDNESDAY MORNING SESSION.

N. W. Olson, secretary of the Retail Merchants' Association of Galesburg, read a paper on "The Credit Rating Book as an Educator." The address was listened to with interest by the delegates, as in his remarks he detailed the experience of a number of the members present. Mr. Olson, after making an earnest appeal in favor of continuing the present Illinois law of garnishment, proceeded to explain the credit rating system which has been established by the retail merchants of Galesburg. The local association furnishes its members with credit ratings on 20,000 persons residing in the four counties contiguous to Galesburg. They also publish a daily bulletin giving judicial proceedings, changes in ratings and new information received relative to parties likely to ask credit. He also explained that the same system has been adopted by the retail merchants of Springfield, Rock Island and Monmouth, and is more than likely to be introduced into other prominent cities and towns of the State.

R. R. Elliott, Estate of P. D. Beckwith, of Dowagiac, Mich., who was expected to be present at the meeting, was prevented from attending by the death of his wife a day or two previous. Resolutions of sympathy in view of his bereavement were adopted, and a copy forwarded to Mr. Elliott.

F. E. Bonney, of Paxton, then read a paper on "Personality and Human Nature as Elements of Commercial Success," from which we make the following extracts:

#### SUCCESS AND FAILURE.

It is human nature to locate the causes of success largely within ourselves and to place the blame of failure upon outside causes and influences.

One man succeeds because he has a disposition and mental make-up which makes him friends and draws him trade from all directions.

Another who lacks the personality of the first succeeds because he understands human nature in others and knows how to play upon and guide into proper channels their various peculiarities and inclinations.

One man fails because his personality is bad, though his methods may be good.

Another fails, though his personality is good, because he does not understand and appreciate the many peculiarities and tendencies of his fellows.

Many succeed and many fail without ever fully realizing or appreciating the real forces which lie at the bottom of their success or failure.

\* \* \* \*

#### IMPORTANT FACTORS IN BUSINESS SUCCESS.

I do not wish to appear to argue that personality is everything or that an acute knowledge of human nature will always accomplish desired results.

I do, however, believe that these elements are important factors in business success.

Barnum said that people like to be humbugged. They evidently liked Mr. Barnum's way of humbugging. He was careful, however, that his humbugs had no stings.

How many men have made fortunes from a knowledge of pure human curiosity? How many men have traded to their profit on human credulity and hope.

A knowledge that men can be easily made to believe what they really want to believe, has enabled many a man to enlarge his bank account.

In our fights against many evils we have, I fear, many times lost sight of some of our most effective weapons.

We sometimes abuse the catalogue house and department store man. He is doing simply what you or I would do were

we in his place, provided, of course, that he is at least fairly honest, and most of them doubtless are.

He is buying where he can do the best, selling for cash and making some money. He understands human nature. This knowledge is a part of his stock in trade and it is yielding him good returns. As long as he is honest, we should not criticize him. If he is dishonest and unfair, he should be punished, and, in any case his sins will ultimately find him out.

The man who sells the department store and the catalogue house at cut prices, and allows them to cut prices to the consuming public to a point where the honest retailer cannot compete, is the man we are after. His own selfishness has blinded his vision and overshadowed his judgment of the rights and nature of others.

\* \* \* \*

#### THE DEMANDS OF JUSTICE.

There is also a wide-spread love of absolute and exact justice among men, and the majority will always recognize this principle. Those who will not, quickly recognize self-interest.

Justice demands that thousands of retailers scattered throughout the land, and in close touch with consuming public shall have an equal chance with the department store and catalogue house to make an honest living.

There should be equality before commercial as well as before constitutional law.

If an appeal to justice fails, then let there come an appeal to selfishness.

The manufacturer and the jobber are in the market to sell goods at a profit. Who buys the most and pays the best prices, the thousands of retailers, or the hundreds of department stores and catalogue houses?

A continued and persistent appeal to justice and selfishness will settle these questions.

In pursuing these methods, nature and personality should not be lost sight of.

#### ELECTION OF OFFICERS.

The committee on nomination of officers presented their report, giving the following list:

H. G. Cormick, president, Centralia.  
William Bittel, vice-president, Peoria.  
G. R. Lott, secretary, Chicago.  
F. F. Porter, Treasurer, Chicago.

#### EXECUTIVE COMMITTEE.

Z. T. Miller, three years, Bloomington.  
W. T. Gormley, three years, Chicago.  
H. N. Murphy, two years, Galesburg.  
C. Mauer, two years, East St. Louis.  
C. Williams, one year, Streator.  
L. Babst, one year, Kankakee.

#### INTER-STATE ASSOCIATION.

##### DELEGATES.

Z. T. Miller, Bloomington.  
H. G. Cormick, Centralia.

##### ALTERNATES.

H. J. Racey, Chicago.  
F. W. Siecke, Freeport.

#### NOMINATING COMMITTEE.

F. Kurtz, Chicago.  
F. E. Bonney, Paxton.  
J. A. Hunter, Peoria.  
Charles Mauer, East St. Louis.  
W. B. Costello, Chicago.

#### LEGISLATIVE COMMITTEE.

D. McLaughlin, Chicago.  
Fred Kurtz, Chicago.  
F. E. Bonney, Paxton.  
William Bittel, Peoria.  
H. N. Murphy, Galesburg.

#### INVESTIGATING COMMITTEE.

D. McLaughlin, Chicago.  
W. H. House, East St. Louis.  
D. D. Velde, Pekin.  
George B. Swan, Mattoon.  
F. W. Siecke, Freeport.

On motion, the report was received and adopted. On motion of Mr. Bonney, the secretary was authorized to cast the

unanimous ballot of the Association for each of the officers by the committee.

Mr. Cormick, the new president, was then escorted to the chair, and delivered a speech that merited and received the enthusiastic applause of the convention. On motion of Mr. Gormley, a vote of thanks was extended to the retiring officers for the work they had accomplished during the past year. On motion of Mr. Miller, which was adopted, a committee of three was appointed to prepare a resolution for the purpose of adding another member to the Executive Committee. The president appointed as that committee Z. T. Miller, of Bloomington; W. B. Costello, of Chicago, and F. E. Bonney, of Paxton.

#### WEDNESDAY AFTERNOON SESSION.

The president called the convention to order at 2 P. M. Mr. Swan, of Mattoon, was appointed sergeant-at-arms. George A. Scherer, of Peoria, made a brief continuation of his remarks in favor of the Association giving its support to the present garnishment law. On motion of Mr. Griffith, the Association resolved to co-operate with the Retail Merchants' Association of Illinois in advancing the efforts they may make to continue the garnishment law.

The Nominating Committee then reported the following members to act as an investigating committee: D. McLaughlin, of Chicago; W. H. House, East St. Louis; D. D. Velde, Pekin; George B. Swan, of Mattoon, and F. W. Siecke, Freeport. The report of the committee was adopted, and the secretary was instructed to cast the vote of the Association for the gentlemen, who were declared duly elected.

The Auditing Committee reported that they had examined the books of the treasurer carefully, and found them correct. The report was accepted.

The committee appointed on department stores announced that it was prepared with a report, and offered the following:

#### REPORT OF COMMITTEE ON DEPARTMENT STORES.

We, the committee appointed to report upon a feasible plan of operation for the coming year, respectfully submit the following preamble and resolutions for your consideration:

*Whereas*, An unjust system of differentials is now in vogue in the Hardware trade and is an open abuse, by manufacturers and jobbers, of the commercial equity these differentials are supposed to establish.

*Resolved*, That we denounce, as unfair in principle and injurious to the trade, the practice of selling goods whose popularity is largely due to the efforts of the retail trade to illegitimate concerns, who use these advantages to demoralize legitimate trade.

*Resolved*, That our delegates to the Inter-State Association be instructed to urge upon that body the importance of striving to correct this evil as far as possible through the manufacturers' and jobbers' associations, and that the members of this Association will abide by whatever course their executive committee may deem necessary, even to discarding from our stock any line of goods the Association may see fit to order.

*Resolved*, That the Inter-State Association be requested to arrange for and encourage, whenever necessary, the manufacture of new and, if possible, improved articles of like nature, to replace these lines. And that we, the organized Hardware dealers of Illinois, will pledge our patronage to such enterprise whenever such executive committee shall, by a two-third majority, decide the article up to the standard of our requirements. Be it further

*Resolved*, That inasmuch as the name "Inter-State" fails to express the scope of that body, and is misleading in the minds of some, we instruct our delegates to urge a change of name to that of "National," in proper accordance with the purpose and intent of the Association.

On motion the report was accepted, and the committee discharged with thanks.

The Committee on Resolutions made a report, which was adopted. These resolutions embodied thanks to the dealers and citizens of Galesburg, the press, the retiring officers, and the Masonic fraternity for the use of their hall; urged all Illinois dealers to join the association, indorsed the Inter-state Association, approved the present garnishment law, extended the right hand of fellowship to the Merchants' Association of Illinois, and included the following important declaration:

That we most emphatically condemn the sale by manufacturers and jobbers to catalogue houses and department stores of their products unless they furnish the goods to them at the same price they do to the retail Hardware dealers of the State, and assure them that the time is coming when the retail Hardware dealers will refuse to buy goods of houses that favor such concerns to the detriment of the regular trade.

G. R. Lott, of Chicago, then read a paper which was entitled "Random Shots," in which he dwelt upon a number of questions which are apt to agitate the mind of the Hardware dealer, and, judging from the applause it created, the paper evidently met the views of the members present. He was followed by William Bittel, of Peoria, who read a brief paper on "Local Organization," to which the attention of the delegates present was closely given.

The Committee on Constitution and By-Laws reported amendments dividing the six members of the Executive Committee into classes making two members to serve three years each, two to serve two years, and two to serve one year; also providing for the annual election hereafter of two members to serve three years, and authorizing the Executive Committee to fix the time of holding the annual convention, and creating a legislative committee of five members to be elected annually. On motion, the recommendations of the committee were adopted, and the secretary requested to have printed copies of the constitution and by-laws amended.

The place of holding the next annual convention was taken up, the cities of Peoria and Decatur both extending an invitation. A vote was taken which resulted in the city of Decatur as the next place of meeting. This was followed by the reading of a paper by C. H. Williams, of Streator, entitled "Are We in the Race to Stay?" from which we give a few extracts:

Buying our daily requirements, with you, with me, with everybody, is not a matter of sentiment. It is only a cold-blooded proposition of getting the best value and service for our money, regardless of who it helps or injures.

\* \* \*

Nothing comes into existence and becomes an enduring factor in the commercial world unless there is a demand for it and somebody is benefited by it. The same causes produced both the large city department store and the mail-order catalogue house. What were they?

\* \* \*

The nervous resident of a great city has not the patience to study a catalogue, buy a draft and write an order, and the great department store, with its attractive leaders, offers convenience in furnishing all his requirements in one place.

I believe that the prosperous retailer of the past, who bought at high prices and sold at excessive profits, was a great factor in the creation of the catalogue house and its twin sister. The economic plan of these institutions minimizing the number of profits from producer to consumer, no credit losses, has enabled them to make great inroads in the trade of every community.

\* \* \*

Let us consider briefly the policy that we must pursue to be able to use this argument fairly and honestly.

1. **PAY CASH FOR EVERYTHING YOU BUY.** There is no banker so expensive to owe as the parties we buy goods from. Remember that 1 per cent. for 20 days is 18 per cent. per annum, and 5 per cent. for the same time is 90 per cent. per annum; yet a prominent manufacturer who sells goods 30 days net, 5 per cent. 10 days, tells me that half of his customers take the time price. Paying prompt cash would greatly increase the feasibility of syndicate buying.

2. **SELL ALL GOODS ON A CASH BASIS.** Sell on installments, if conditions make it desirable, but at a price that will admit of a liberal cash discount. But for the party who buys and says "charge it," have an established rule everywhere among retailers that if it is not paid within 30 days it shall draw interest just as if he had borrowed the money at the bank to pay for the goods. It is unfair to our banker friends to pursue any other policy and thus, while suffering meekly ourselves, deprive them of their legitimate business by offering money without interest.

3. **LOCAL ORGANIZATION AND INTELLIGENT DISCRIMINATION** in the choice of special lines should prevent ruinous competition among those in the same line of trade.

Students of social science tell us that life has always been

hard and full of perplexities. Let us accept their conclusions as so and accept them cheerfully, but with our stores and warehouses stocked with goods bought for cash at the best figure that our combined abilities can obtain and sold on a cash basis, will we not be giving Mr. Catalogue House a good share of the hardship and perplexities of business? And Mr. Department Store will have to put a high priced man in charge of his Hardware department to hold his trade in competition with Mr. Syndicate Buyer.

Think for a moment how many of the downtown department stores in the city of Chicago have failed and disappeared in the last eight years. And while a few great catalogue houses have made millions the commercial world is strewn with wrecks of dozens that failed before they could get started in the race.

On motion of Mr. Gormley, a vote of thanks was given to all the members who had read papers. The President made a brief address, calling upon the members individually to state whether the Association had been a benefit or not to them, and without exception they answered in the affirmative. On motion the convention adjourned sine die.

On Wednesday evening the delegates were tendered a banquet by the Galesburg members of the Association, which was attended by all the members of the Association present at the convention. Interspersed with the menu was considerable speech-making, C. D. Clark proving an admirable toastmaster. A number of gentlemen were called upon to speak, and the following toasts were responded to: "The Illinois Retail Hardware Dealers' Association," H. G. Cormick, the president; "Builders' Hardware," by W. H. Bennett, Chicago manager Reading Hardware Co.; "Cutlery," by H. P. Corwith, Cattaraugus Cutlery Co., Little Valley, N. Y.; "Job Lots," by C. H. Williams, Streator, Ill.; "Tacks," by R. L. Morton, Simmons Hardware Co., St. Louis; "Steel Ranges," by Howard Maffray, Chicago; "The Press," by Daniel Stern, of the American Artisan, and H. H. Roberts, of the *Iron Age*, Chicago.

#### Improved Globe Water Filter.

The Globe Water Filter Co., 71 Gold Street, New York, C. C. Cobb, Manager, are placing on the market, through the Hardware, House-Furnishing and Plumbers' trade, the Improved Globe Filter, an illustration of which we give in this article. It is manufactured from Gorham's patents, and has proved to be a popular specialty for the several trades to handle. These filters are made of heavy copper, tinned inside; the strainers are of brass and nickel-plated.



No fear of rust or corrosion of any nature need be apprehended. They are made reversible, and are consequently self-cleaning. They are filled with silica, being the finest quartz, and conceded to be the best filling material known to the inventor. No sponge or felt is used in its construction, charcoal being also avoided as a filler. Should it be desirable at any time they can be easily refilled. Every filter being warranted by the manufacturers, makes it a ready article for quick sales.

To illustrate the absolute and delicate control of electric cranes, the manager of a large iron works at Ipswich, England, during a recent engineering meeting, stated that their cranes of 25-ton capacity "could be started and stopped many times in an inch."—*Exchange*.

#### Misnamed Commodities.

Cayenne pepper is prepared, not from a pepper plant, but from a capsicum. Neither is burgundy-pitch pitch; nor does it come from Burgundy.

Jerusalem artichokes do not come from Jerusalem. The plant is not a native of the Holy Land. The Jerusalem artichoke is a sunflower, and gains its name from the French word "girasole," meaning "plant which turns toward the sun."

Turkeys do not come from Turkey. The bird is a native of America.

Camels'-hair brushes are made from the soft, bushy tail of the common squirrel.

German silver is not silver at all, but an alloy of various of the baser metals, which was invented in China, and used there for centuries. An injustice is done to Germany in calling the cheap but useful wooden cased clocks she has so long produced Dutch. The mistake arises from the German word for "German"—"Deutsch."

Cork legs are not constructed of cork, neither did they come from the city of that name. The usual material for a cork leg is weeping willow, covered with raw hide. People with or without cork legs sometimes pride themselves they are wearing porpoise-hide boots.

So-called porpoise-hide is in reality the skin of the white whale.

Prussian blue does not come to us from Prussia. It is a chemical product of which England makes her full share. Irish stew is not an Irish, but an English dish; and Turkish baths did not originate in Turkey, but in Russia.

Cleopatra's Needle has nothing to do with Cleopatra, but was set up about 1000 years before that lady was born by Thothmes III., a full record of whose wonderful exploits is preserved in the Temple of Karnak, and in the British Museum.—*Answers*.

#### Housewife and Burglar.

The burglar had entered the house as quietly as possible, but his shoes were not padded, and they made some noise. He had just reached the door of the bedroom, when he heard some one moving in the bed as if about to get up, and he paused. The sound of a woman's voice floated to his ears.

"If you don't take off your boots when you come into this house," it said, "there's going to be trouble, and a whole lot of it. Here it's been raining for three hours, and you dare to tramp over my carpets with your muddy boots on. Go downstairs and take them off!"

He went downstairs without a word, but he didn't take off his boots. Instead, he went out into the night again, and the "pal" who was watching and waiting saw a tear glisten in his eye.

"I can't rob that house," he said; "it reminds me too much of home."—*Lewiston Evening Journal*.

A new scheme for extending American trade in Europe is the issue of a handsomely illustrated magazine, printed entirely in French one month and entirely in German the next. Its title in one language is *La Revue du Commerce* and in the other *Handelsrevue*. The initial number, just out, contains articles on the Niagara power plant, the Pan-American Exposition, American railways, forge machinery, the Great West and the harvesters of this country, brief descriptions of a few prominent manufacturing cities in the United States, a survey of the textile, breadstuffs and metal markets for the preceding month, and statistics showing the kind and value of goods exported from this country during the same period. The magazine has many merits, but the chief one is that it brings to the possible buyer in Europe information about American merchandise in his own tongue. W. S. Bigelow & Co., 116 Broad Street, New York, are behind this admirable enterprise.



## OHIO HARDWARE ASSOCIATION.

The seventh annual convention of the Ohio Hardware Association met at Cincinnati on Tuesday, Wednesday and Thursday, February 26th, 27th and 28th, the business sessions being held in the Auditorium of Odd Fellows Temple.

### TUESDAY AFTERNOON SESSION.

The first session was called to order promptly at 2 o'clock on Tuesday, February 26th, Vice-President Bogardus in the chair. There were seated on the stage, at the rising of the curtain, the following officers: O. M. Scott, President, Marysville, Ohio; W. P. Bogardus, Vice-President, Mt. Vernon, Ohio; G. M. Gray, Recording Secretary, Coshocton, Ohio; H. G. Woodward, Treasurer, Sidney, Ohio.

And the following members of the Executive Committee, viz.: Geo. Guyton, Ada, Ohio; A. C. Rohrbacher, Akron, Ohio; H. P. Davidson, Cleveland, Ohio; Frank Winter, Lancaster, Ohio; Jas. B. Carson, Hamilton, Ohio; J. W. Brown, Washington C. H., Ohio; George B. Meyer, Cincinnati, Ohio.

After the convention was declared open, Vice-President Bogardus introduced His Honor, Mayor Julius Fleischmann, who addressed the convention as follows:

Mr. President and Gentlemen of the Ohio Hardware Association:

I am going to leave the city within a very little while. Before going, it behooves me to turn the city over to some one, and, in thinking the matter over, I did not know where I could do better than to come up here and turn it over to you—at least for the next few days.

You will find it a nice city, not very clean, to be sure; but I can guarantee that it is sound in every way. Its people are hospitable, and want you to enjoy yourselves while you are here. They know that you did not come here for the mere purpose of enjoying yourselves, but that your primary object is to meet one another and to discuss ways and means whereby the large interests which you represent may be benefited or improved; and we also know that when a lot of good men from the State of Ohio get together, no matter for what purpose, something is going to drop!

I did not come here to tell you all about the Hardware business, because, in truth, I know little or nothing about it. I came here to bid you a most cordial and heartfelt welcome to our city; and when you leave it I know that you will realize, if you do not now, that, although we cannot boast of quite as many people in our midst as does our sister city on the lake, we are still on the map as a commercial city in every way.

Now the mythical key to our city is yours. Do with it what you like. All I have to say is, that when you leave that you return the key to me, because I may have to use it again.

I thank you for your attention. (Applause.)

To the address of Mayor Fleischmann President O. M. Scott briefly responded in a very pleasing manner, returning the thanks of the convention for the combined efforts which had been made for its comfort and pleasure.

Vice-President Bogardus then introduced the chairman of the Cincinnati Local Committee of Arrangements, S. D. Baldwin, of the Whitman & Barnes Mfg. Co. Mr. Baldwin, on behalf of the committee of which he was chairman, addressed the convention, stating in detail the varied forms of entertainment already under way for the purpose of making the delegates contented and satisfied with their environment at all hours during their stay in the city.

The secretary then read the minutes of the last meeting, held in Cleveland, which were, on motion, approved.

Vice-President Bogardus announced the next order of business as the annual address of the president, which was read, and from which we make several extracts.

### PRESIDENT'S ADDRESS.

To be placed at the head of an organization of men such as compose the Ohio Hardware Association is a compliment of no small magnitude, and one of which any man would

have just reason to be proud. I hope that when my term of office is ended my work will have been such as to merit your moral and commercial approval to the extent that you can say: "Well done, good and faithful servant."

\* \* \*

The purpose of commercial organization will be much underrated if looked upon as mercenary only—to maintain or get better prices, or to increase the volume of business. One greater aim should be to get a better understanding of each other. I consider this as important as the exchange of business ideas.

A dealer gains much by knowing men in his line of trade. It takes him out of his own little world, makes him more tolerant, better contented with his business, and hence better equipped for its successful prosecution, and better fortified to battle with the many annoying conditions that confront him from day to day. Competitors in the same line in the same town by their connection with organizations like this may be brought closer together, and find out what a good fellow the other fellow really is. Berate human nature as we will, is it not true that the more we know people the better we like them? One man brought suit against another for infringement of a patent. During the trial they became acquainted. The plaintiff said to the defendant: "If I had known you I would not have brought suit." The defendant replied: "If I had known you I would not have infringed."

If I get nothing more out of the Ohio Hardware Association than the friendships I have made throughout the State I am well paid for the time and money it has cost. The same fruitage can be had for every member of this association.

\* \* \*

We should look upon our organization as a stock company, each member holding the same amount of stock—no one having a controlling interest, and every stockholder doing his level best to raise the power of the corporation to its highest capacity, that it may yield both a social and material dividend that will be satisfactory to all. Your officers and Executive Committee have worked with this end in view.

\* \* \*

All progress is accompanied with danger. We are like an army in time of active hostilities. There are enemies throwing themselves across our path. We cannot advance our lines till they are routed. In General Sherman's noted Atlanta campaign he displayed wonderful skill in flanking the enemy. This was dangerous. Daily we are confronted with serious conditions. To be successful, we must advance by flank or direct assault. There are no Winter quarters for the progressive Hardware merchant.

The appointment of committees being next in order, President Scott announced the following as the members selected to fill these important positions:

### COMMITTEES.

Resolutions—T. Morris, Lima, Chairman; Henry Rhea, Cleveland; L. W. Loomis, Cuyahoga Falls.

Nominations—J. J. Ewing, Lima, Chairman; G. Jaeger, Elmira; J. H. Doering, Wapakoneta; F. G. Thornton, Cleveland; A. L. Shearer, Dayton.

Question Box—Geo. Hartke, Cincinnati; Ben Coe, Coshocton; Theo. Weld, Marysville; James Cockrell, Sunbury.

Laws Relative to Hardware Trade (Holding over from last year)—W. P. Bogardus, Mt. Vernon; C. B. Burr, Columbus; W. A. Fearn, Columbus.

On Memorial to Chas. Boebinger—O. P. Schriver, Cincinnati; B. H. Knapp, Cincinnati; M. A. Griffith, Madisonville.

After the announcement of the committees, a general interchange of ideas occurred among the delegates, of special interest to them particularly, which was participated in by many of those present, and proved to be a very enjoyable symposium of ideas.

An invitation was received from the John B. Morris Foundry Co., through its secretary, George McG. Morris, to

visit their extensive plant and inspect the stock of stove repairs, which is one of their lines of production, and covers repairs for over 1,000 different stoves and ranges. Vice-President Bogardus at this point made a suggestion that was received with considerable applause, which was that every member should shake hands with every man whom he met in Cincinnati wearing the O. H. A. button.

After an informal discussion on general topics, the convention adjourned at 5.15 P. M. until 9 A. M. Wednesday.

Tuesday evening was devoted, under the auspices of the Entertainment Committee, to an exceedingly jolly "Smoker," the delegates being entertained with what was denominated a Bohemian Smoker, taking place at the Scottish Rite Cathedral, which reflected great credit upon Mr. E. H. Hargrave, Chairman of the Entertainment Committee, for originality and ingenuity. It was Bohemian in the strictest sense and proved enjoyable in the extreme. The spacious auditorium of the cathedral was filled up with about 100 small tables. As soon as a guest arrived his badge was punched. Then he was given a smoker's outfit, consisting of a cigar box containing a corncob pipe, a package of excellent tobacco and two fine cigars. He was next shown to a room where his overcoat and hat were checked and then he was ready to mingle with the throng. Each member had attached to his coat lapel a button bearing a number which corresponded to one on a printed list containing his name, so that it was unnecessary to have formal introductions. An excellent vaudeville show was furnished by Mr. Will S. Heck, all of the participants being professionals.

#### WEDNESDAY MORNING SESSION.

After the evening of solid enjoyment referred to above, many of the members were late in arriving at the Wednesday morning session, although President Scott paid no attention to this fact, and called the convention to order at 9 A. M. sharp. The first order of business as announced was the report of the Committee on Grievances, W. P. Bogardus, the chairman, presenting the report, which would naturally come under the head of executive business. President Scott referring to it said: "Gentlemen, you have heard the report of the Grievance Committee. It is a most excellent report, but doesn't give you any adequate idea of the amount of correspondence, work and manipulation that has been done to bring about such gratifying results, and my only regret is that there are not more delegates present this morning to give the report the attention it deserves."

On motion of J. F. Wright, of Worthington, the report was adopted.

Secretary George M. Gray, of Coshocton, presented his report, from which we make several selections. This report gives in detail the large amount of correspondence that fell to his lot in performing his several duties, together with the references to the various committees that were in touch with the corresponding secretary in the transaction of the business of the Association.

#### STRONGEST RETAIL HARDWARE ASSOCIATION IN THE UNION.

The Association is strong, and has become strong, not only because of the interest taken in it by our members, but because it is built on a firm foundation of conservatism in business, of friendship, honesty and honor among members. This Association means a good deal more than an organization for the purpose of recreation and a "good time." As business men we have plain and important business propositions to meet. In these times of combination and consolidation in business of the so-called trusts in manufacturing, and from whom we must buy, and the corresponding trusts in selling—that is, the rapidly developing department stores—the retail dealer meets new questions which vitally affect his very existence. On the one hand the question is suggested, Is it not better to let conservatism in business, "the live and let live" policy, guide us? On the other hand the power of the modern trust to destroy competition, to fix and change at will the prices of the goods they manufacture and we buy, and the competition of the selling trusts or department stores which can afford to sell our lines of goods

at cost as leaders for trade in their other departments, threatens the very existence of retail Hardware stores.

#### WHAT TO DO AND WHAT NOT TO DO.

to meet these questions calls for the very best business sense and talent in our membership. Our career so far has been a brilliant one, but the association has not by any means reached the end to which it aspires, nor can it do so until it enlists in its ranks all the retail Hardwaremen of the State.

To meet these questions and promote the purposes of the organization your officers as a body and your recording secretary individually have carried on an extended and extensive correspondence. A special effort has been made to reach the retail Hardware dealers of the State who are not members of the association.

On motion of W. P. Bogardus, the report was received and adopted.

The Committee on Light made a report through President Scott regarding the present situation having reference to the gasoline incandescent light. We quote below the substance of the action taken by the committee.

A circular was issued during the latter part of 1900, which is not dated, signed by Frank L. Baird, Inspector of Oils, First District of Ohio, and John R. Malloy, Inspector of Oils, Second District of Ohio, which quotes sections 398, 400 and 402, Revised Statutes of Ohio, and states that it has been reported to the Department of State Inspection of Oils that persons are using for illuminating purposes, contrary to the laws of Ohio, gasoline or other products of petroleum. The circular concludes as follows:

The foregoing provisions of the law were enacted for the protection of life and property from the dangers arising from the use of illuminating oils which do not come up to the required standard.

Gasoline is not intended for illuminating purposes, and will not meet the required legal test; and any person who sells or offers gasoline for sale for such purposes or any person who uses gasoline in lamps or other devices for illuminating purposes, except as stored in underground reservoirs, outside the building to be lighted, as provided in section 400, violates the law and is liable to the penalty prescribed in said section; and all persons are hereby notified that any violation of the foregoing sections of the Revised Statutes will be prosecuted by the officers of this Department.

On motion a committee was appointed to draft a memorial to the Legislature asking to have the objectionable features of the law relating to gasoline as an illuminant repealed.

At the request of B. Worth Ricketts, of Coshocton, who had prepared a paper on "The Rights of the Retailer," it was read by Mr. Bogardus, whose reputation as an elocutionist was recognized by the members present to the fullest extent. We make a number of extracts from this address, which was on a very interesting subject, and was listened to attentively under the pleasing auspices of a special delivery.

The spirit of domination appears to be ever present in the make-up of mankind and is laudable or to be deplored, according to its development and direction.

The pages of the past contains one long and almost uninterrupted story of the wrongs against the many by this misguided motive of the few. Some cultivate the passion for glory and renown; others for wealth and its consequent power. One modern example of that motive nobly directed—our Revolutionary fathers, who builded not for themselves but for the people. This inherent passion seems to break out at various times and sundry places, much in the manner of the many ills that flesh is heir to, and is at times more or less virulent and contagious.

\* \* \*

Well directed combinations in merchandising means the loss of business independence for many who are now fighting their battles alone. Ought we not then look to our rights, and see that they are known and respected?

The manufacturer ought not think that because he produces articles of real merit and general utility and heralds the same through the press to the public that that alone has made their reputation and his success in his line of products. There is an army of retailers between him and the consumer who must not be overlooked. They know a good thing when they see it, and they willingly, though selfishly, assist in building up that reputation by praising and posting their trade on the various points of merit of the merchandise they

handle, by warranting and standing between his customer and any possible loss, and in every honorable way strive to get them into general use and thereby smooth the way for future sales.

Surely we have done more to add to that reputation and create a demand far in excess of any that could be obtained by the most lavish use of the printer's press. This is not on account of any love on our part for the manufacturer or pride in his plant, but for the margin of profit that is in it for us.

\* \* \*

If we wish to persevere in the old and established methods and are not willing to be guided by the signs of the times, and accept and attempt some of the radical changes now in the air, then we too should take action. The time has come when those whose interests are mutual, whose commercial success depends on harmony of action, who are makers and distributors—the manufacturers and the jobbers and retailers of every line of commodity, the many against the few—should formulate a plan of action to more closely conserve our common interests, lest our present freedom of action and individuality be smothered and lost in the arms of some financial octopus, some new billion dollar trust.

\* \* \*

#### COMPLICATED LISTS AND DISCOUNTS.

We have a right to be favored a little as to lists and trade discounts. We are not all blessed with a marvelous memory; nor are most of us adepts in discounts.

The lists, for instance, on Steel Goods, seem to have been gotten up by the designers with a special view to distract us, and they have succeeded admirably in my case; but the discounts on same, to use a vulgarism, "take the bakery." Why, after a short wrestle with them one would forget whether he was afoot or on horseback. We should be given a list that is uniform—that is, manufacturers making goods of like style, sizes, etc., use one list and but one discount for each list of any line; the discount changing with the market; the lists to be changed only at long intervals when the cost of material or making of part of their products would be relatively out of proportion.

This need not occur often, as the manufacturers could safely be trusted to put their lists so high and their discounts so low the former would seldom need revision.

The reading of the paper was the means of starting a discussion on its several features, which was participated in by a number of the delegates present, including John F. Baker, W. P. Bogardus, P. D. Weld, John C. Fuhr and R. H. Grimm. It was developed from the opinions expressed by the various speakers that the manufacturers might contribute greatly to the convenience of the retailer in their methods of labeling goods, and in a number of other minor details. But there was naturally a difference of sentiment as to how the manufacturers could be best persuaded to pay more attention to such matters, particularly to the matter of giving more room on labels, whereby the cost and selling mark of the retailer might be placed thereon. It was suggested that the retailers should co-operate with the jobbers in endeavoring to have such a desirable reform brought about, as through them it was felt they could more certainly reach the manufacturer.

Mr. Bogardus, chairman of the Committee on Lien Laws, submitted the report of their committee, which was a very able one, showing in a concise manner how necessary it was that some further action should be taken by the General Assembly of Ohio for their improvement. A few of the points referred to we present herewith:

#### THE HISTORY OF LIEN LAW LEGISLATION

has more than a passing interest. The first lien law enacted in the United States was passed by the Pennsylvania Legislature in 1803, and was limited to the city of Philadelphia. The first lien law passed in Ohio was enacted January 1, 1823, and applied to Cincinnati only. On March 12, 1840, it was so enlarged and amended as to include the counties of Hamilton, Washington, Scioto, Muskingum and Knox, and so broadened as to extend the lien to all mechanics, laborers and furnishers, for the value of their labor, skill and materials.

The first general mechanics' lien law was passed March 4, 1845. In 1854 the law was amended so that any one who did work or furnished material to contractors could secure lien on any moneys in the hands of the owner not yet paid to contractor by notice to the owner. On April 20, 1899, the

law was amended, making it necessary to file a sworn itemized statement of all labor done, or materials furnished within four months after the last item was charged, and suit could be brought to enforce lien any time within six years from the filing of the statement with the county recorder. A further provision of the law made it obligatory on the part of the owner to detain payments due the contractor for labor done, or materials furnished when served with a written notice. In 1894 the law was amended so as to put the contractor, subcontractor and the material man on the same basis as to their right to acquire a lien upon the building. The amendments of 1894 have been pronounced unconstitutional, because, 1, it limits the rights of the owner of property, and makes him liable for debts that he has not contracted, and knows nothing about; and, 2, because it is contrary to public welfare.

\* \* \*

The Michigan mechanics' lien law of 1891, as amended in 1893 and 1897, is a long step in advance of anything we have had in Ohio. It has been pronounced constitutional by the courts of Michigan. It gives all subcontractors the right of a lien, if notice is served on the owner that they are furnishing the contractor labor or material. It compels the contractor, before he can draw any money on his contract, to make statement under oath to the owner of the number and name of every subcontractor or person who has done labor or furnished material, giving the amount that is due or to become due, and the owner may retain out of any money due or to become due the contractor an amount sufficient to pay all demands that are due or to become due to such subcontractors, as shown by the contractor's statement, and pay the same to them according to their respective rights, and these payments shall be considered the same as if paid to the original contractor.

The law provides further that the contractor cannot legally draw any money on his contract until he does file his statement with the owner. And if contractor fails or refuses to file statement with owner within five days after demand is made the contractor shall be liable to the owner for \$100.

The law provides further that liens are to be filed in the recorder's office, and a copy of the statement sent to the owner. If the owner is not getatable then a statement must be posted on the building. A failure to send copy to the owner invalidates the lien. Notice must be served on the owner within 30 days after the commencement of the work.

The above are but a few of the points of this excellent law. That some law giving greater protection than is now given to labor and material men is needed goes without saying.

#### MICHIGAN LAW AS A BASIS.

Your committee feel that a law drawn on the lines of the Michigan mechanics' law would stand the scrutiny of the courts and meet the approval of the general public.

Your committee would further suggest that we, as an association, join forces with the Lumberman's Association, and others, to carry through a proper lien law.

The report was signed by the entire committee, W. P. Bogardus, W. A. Fearn and C. B. Burr.

On motion of Mr. Baker the report was approved. Mr. Bogardus stated that the Supreme Court of Ohio had pronounced the Ohio law of 1894 unconstitutional, and this had been passed upon by the Federal Court. The Circuit Court of the United States had also pronounced it unconstitutional. It had not as yet been appealed to the Supreme Court of the United States.

J. P. Duffy, referring to the report just received from the committee, characterized it as the most exhaustive and complete report on the subject that had been made by the Association since its organization, and this statement was emphasized by the convention in its applause in a very substantial manner. The report was received and filed, and the committee continued for another year.

On motion of C. J. Johnson, of Barberton, the privilege of the floor was extended to George Koon, representing Henry Disston & Sons, Philadelphia, for the purpose of making a speech having reference to the important question before all conventions, of the competition emanating from department stores and catalogue houses, which was listened to with commendable interest. We make a number of extracts from the interesting remarks of Mr. Koon, which will indicate the nature of the topic, and the attention which the convention gave to the discussion:

I have heard indirectly of your talks on several different



subjects; but the one that interested me most is the one that interests you most—that is, the sale and handling of our goods by certain classes of people, who, while conceding that they do a large business, etc., are not the nicest kind of competition in the world.

I come here to-day to learn from your members what you consider the best plan and the best way for the manufacturer to handle that line of business. If there is anybody in the house that has any suggestions to make I am willing to listen to them right now, and tell you what we are ready to do. We don't lie quiet and see any of our trade—the retail Hardware trade I mean, because that is Disston's business after all—we don't stand quiet and see that trade injured in any manner whatever if we are able to step in and take care of them. Our goods, I think you will all admit, are very satisfactory goods for you to handle. They sell readily if properly handled, and are profitable goods. We don't suppose you people, any more than any body else, are going to push or sell a line of goods on which there is no profit. We have always tried to have everybody who handled Disston's goods make a profit, whether the jobber or retailer. If there is anything that has come into the business of late years that has caused the business to be so handled that you cannot make a profit, tell us how to handle it and we are with you heart and soul. I came here for suggestions. Has anybody got anything to say?

After remarks by Mr. Jewell and Mr. Wiseman, Mr. Borgardus said:

The retail Hardwaremen of the State of Ohio are up against this proposition: We have one or two competitors who are able to come into the market here and sell to our customers at a price reduced from what we can afford to sell. During the number of years that Henry Disston and others have been in business they have depended largely upon the retail trade to further their interests. It would not have done Henry Disston any good at all compared with what benefit he has received if he had undertaken to ignore the retail trade throughout the country in introducing his goods. The retail trade have taken up his goods and introduced them and brought them to the attention of their consumers and their customers. That trade has been established through the efforts of the retail trade, not only in the State of Ohio, but throughout the United States, so that there is the record for Henry Disston's goods of being first class.

Now, those goods have that record because of the work of the retail men throughout the United States. True, Mr. Disston made fine goods, or he could not have had any record; but the fact that everybody understood that those goods are standard is dependent upon the exertions of retail men.

\* \* \* \* \*

This gentleman comes here and wants us to give him a fully developed plan of what to do in the matter. We are unable to do it; at least as far as I am concerned that is the case. I want to submit the facts to him. I don't know that he understands them as we see them. Sometimes manufacturers do not understand or get down to the facts in the same way as the man behind the counter. So I am glad that he is here to-day to hear us discuss this question, and we can talk to him looking him in the eyes and give him to understand that the record and reputation all over the world of the Henry Disston Saw is due to the efforts of the retail trade throughout the country. Of course, we don't sell his.

Mr. Koon then proceeded as follows:

Our goods don't go into the hands of the catalogue houses from our hands direct. We have to get at them through other channels. Consider what that means. Henry Disston's goods are sold by every jobber in this broad land, all over the country. When we start in to adjust prices as between the jobber and the catalogue house, we will have more than a day's work. You appreciate that, all of you.

\* \* \*

I was brought up in the Saw business, and don't know anything but Saws—but I know that the prices published by catalogue houses to-day on Disston's goods are identical with the prices at which you can go into Chicago or New York and buy goods to-day. Those prices are established. Who is to blame for them? Is it the people who sell by catalogue and who are attempting to meet prices already established by somebody else in the business? If we attempt to regulate that price, that is the biggest end of our labor, and we have a great big job on our hands. You all appreciate that. Now, after the price is fixed, what is the next step? Is it right for us to continue having our goods handled by these people? We are leaving it all open to you. If you object absolutely to the catalogue house, barring the question of prices, jump up and say so, and Mr. Disston will

not let them have another cent's worth of goods. (The entire house rose.)

It would appear from the statements of Mr. Koon and the discussion following that the facts have never been fully apprehended by either side of how catalogue houses obtained Disston's Saws; and the statement made by Mr. Koon placed the whole matter in an entirely new light before the members of the association.

At the conclusion of Mr. Koon's remarks, Mr. "Jack" Smith moved that a vote of thanks be tendered Mr. Koon for his presence at the convention, and for the very satisfactory manner in which he had explained the position of Henry Disston & Sons in relation to the subject. The motion was carried unanimously.

The following telegram, which was read by Mr. Wiseman, was despatched to James E. O'Brien, President of the Minnesota Retail Hardware Association, in session at Minneapolis:

Greetings and best wishes of the Ohio Hardware Association.

O. M. SCOTT, President,

GEO. M. GRAY, Secretary.

On motion, recess was taken until 2 P. M.

#### WEDNESDAY MORNING SESSION.

The convention met pursuant to recess, President Scott in the chair. Invitations to visit the respective plants were read from the Eagle White Lead Co., the Boss Washing Machine Co., and the Anchor Buggy Co. These invitations were received and placed on file. An invitation was also received by the Association to visit the Vehicle, Harness, Implement exhibit of the Tri-State Vehicle and Implement Dealers' Association. The invitation was received and placed on file.

President Scott introduced Lewis E. Keller, of Cincinnati, who delivered a paper on the subject of "The Ohio Hardwareman," which was well appreciated by his auditors, who received it with many evidences of gratification.

C. C. Fouts, of Middletown, was then introduced by President Scott, and delivered an interesting paper on "Advertising a Retail Hardware Store," from which we take several of his most pertinent illustrations:

All dealers must advertise their business daily, either for good or bad; there is no stopping place; we recede or go forward just as surely as we do business.

The old days of doing business because we could hardly help it have passed from our country to a newer one, where pioneers are compelled to buy what they can get, as they all did here in the days gone by. Then the goods of the business man were limited to lines of necessity, rather than luxury; in fact, the necessities were limited in extent, there were fewer men in business, competition was not so sharp, and the merchant did most of his business and advertising by personal contact with his customers, who soon learned to distinguish the man of integrity, and gave him their loyal and deserved patronage. Not so to-day; the quiet man of integrity cannot rely solely on his character. This is one of the corner-stones to his business foundation, but he must also use energy, aggressiveness and advertising as well, or his competitor will use this last named qualification to his disadvantage.

#### ADVERTISING IS A NECESSITY.

Let us note some of the necessities for advertising. A few years ago department stores and catalogue houses were unknown, manufacturers and jobbers sold very little if anything direct to the consumer; now many solicit his trade, using arguments of various kinds to induce him to buy, and with the misleading cuts and flowery printed descriptions of goods, he is likely to forget his old friend, the Hardwareman, and naturally desiring to get the most for his money, he sends away for his goods. He forgets that these people pay no taxes in his county to help educate his children, build good roads and pay the bonded debt, but, with the single object in view of supposedly saving a few cents, he will throw over his home dealer for the man whose character he knows nothing about, and very often to his own disadvantage.

## TRAVELERS SHOULD RECEIVE A HEARING.

Right here I would suggest that one of the least expensive and most profitable items to be considered is our treatment of traveling and credit men. Courtesy is seldom forgotten; give our traveling friend a hearing, even though necessarily short, tell him kindly and firmly whether you can use his wares, and if he is a gentleman, which he usually is, he will take your word that you mean what you say. If he is not, the treatment should be varied to suit the case.

## VALUABLE ADVERTISING.

Our cheapest and, at the same time, valuable advertising, is furnished by credit men and commercial reports. If our bills are met promptly by payment when due, or satisfactory excuse, a favorable estimate is placed on our business character which we know not the value of at the time, but which may prove later on to be the salvation of our business.

The thanks of the convention, on motion of Mr. Coe, was tendered to Messrs. Ricketts, Keller and Fouts for the valuable papers prepared by them, as noted above.

S. D. Baldwin, chairman of the Local Committee of Arrangements, announced for the social features of the evening a theatre party for the ladies after their return from luncheon at the Avondale Athletic Club, and a visit to the Rookwood Pottery and the Art Museum; for the gentlemen, a banquet at the Armory, at which it was not anticipated that much speech-making would be indulged in, but responses to toasts would be made by Vice-President Bogardus and W. B. Melish and Howard Saxby, of Cincinnati, who had a reputation for entertaining that was universally known. Mr. Baldwin assured the convention it was no burden to the manufacturers and jobbers of Cincinnati, but on the contrary a great pleasure, to do all in their power for the entertainment of the members of the Ohio Hardware Association.

H. C. Wiseman, of Springfield, chairman of the Committee on Insurance, presented a report on the subject, in which the matter was gone into to the fullest extent, and a discussion upon the report followed, participated in by Messrs. Jewell, Fuhr, Coe and others, after which, on motion, the report was received and filed. At the suggestion of Mr. Weld a straw vote was taken as to the number of delegates present who were favorably disposed toward the organization of a mutual insurance company within the Ohio Hardware Association. The chair having asked for a rising vote in the affirmative by all those favorably disposed, there were only three votes in the negative. This was followed by an endeavor to ascertain how much insurance the delegates present would be willing to take in this new company if formed, which resulted in still further discussion, in which a number of members participated, but the tellers reported as a result of their count that a total of \$224,000 had been subscribed.

The chair then called for a report of the Committee on the Interstate Association, and John F. Baker, chairman of that committee, reported that they had not come to any definite conclusion. He found, however, that Fred H. Cozzens, secretary of the association, was in the city, and he had been invited to address the convention, so asked that action be deferred until he should arrive.

President Scott read a telegram which he had just received:

O. M. Scott, President O. H. A., Cincinnati:

The Minnesota Hardware Association assembled, 400 strong, gratefully acknowledge greeting and extend right hand of fellowship and good-will to our brothers of the famous Buckeye State. J. E. O'BRIEN, President.

Mr. Cozzens subsequently arrived, and was introduced, and presented the claims of the Inter-State Association, which he was well qualified to do. This called forth considerable discussion, which was participated in by Messrs. Duffy, Bogardus, Stone, Jaeger, Baker, Rothwell, Davidson and others. The Committee on Inter-State Association were instructed to bring in some definite recommendation. They retired at once, and subsequently brought in a report which recommended the appointment of a committee to attend the

annual meeting of the Inter-State Association to be held in Chicago; also to confer with that association as to whether their constitution could be so amended as to include only as members of the Inter-State Association the retail Hardware dealers and not traveling men who are members of the Ohio Hardware Association, and to arrange that dues should be paid by only such members. On motion, the report was adopted, and the chair was authorized to appoint a committee of two to carry out such recommendation. The convention then adjourned until 9 A. M. Thursday, February 28.

## THURSDAY MORNING SESSION.

The convention met pursuant to adjournment, Vice-President Bogardus in the chair. The morning session it was designed should be especially devoted to the discussion of questions reported by the Question Box Committee. Among these questions, which aroused more or less discussion, and to that extent were found extremely interesting by the delegates, were the following:

George Hartke, chairman of the committee, read the questions to the convention as given below, and after the reading of each question full opportunity was afforded for discussion. Questions were discussed with freedom and the greatest interest manifested.

What do you think of a member of this association who tells a customer to "get his best prices from a competitor and come to me and I will go \$1 better"?

Why not favor syndicate buying on staples?

This question provoked no discussion.

The most reliable and best way for a buyer to keep himself posted as to the proper time to buy a large class bill of Hardware, which we all know has been very hard to do for some time?

Would it be a benefit to the retail members of the Ohio State Association to have this association composed of retailers only?

What has been the nature of the cases referred to the Grievance Committee, and how disposed of?

If we cannot accomplish anything from county or town organization, how are we to be benefited by State organization?

Should we not ask the manufacturers of Hardware to try to adjust uniform labels in regard to allowing a space on same for marking the cost and selling price?

Do electric roads benefit or injure the Hardware trade in small towns?

I live in the northern part of the State; handle Hardware. I have a contract with a machine company who discharged one of their special salesmen, and asked me to let this man have the local territory for 1901. To this I consented. They made a contract with him without taking up our former contract, and he sold two corn shredders. The commission was \$100. Who is entitled to the commission—the former or latter? My contract did not expire until 1901.

Mr. Jaeger thought the man who sold the corn shredders should have the commission.

What per cent. of your credit sales do you lose?

Would it not be beneficial to the members to have the report on lien law in print and distributed to members?

Why not hold our conventions two weeks earlier, just after invoicing and before Spring trade?

Would you ever resent the insinuating sarcasm of a customer?

Several voices cried "No," and Mr. Duffy remarked (*sotto voce*) "Depends on the size."

Does it pay to keep a nice clean store?

The reply seemed to be unqualifiedly in the affirmative, but there were one or two feeble responses, "No."

This closed the discussion on the Question Box, which was followed by a general discussion of interesting questions.

A great many of the members enjoyed participating in these various questions, some of which were seriously intended, and a number of which were not.

Mr. Duffy asked as to what simple methods of bookkeeping might be recommended for retail Hardware stores. This was discussed by a number of delegates present. The trend of sentiment seemed to be that improvement was more necessary in the man than in the books, and that too many

people were afraid to use time and paper in making a proper record of small transactions, especially where the transaction was so fleeting that it is customary to put it on a slip. Many deprecated the slip system, however, and thought it better to open regular accounts, no matter how temporary the transaction might at first appear to be.

W. P. Scott, of McConnellsville, was called upon to give his experience in running a Hardware store on a strictly cash basis. He stated that his store was one of the fixed institutions in his neighborhood, as it had been kept there for many, many years—he himself having been connected with it for some twenty-five years. That up to two years ago business had been conducted on the usual credit system; at which time, after a full prior notice in the newspapers, a strictly cash system was adopted with the exception of two accounts, one with the county commissioners, and the other the Children's Home. Results had been most satisfactory, customers gained rather than lost, and so far as known, profits increased, as more business could be handled on the same capital.

A discussion of this subject proved to be an exceedingly interesting feature of the morning, and showed that a great many converts could be made to the strictly cash system if it could only be proved feasible in its operation. A difficulty suggested by many appeared to be the applying of a cash system to purchases of supplies made by contractors and manufacturing establishments. President Scott thanked the large audience for their attention at the morning session, and begged them all to be on hand in the afternoon to have a rousing meeting to close the proceedings. The convention adjourned at 11 o'clock for recess until 2 P. M.

#### THURSDAY AFTERNOON SESSION.

The convention met pursuant to recess, President Scott in the chair. The Committee on Memorial to John W. Finneran made their report, in which a memorial resolution was adopted, expressing the sympathy of the association, etc. The report was adopted.

#### THE USE OF GASOLINE.

The Committee on Memorializing the Legislature of Ohio to repeal the present acts restricting the use of gasoline as an illuminant reported the following:

Your committee to whom was referred the matter of drafting a resolution memorializing the General Assembly of Ohio to repeal sections 398, 400 and 402 R. S. of Ohio, beg to recommend the following resolution:

*Be it resolved*, That the Committee on Laws relating to Hardware trade of the Ohio Hardware Association be instructed to pray the General Assembly of Ohio to repeal sections 398, 400 and 402 R. S. of Ohio, for the reason that the same are in conflict with constitutional rights.

Your committee further report that in their opinion the gasoline incandescent light furnishes a safe, good and cheap illuminant, and that any effort to deprive us of the same is without warrant in law and an interference with our rights and happiness, and that therefore said sections ought to be repealed.

On motion, the report of the committee was received and adopted, and on motion of Mr. Bogardus, was referred to the Committee on Laws for report at the next meeting.

The Committee on Memorial to Charles Boebinger then made their report through O. P. Schriver, chairman, and adopted the customary memorial resolutions, expressing the sympathy of the association for his family.

The chair announced that the committee of two to go with the President to attend the Chicago convention of the Inter-State Association were Messrs. Duffy and Bogardus; as an alternate, George M. Gray. The convention then took up the matter of the selection of the next meeting place. It was moved by Mr. Rothwell that Columbus be named as the convention city for 1902. The motion was discussed by several of the members, and being put to vote, Columbus was selected unanimously.

J. H. Smith, of the Smith Bros. Hardware Co., of Co-

lumbus, asked that he be put on record as tendering the invitation to meet at Columbus. It was the general sentiment that without prejudice to the royal and generous entertainment given to the convention in the various large cities, that there was danger of the social and entertainment features becoming too pronounced, and that it would be better in future, while these courtesies had been deeply appreciated in the past, to have it understood that the convention city would not be expected to provide any banquet or extend more than the most inexpensive courtesies.

The committee on the usual resolutions with which conventions finish their proceedings on the final day reported through T. J. Morris, of Lima, their chairman, in which the several changes in the by-laws were recommended, and the thanks of the association were extended to all the Cincinnati Hardware dealers, manufacturers and others who had contributed to their entertainment, which was, on motion of W. P. Bogardus, adopted unanimously.

E. H. Hargrave, chairman of the Sub-Committee on Speakers and Entertainment of the Cincinnati Committee of Arrangements, having the privilege of the floor, explained that all members who desired to stay over that night would, on making the same known, be provided with a ticket to any of the theatres for the evening. He hoped that all would stay, and added that in order to make sure that nobody was forgotten, Mr. Austin would remain at the Grand Hotel until 7 P. M., so that any member of the association not then present could be informed, and obtain tickets from him. On motion of Mr. Wiseman, a vote of thanks was tendered to Mr. Hargrave and his associates, not only for the present courtesy but the many others received at his and their hands on various occasions. A rising vote being taken, everybody stood.

Mr. Hargrave said: I wish to say for myself and my associates that we are only too happy to know that you have enjoyed yourselves. We have been working pretty hard, but it has been in a sense a labor of love, and we have thoroughly enjoyed not only the work of preparation, but to a greater extent that of this week in seeing that you have had, as you say, a good time. We sincerely thank you. (Applause.)

Mr. Duffy moved that at future conventions the Ohio Hardware Association take care of its own entertainment, which motion was carried.

The Committee on Memorial to B. M. Clark, of Gettysburg, not having reported up to this time, it was voted that the report when received be considered as read and adopted.

The report of Committee on Nominations was then made, as follows:

#### ELECTION OF OFFICERS.

J. J. Ewing, of Lima, chairman, submitted the following report of Committee on Nominations:

Your Committee on Nominations beg leave to submit the following for your approval:

PRESIDENT, O. M. Scott, Marysville.

VICE-PRESIDENT, W. P. Bogardus, Mt. Vernon.

CORRESPONDING SECRETARY, George M. Gray, Coshocton.

FINANCIAL SECRETARY, W. C. Jones, Columbus.

TREASURER, H. G. Woodward, Sidney.

#### EXECUTIVE COMMITTEE.

George Guyton, Ada (one year).

Frank Winter, Lancaster (one year).

James B. Carson, Hamilton (one year).

J. W. Brown, Washington C. H. (one year).

Geo. B. Meyer, Cincinnati (two years).

Henry R. Rahe, Cleveland (two years).

A. C. Rohrbacher, Akron (two years).

A. Strome, Warsaw (two years).

#### GRIEVANCE COMMITTEE.

W. P. Bogardus, Mt. Vernon.

George B. Meyer, Cincinnati.

On motion the report was received, the rules suspended,



and Mr. Baker instructed to cast a ballot for the election of the nominees as reported.

The convention then adjourned *sine die*.

#### THE BANQUET.

The banquet that was given to the 600 guests, comprising delegates to the Ohio Convention and the manufacturers and jobbers of the city and their many friends, was one of the most important events of the kind ever held in Cincinnati, reflecting great credit upon the local entertainment committee, representing the manufacturers and dealers of the industry in the city. All the addresses were of a character to be remembered with feelings of the greatest pleasure. The music was excellent, the brilliant lighting and table decoration was far superior to the usual demonstrations of this kind, the menu was embossed on sheets of coppered steel, and the speeches that followed the coffee and cigars were of the true blue after-dinner character, very amusing, thoroughly enjoyable and exceedingly characteristic. The banquet was held in the Armory, which was handsomely decorated and illuminated in honor of the occasion. President Scott acted as toastmaster, a position for which he is admirably qualified, and he filled it to the letter. The principal speakers consisted of Col. W. B. Melish, who responded to the toast of "A Citizen of Cincinnati," and whose address was an exceedingly humorous one, calling forth laughter and applause. Vice-President Bogardus responded to the toast of "Old Horse," in which he upheld his reputation for eloquence by receiving every evidence of the appreciation of those present. To the final toast of "Hardware," Howard Saxby, of Cincinnati, made a model after-dinner speech that put the convention in the condition of wishing it was more greatly extended than it was. It was thoroughly enjoyable, and his hits were of the kind that were appreciated not only by the victims, but also by the delegates. The affair was one long to be remembered.

#### Col. J. R. Nutting in Role of an Inventor.

Col. J. R. Nutting, of Sickels, Preston & Nutting Co., Davenport, Iowa, has adopted the role of an inventor and as a result of his genius, the indications are that he will be abundantly rewarded in the way of profitable returns and as he expresses it, he has not yet decided whether to buy out the Northwestern or the Rock Island road. His invention is both a practical as well as useful one and no doubt will receive a cordial reception at the hands of all horseowners.

It consists of a Duplex horse shoe, which contemplates the ordinary hoof plate without calks and attaching to that plate a detachable plate, the under-plate to have short pins which will enter corresponding holes in the hoof-plates and by means of two or more short screws, the two plates are rigidly united.

By this means it will be possible to remove the plate which has the calks at a moment's notice, and allowing the horse to stand overnight in its stall without the necessity of bearing its weight upon the calks, which are at all times a burden upon the horse's feet.

It is also possible to insert a cushion between the two plates in order to take the jar off of the horse's feet. Col. Nutting's broad invention consists of the combination of a hoof plate and a detachable plate, with suitable means for rigidly connecting the two plates.

The invention is being patented through the services of Attorney L. G. Susemihl, of Davenport, and Col. Nutting expects to have the article manufactured and placed upon the market as soon as possible.

One of the most remarkable developments of the past year has been the increase in exports of electrical street-railway machinery and equipment. Every country in the world where electric railways are being built is buying portions of its supplies in this line from the United States.—*Exchange*.

(Proceedings of Minnesota Retail Hardware Association, continued from page 25.)

#### FRIDAY MORNING SESSION.

The discussion of the propriety of making the suggested changes in the annual dues was resumed, and remarks were made by Messrs. Watson, Gardner and Caley, but as all of them had changed their views the \$3 dues were now favored, and no action was taken. A few more questions were discussed furnished by the Question Box, and after a few remarks by President Tomlinson relative to the duties devolving on officers and members during the coming year, the convention adjourned *sine die*.

#### THE BANQUET.

One of the most interesting occasions connected with the holding of the convention was the banquet, which was given at the Nicollet Hotel on Thursday evening, the expenses of which were largely borne by the Association from their own sources of revenue. The number of those present was 240, and comprised a large representation of the members of the Association with a number of invited guests, consisting of jobbers, traveling salesmen and representatives of the trade press. Popular airs were rendered by a fine orchestra present, and an excellent menu was provided by those having the affair in charge. A. T. Stebbins, of Rochester, held the position of toastmaster, and most agreeably and felicitously did he fill the position. Among the speakers who made brief remarks when called upon was H. B. Gardner, of Minneapolis, who extended greetings to all those present in behalf of his city. James E. O'Brien, ex-president, replied to Mr. Gardner's remarks on behalf of the Association. H. M. Hill, of Janney, Semple, Hill & Co., Minneapolis, responded for the Minneapolis wholesale Hardware trade. E. A. Moye, of Duluth, did the same for the wholesale trade of his city. Irving A. Sibley, of South Bend, Ind., a prominent member of the Inter-State Association, made a very forcible address. Several of the other guests present made short speeches, among whom were Albert H. Hall, George W. Cope, of the *Iron Age*; Harry Gregg, of Minneapolis; R. A. Kirk, of St. Paul; J. F. McGuire, of St. Paul, and Charles F. Ladner, of St. Cloud. Ex-President O'Brien was presented with a fine leather-covered easy chair as a token of the esteem in which he is held by the members. Mr. De Mott, of St. Paul, made the presentation speech. Ex-President O'Brien was also the recipient of a testimonial from the traveling men, showing their appreciation of him. This consisted of a beautiful cut-glass water set, which was presented on behalf of the guild by Charles F. Conner. Altogether it was an extremely enjoyable affair, and greatly appreciated by the members who participated.

#### Women in the Professions.

According to the statistics furnished by the United States Government, the professions followed by women have largely increased in the last thirty years. In 1870 there was 1 woman architect; now there are 50; painters and sculptors have grown from 412 to 16,000; literary and scientific writers from 109 to 3161; preachers from 67 to 1522; dentists from 34 to 417; engineers from 67 to 201; journalists from 35 to 472; lawyers from 5 to 471; musicians from 5763 to 47,309; doctors from 527 to 6882; accountants from none to 43,071; copyists and secretaries from 8016 to 92,824; stenographers and typists from 7 to 50,633.—*The Congregationalist*.

The manufacture of briquettes from coal is an important industry in Belgium. During the first nine months of this year the exports of briquettes from that country amounted to 439,000 tons, an increase of 41,000 tons over the same period last year; coke exports were 823,000 tons, an increase of 74,000 tons; and coal exports 3,819,000 tons, an increase of 509,000 tons. Imports of pig iron for the nine months were 256,000 tons, a decrease of 14,000 tons.

## REVIEW OF THE MARKETS.

**Wire Nails:** The market on Wire Nails is extremely active, the demand being good. The trade is evidently anticipating that there will be an advancing movement as soon as the new aggregation of capital gets in condition to study the future. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. for cash in 10 days:

To jobbers in carload lots.....	\$2.30
less than carload lots.....	2.35
To retailers in carload lots.....	2.40
less than carload lots.....	2.50

New York prices are still held as previously quoted, with a more active movement. Quotations are as follows:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	\$2.55 to 2.60

**Cut Nails:** A very good business is reported in this line and the tone of the market is quite firm, prices being well maintained. Large orders are not the rule, but assortments are well kept up. Quotations are as follows, f. o. b. Pittsburgh, plus freight per manufacturers' rate book, from which actual freight is to be deducted by purchaser; terms 60 days or 2 per cent. off for cash in ten days:

Carload lots .....	\$2.00
To jobbers in less than carload lots.....	2.05
To retailers in less than carload lots.....	2.15

New York quotations are as follows:

To jobbers in carload lots on dock.....	\$2.15
less than carload lots on dock.....	2.20
To retailers in less than carload lots on dock.....	2.30
Small lots from store.....	\$2.25 to 2.30

**Barb Wire:** The market for Barb Wire is an exceedingly active one. Prices are held very firm. Advancing quotations are anticipated by some of the trade and larger orders than might be made are given under the circumstances. Complaint is made that prompt deliveries are becoming difficult, although the entire facilities of the mills are being used in manufacturing. This time of the year trade is invariably brisk. Prices are as follows, f. o. b. Pittsburgh, 60 days or 2 per cent. for cash in ten days:

To jobbers in carload lots, Painted.....	\$2.60
"    "    Galvanized .....	2.90
"    less than carload lots, Painted.....	2.65
"    "    Galvanized .....	2.95
To retailers in carload lots, Painted.....	2.70
"    "    Galvanized .....	3.00
"    less than carload lots, Painted.....	2.80
"    "    Galvanized .....	3.10

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** Plain Wire is in excellent demand forming as it does the raw material for so many lines of goods. The manufacturers are ordering freely for their specific wants. The regular demand is also unusually good, the tone of the market being an unusually strong one. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. for cash in ten days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
less than carload lots.....	2.30	2.70
To retailers in carload lots.....	2.35	2.75
less than carload lots.....	2.45	2.85

The above prices are for the base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Plain Fence Wire Advances (Catch Weights).			
Nos.	Base.	Galvanized.	
6 to 9.....		\$0.40 extra.	
10 .....	\$0.05 advance over base.....	.40	"
11 .....	.10	.40	"
12 and 12½ .....	.15	.40	"
13 .....	.25	.40	"
14 .....	.25	.40	"
15 .....	.45	.75	"
16 .....	.55	.75	"
17 .....	.70	1.00	"
18 .....	.85	1.00	"

For even weight bundles, 50 pounds or over, 5 cents per bundle advance on above.

**Screws:** The anticipated higher quotations that were referred to in our previous issue have arrived somewhat sooner than was supposed. The recent prices established made an extraordinary demand, the trade evidently realizing that lower quotations could not be expected with the advancing movement in raw material in so many other lines, so that the manufacturers decided to further stiffen the quotations by quoting a new line of discounts. In fact, many of the manufacturers have orders enough ahead to guarantee a full business for months to come.

**Russell & Erwin Mfg. Co.,** New Britain, Conn., and New York, announce, under date of March 4th, an advance to prices formerly ruling, as given below:

	Per cent.
Flat head iron.....	87½
Round and oval head iron.....	85
Round and oval head plano, unpolished.....	85
Fillister head iron.....	82½
Flat head brass.....	85
Round and oval head brass.....	82½
Flat head bronze metal.....	75
Round and oval head bronze metal.....	72½
Flat head nickel plated on iron.....	75
Round and oval head nickel plated on iron.....	75
Flat head nickel plated on brass.....	75
Round and oval nickel plated on brass.....	75
Flat Head Iron Screws, Blue and Black, 5 per cent. advance on net.	

We hereby withdraw and cancel all discounts and terms on Screws made prior to date of this circular. All orders subject to our ruling rates at date of shipment.

Terms Cash. No prices guaranteed.

Several other screw companies besides the Russell & Erwin Mfg. Co. have adopted the same base prices.

**Spiral Screw Drivers:** Voigt, Starr & Co., 67 Reade Street, New York, quote the following revised prices on Spiral Screw Drivers:

Jones' Reversible No. 1.....	\$3.50 per dozen net.
No. 2.....	2.00 " " "
Howard-Allard A.No. 1.....	9.00 " " "
A.No. 2.....	8.00 " " "
Electric 01.....	6.00 " " "
02.....	5.00 " " "

**Plumbers' Brass Goods:** Landers, Frary & Clark, under date of February 20th, withdrew all the quotations on Plumbers' Brass Goods. New prices will be furnished on receipt of specifications. Orders that were entered at the old prices will be filled at the prices the orders were taken at. All new orders, as well as orders in transit on that date, will be billed at the present new schedule.


**Iwan Bros.,** Streator, Ill.: The following are their latest quotations on the goods mentioned:

Iwan's Improved Post Hole Augers, 40 off.	
Split Handle Post Hole Diggers, \$3.50 per doz. net.	
Perfection Post Hole Diggers, \$9.00 per doz. net.	
Adjustable Drain Cleaners, 55 off.	
Stationary Drain Cleaners, 45 off.	
Perfection Skeleton Drain and Ditching Spade, 50 off.	
Sickle Edge Hay Knives, \$10 per doz.	
Volcano Revolving Chimney Tops, 55 off.	
Perfection Wire Conductor Pipe Hangers, 50 off.	
Improved Serrated Hay Knives, \$10.50 per doz.	
Vaughan's Post Hole Augers, 6 to 9 in., \$6.00 per doz. net.	

**Cordage:** Manila rope has advanced in price since our previous report. With the market in such strong condition, further advances are probable. Sisal also is held at higher quotations; the market is well sustained, the conditions being very firm. We quote as follows:

	Pounds, Cents.
Manilla, 7-16 inch and larger.....	10½
¾ inch .....	11
½ inch and 5-16 .....	11½
Sisal, 7-16 inch and larger.....	8
¾ inch .....	8½
½ inch and 5-16 inch.....	9
Lath Yarn, medium and coarse.....	7½
Jute Rope No. 1.....	6½
No. 2.....	5½

**Binder Twine:** The strong market on hemp referred to above on Cordage has strengthened the market on Binder Twine, and quotations are higher than previously reported.



# NICHOLSON.

**SOLD ALL OVER THE WORLD.**

*Supplied to 24 Foreign Governments.*

**FAMOUS FOR TEMPER AND CUT.**

**NICHOLSON FILE CO., Providence, R. I., U. S. A.**



We quote as representing the market: General quotations are as follows for small lots of Twine, with a rebate of 1-4 cent per pound for carload lots, f. o. b. Eastern factory:

White Sisal, 500 feet per pound.....	8c.
Standard, 600 feet per pound.....	8c.
Manilla, 600 feet per pound.....	9½c.
Pure Manilla, 650 feet per pound.....	10¾c.

**Linseed Oil:** The Dean Linseed Oil Co., under date of March 4th, 1901, quote as follows:

In lots of less than 5 barrels.....	64 cents per gallon.
In lots of 5 barrels or more.....	63 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 85 cents per gallon.	

#### THE BOSTON TRADE.

The volume of business for January and February has been very satisfactory, and the conditions throughout New England have been such as to stimulate the demand for certain lines which depend in a large measure upon weather conditions.

With such goods as Axes, Saws, Chains, etc., there has been a continued call and prices on these lines have been fully maintained.

There still exists an uncertainty as regards values on some lines, and a decided weakness is noticeable on such goods as are controlled by "Gentlemen's Agreements." On other goods there is a decided firmness where the products are controlled by one or even a few manufacturers.

The recent Steel Combination has been thoroughly discussed and it is generally conceded that prices on all lines will be strengthened and maintained in a more satisfactory way than for some time past.

Collections have been very satisfactory and the indications now point to an unusually large demand for Spring and seasonable goods.

FRYE, PHIPPS & Co.

#### THE PHILADELPHIA TRADE.

Whether it is owing to the formation of the Billion Dollar Steel Trust, we do not know, but, whatever may be the cause, there has been a very decided change in the tone of the market in the last two weeks, and manufacturers are not only holding prices much firmer, and, in some instances, making advances, but in a great many cases they are so far behind on orders it is difficult to get goods promptly, and, under such circumstances, it seems well to keep orders for positive wants well ahead.

While there have been no marked changes in prices in the past few days, still, there is a firmer tone all along the line, and higher figures may reasonably be looked for any moment.

Trade presents some apparent contradictions. From some sections, we hear reports of quiet business, and of tight money, and yet the volume of trade is certainly keeping up remarkably well, and is most encouraging from the fact that, although dealers are simply buying for their absolute wants, the demands made upon them are so great they are compelled

to buy with considerable freedom, and this is true not only of staples and the seasonable goods, but on the whole general line of Hardware. Our books show regular goods are in demand, and purchases are not confined to any particular lines. This shows a healthy state of the market, and one which promises a large volume of trade as soon as Spring thoroughly opens.

Wire Cloth and Poultry Wire Netting are held at considerably higher figures, as manufacturers have, in many cases, withdrawn all quotations and jobbers have sold large portions of their quotas.

Contrary to general expectation, no change was made in the price of Wire Nails or Wire on March 1st, and whether any change will be made in this direction this month is one which cannot be told with any certainty by the public.

BIDDLE HARDWARE Co.

#### THE BALTIMORE TRADE.

Since the inauguration at Washington, which was well attended by Baltimoreans, trade has been very brisk. Many merchants, taking advantage of excursion rates, are now in the city and are buying more or less liberally. The weather, being at present quite cold, affects the sale of late Spring or Summer goods which would be moving rapidly were the temperature much higher. Prices all along the line show few recent changes and remain firm, but we would not be surprised should we find it necessary within the next sixty days to note a great many changes.

Collections are now slow and we do not anticipate much improvement until the latter part of the month.

H. W. WEBB & SONS.

#### THE NASHVILLE TRADE.

The volume of business for January and February has been very heavy, but the disposition on the part of some dealers to get rid of goods regardless of prices has made it a rather unsatisfactory business as a whole. With the strong upward tendency in iron and iron products, it is reasonable to think that jobbers will take advantage and advance their prices accordingly, and should they do so there is yet time to retrieve some of the loss, which may have been sustained by unnecessary cutting.

Mild, open weather through the month of February has caused a very heavy demand for plows and farming implements, and as the Spring comes on Builders' Hardware will have its inning.

In the agricultural districts farm work is being pushed vigorously. Farmers are realizing good prices for their products and feel that good times have come to stay for a while.

Collections are fully up to the standard with but a few asking for more time and only the average number of failures.

The majority of well-posted merchants realize that there is or will be a scarcity of goods in some lines and are anti-





pating their wants freely, and we look for good fill-in orders throughout the Spring and early Summer months.

H. G. LIPSCOMB & Co.

#### THE BIRMINGHAM TRADE.

We report that the demand for goods in our line continues good. The recent advances in some lines of heavy Hardware have had the effect of making prices of the jobbers firmer. The prospects all along the line are favorable. We have been watching the consolidation of some of the strong companies in the steel and wire business with interest and anxiety. We can see how some good may result if wise men who are not too avaricious and who have the good of our country at heart are placed in control. On the other hand, we can see how evil might result by the concentration of too much power in a very few hands. We now see the great steel companies and the transportation lines under one management, and by working the two together they can exercise the controlling power in the markets. It may be that in order to take good care of some controlling interest and to effect the desired consolidated interest that large salaries will have to be paid, which will be a heavy tax on the earnings of the company, and, further, the heavy capitalizations, based no doubt on the present or prospective earnings of the company, rather than on the cost of the plants, will be a heavy charge on the earnings. Unless the stockholders get dividends they will be dissatisfied, and to please them prices must be kept high. If we take the experience of the past for a guide, we will look for a reaction when demand will be less and prices lower, and these are the times that will try the effectiveness of such corporation. This is the way it looks to an observer at a distance, who does not know very much about it. We will wait and see, and in the meantime hope that it all means good for us rather than evil.

The demand for coal and iron throughout this district is good, and the demand for all grades of Sheet Iron is unusually large, making the same scarce and hard to get.

The Winter has been a mild one and the farmers are at work preparing for a large crop. They have gotten a good price for their chief staple, cotton, and feel encouraged to work. This gives an active demand for farm supplies.

In this locality the building trade is active. We have more large buildings being erected than for a long period; also, many residences, and all this gives active demand for builders' supplies.

MOORE & HANDLEY HARDWARE CO.

#### THE PITTSBURGH TRADE.

Up to March 2 everything hereabout was in the grip of winter—rivers and roads frozen, and with no encouragement to the country merchant to buy Spring goods.

We are now rejoicing in bright skies and mild temperature. Spring is in the air, and will show in the orders received this week.

After a severe decline in some items, such as screws, bolts, wire cloth and netting, we notice quite a stiffening in values.

Those who were not fortunate enough to get in at the low figures must now buy for immediate wants at the higher rates. Prices are still quite low in these goods, however; in fact, there are now very few goods in our line that are not as low as they should be to afford a fair manufacturer's profit.

One of the effects of the consolidation of interests noticeable to the wholesaler is the number of stores that have gone out of business, giving place to the supply stores of the combine. In the case of the Pittsburgh and the Monongahela Coal Companies, sixty-two stores have been supplanted directly, and a number of others had to retire from the competition. In the coke region some fifty stores are supplanted, but this has been a matter of several years' standing.

Collections are good, and there is a general feeling that we shall have an excellent Spring trade.

LOGAN-GREGG HARDWARE CO.

#### THE CLEVELAND TRADE.

Now that the billion dollar steel combination is completed, even Chicago cannot beat it in bigness. As it owns its own boats and can furnish its own water, it can probably float. If it does not drown its stockholders, it may the rest of us, unless Congress furnishes the people a scheme of salvation. A tariff to provide dividends on four hundred millions of water will be "high water mark" protection. A depreciated stock to be maintained at par by taxation is equal in disgrace to a depreciated currency, and quite as undesirable, and government cannot afford to nurse either. The "full dinner pail" cry will not avail as an excuse for nursing an infant after it is so robust as to become dangerous.

The people have shown commendable patriotism in upholding the tariff to assist in establishing our manufacturing interests, assuming that they would be required to pay more for goods only temporarily, but any attempt to make that a permanent condition is sure to be repudiated. When it enriches trusts at the expense of consumers, it will be patriotism to oppose it. A tariff that does not aim at free trade is not in the line of progress.

With our complications with Cuba, the Philippines and China, and the trusts, our obligations are manifold, but Uncle Sam is big enough to mother the weak until they can be weaned, and lick the disobedient.

In the face of all this, trade is surprisingly good because all but those calling themselves anti-imperialists have faith in the country's ability to settle all these problems. The anti-imperialists distrust the purpose of the country and assume that it has base motives in attempting to restore order in the Philippines and extend to them the freedom we enjoy.

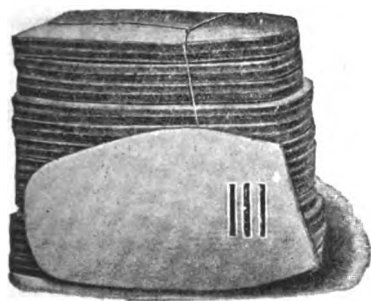
As no action of the Government has indicated any purpose but to benefit them, their opinions must be the result of diseased imagination. The mass of the people are not alone in believing we have the best government established among men; even China, in her stress, appealed to our wisdom, generosity and justice. After we engaged in war that Cuba might be free, how can it be supposed that we desire to oppress the Philippines? It must come from the pleasure of fault-finding, and that requires neither wisdom nor patriotism.

These anti-imperialists need to cultivate faith in the people, which is another name for faith in republican government.

THE LOCKWOOD-TAYLOR HARDWARE CO.

#### THE COLUMBUS TRADE.

The writer attended the Ohio Hardware Convention at Cincinnati. The convention was certainly a success from all standpoints. The attendance was large and the sessions interesting and instructive. President Scott got mixed several times during discussions and motions, and would occasionally inquire, "Where am I at?" but the best parliamentarian



THREE-BAR LEATHER  
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tarian would have been puzzled at times. Mr. Scott is all right, as his re-election indicated. The whole push seemed to enjoy the smoker. I am certain the poor girl who wanted to sell the doggy would have made the sale had she offered it to the genial bachelor from Lima, or the gallant who cut the chain loose from her stocking. The smoker was a decided success; also the banquet. Cincinnati knows how to take care of a convention. Of course Columbus had to originate the "smoker" entertainment, and Toledo, Cleveland and Cincinnati, seeing how well such an entertainment was enjoyed, included it in their programme.

One of the questions in the question box was: "Has a Hardware man a right to part his hair in the middle?" It was referred to ex-President Wiseman without any discussion. Now, I want to say a word for those who can't help it. When you see a man with a lake on the top of his head and just a little border at the upper end of his neck, what is he going to do? He no doubt would prefer to part his hair on the side, but the parts are too far apart to part as they are always parted. That is getting deep, and as I have part of my hair left, I will change the subject.

The rabbits' feet distributed by E. C. Atkins & Co. through Mr. Jackson, their popular representative, were in great demand. I would caution all Hardware men against placing too much confidence in them, as there is no proof but Mr. Jackson's word that the rabbits were killed by a X-eyed coon. If they were not, they are N. G.

Columbus was selected as the next meeting place. These small towns on the outskirts will do once in a while, but for steady diet Columbus is the place. 'It is not nearly as far from the rim of the hub as it is from one side of the rim to the opposite side. Bros. Duffy, Baker, Bogardus and Gray are opposed to any more smokers. Not because they do not get as much fun out of them as any of the boys, but they think it interferes with business. They served notice on the writer that no smokers go, and that the Association will provide for their own entertainment and pay their own bills. Well, we can at least give the visitors passes through the Penitentiary. They may want to see where they are pulling up to, and it might be well to take the fellows that always want to beat their neighbors' prices—over to the asylum where they keep people with too many wheels in their heads. It might be an admonition that there are different phases of insanity. It certainly is a privilege as well as a pleasure to mingle with the Hardware dealers of Ohio, and I doubt if there is any other branch of the mercantile trade that could produce as fine a looking set of men or men with as keen business qualifications and gentlemanly bearing as the retail Hardware dealers of Ohio. It takes such men to make successful Hardware dealers, and Ohio is full of them.

I almost forgot I was to write of the conditions of trade, but conditions do not change materially from one issue of your magazine to the next, and any radical changes are soon given to the trade through the trade journals or the numerous traveling salesmen. There is lately, however, a marked difference in the nature of changes. Most of them are advances, and it looks very much like higher prices on most all staple lines. We now get notices daily from manufacturers withdrawing prices and quoting higher ones. Extreme prices on wire cloth, poultry netting, screws and a

number of lines have been withdrawn, and it would be hard to place orders even at present quotations for increased contracts, as many manufacturers have as many orders as they want or can take care of. The outlook for business is very encouraging, and a number of fine business structures are now under way in our city. In fact, more than for the past two years combined. The reports from our salesmen are encouraging from the territory they cover. Prosperity for all is our wish. THE SMITH BROS. HARDWARE CO.

#### THE DAVENPORT TRADE.

Winter arrived about six weeks later than usual, but it is here now good and plenty. The ice crop is large and like crystal in appearance, and it is being harvested with great vigor, giving employment to many. Davenport is a metropolitan city in many ways, but as yet has achieved no distinction in the way of ice trusts.

The recent high March winds have developed a new industry in which no one man seems to have an absolute monopoly, viz.: picking up hats on the ice, that have suddenly parted company with the owners thereof from the combined railway and carriage bridge owned jointly by the government and the C. R. I. & P. Railway. It would seem that the ideas of the advantage of monopolies is still in the air.

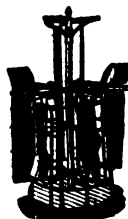
Continuing the subject of monopolies, why cannot the indefatigable organizer and promoter of our Hardware interests, the energetic, popular and handsome secretary of the National Hardware Association arrange to have the members of the Association pool their interests with the billion dollar combine? The individual plants should be taken in at a large increase in value above cost, disposing at once of competition, and a large percentage of expense accounts, and also give the consumer the benefit of this reduction in cost of doing business, just as other syndicates have hitherto promised to do. If this were accomplished why would not this change in present methods become as popular as some of the other immense organizations who have maintained that monopoly reduces the cost of manufacturing and expense of doing business and hence benefits the consumer?

SICKELS, PRESTON & NUTTING CO.

#### THE OMAHA TRADE.

The volume of February trade is somewhat disappointing. The weather was unfavorable, and to a very large extent curtailed the distribution of season goods, and a general complaint from dealers throughout the month was of unusually slow trade and collections. The outlook for Spring trade, however, was never more favorable. Everything in the line of farm produce is bringing good prices, and the country banks appear to be overflowing with deposits for

#### HERRICK'S TOOL RACK.



#### The Best Investment for a Store Fixture

That any Hardware Merchant Could Make.

F. A. HERRICK & CO., Jackson, Mich. Littleton, N. H.  
Gentlemen—Your letter of Sept. 1st asking us for our candid opinion of Herrick's Patent Agricultural Tool Rack, is received. In reply we would say we consider it the best investment for a store fixture that we ever made. We would as soon think of disposing of our show cases as our tool rack. Yours truly, SMITH & LYONS.

All we ask is a trial to prove the above statement to any hardware man.

Give it a Trial.

F. A. HERRICK CO.

JACKSON, MICH.

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

which there is no demand. All indications point to an unusually active season, as from all directions comes the report that more building is contemplated than was ever before heard of, so that unless something occurs to change the present outlook, the volume of trade for the coming season will undoubtedly be larger than anything that has heretofore been experienced. RECTOR & WILHELMY Co.

### THE SAN FRANCISCO TRADE.

General trade in this city and throughout California is as good as at any time during the past good year, and there are no large failures or tight money markets to worry over. Funds continue plentiful and remarkably accessible, and some of the interior banks are reported actually overflush with coin. Continued rains are enhancing an already bright outlook for crops, and the situation, as far as California is concerned, could hardly be improved upon. The great steel interests combination is of course being talked about in local trade circles; but since this has not as yet in the least affected business, much more interested talk is heard among San Francisco Hardwaremen relating to the fact that within the past week all the milmen strikes have been declared off, and as a consequence building prospects are brightening and restored confidence in this connection is toning up things in a manner notably agreeable to the trade. Another relished topic of conversation is the State Association of retail dealers, as related in this correspondence two weeks ago, and the harmonious manner in which this State society is being encouraged and strengthened by auxiliary associations that are forming in different sections of the State. Within the last fortnight a majority of the retail Hardwaremen and implement dealers of Southern California met in the Temple Block, Los Angeles, and organized the Southern California Retail Hardware and Implement Association, and elected the following officers: George M. Cooley, San Bernardino, president; John McFadden, Santa Ana, vice-president; A. R. McCormick, Riverside, secretary; J. M. Greer, of Pasadena Hardware Company, treasurer; T. R. Dawe, Santa Barbara; E. C. Bichowsky, Pomona; Alex. Waldie, Santa Paula; C. A. Carey, Los Angeles, executive committee. The purpose of the association is announced to be not to form a combination for raising prices to con-

sumers, but to regulate existing abuse between retailers and jobbers.

Expansion is the word with Seller Bros. & Co., a twenty-year-old company of importers of stoves and ranges, blue, all white and gray enamelled wares, tinware, household and kitchen sundries. This strong concern, recently removed from 110-112-114 Battery Street to more convenient and larger quarters at 405-407 Market Street, a six-floor building, will thus have added to their business a Hardware department, with Charles Watts installed as manager. In preparation for this Mr. Watts has already resigned as manager of the Alexander-Yost Company, with which Hardware company and its predecessor, Osborn & Alexander, he was prominently connected for twenty-seven years. This veteran in the trade, with whom about every Hardware dealer on the coast is personally acquainted, will be pleased to receive catalogues of Hardware tools and specialties.

TRADES PRESS ASSOCIATION.

### Observations.

The difference between a drunkard and a dipsomaniac is merely a question of depth of purse.

To be original is to tempt attacks.

It takes a philosopher to be silent anent philosophy.

If one's thoughts were written on one's face, many would need masks.

A fool bolts his pleasure and then complains of moral indigestion.

Sharp criticism is like onions. It brings tears to the eyes, is unpleasant to many, but is healthful, cheap and stimulating.

Femininity never grows tired of trying to divine intentions from attentions.

To be friendly with a bad man damages a woman's reputation; to count a bad woman among her acquaintances ruins it.

Mistress—Does your policeman lover ever ask for a kiss, Nora?

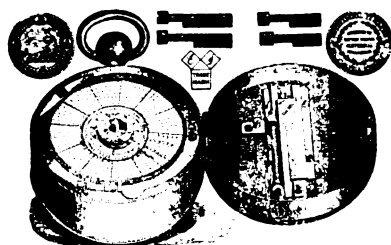
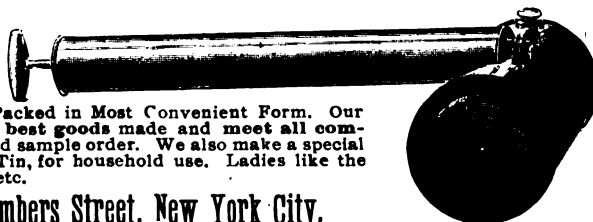
Cook—No, indade, mum! Whin a policeman sees anything he wants he takes it without asking.—Puck.

## Stevens' Sprayers

Patented January 29, 1902.

Best Construction. Finest Finish. Packed in Most Convenient Form. Our Prices are Right. We furnish the best goods made and meet all competition. Write us for prices. Send sample order. We also make a special mall Sprayer in both Brass and Tin, for household use. Ladies like the mall size, for roses, houseplants, etc.

STEVENS & CO., 99 Chambers Street, New York City.



**STANDARD OF THE WORLD.**—Awarded 12 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance.

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

E. IMHAUSER, 206 Broadway, New York.



THE IMPROVED

### GLOBE WATER FILTER

Never gets out of order.

Send for Catalogue

GLOBE FILTER CO.,

C. C. COBB, Manager,

71 Gold Street, New York.



### FENN'S ROTARY VENTILATOR..

For Ventilation, the best.

.. For smoky chimneys a sure cure..

Made in two grades, 4 in. to 30 in.

SEND FOR CIRCULARS.

GEO. E. FENN, Boston, Mass.



ESTABLISHED 1872.

**The E. Woodman  
Mfg. & Supply Co.**  
Manufacturers  
And Dealers in  
**Railway and Mill  
Supplies.**

Send for Catalog.  
68 Oliver St., Boston, Mass., U. S. A.



**HORSESHOE MAGNET HAMMER.**  
WARRANTED



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.  
Superior to any magnetic tool heretofore made.  
**ARTHUR E. ROBERTSON, Patentee and Sole Mfr.,**  
144 Oliver Street, Boston, Mass.

**PROGRESSIVE  
AND  
ENTERPRISING.**

Holmes & Edwards Silver Co., Bridgeport, Conn. [*Silverware*]: We recognize in **HARDWARE** a magazine progressive and enterprising.

**It's a Gem**

that securely stops the flue-hole, and is absolutely dust and soot proof.

**Clark's Gem Flue Stops**

are the acme of SIMPLICITY and can never be blown or jarred out of place—because they have four points of contact. Our new circular—"SOME MODERN IDEAS ABOUT FLUE STOPS"—with prices, sent upon request.

**J. L. CLARK HARDWARE CO.,**  
427 STAY STREET, ROCKFORD, ILLS.

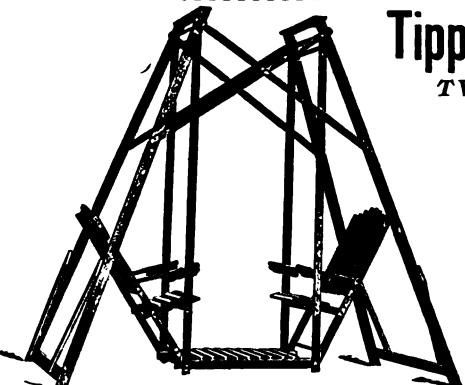


**Tippecanoe Lawn Swing,**  
TWO and FOUR PASSENGER.

Neat, Attractive, Durable,  
Noiseless and Easily Operated.

The Lawn Swing is beyond doubt one of the most popular articles ever placed on the market. It is found everywhere. The children find it a source of never failing amusement, while the grown people find actual comfort and complete rest in its use.  
Made of Selected Hardwood, Finished in Red. The best in the market for the money.

Send for Circular and Prices.  
MANUFACTURED BY  
**The Tipp Bldg. & Mfrg. Co.,**  
TIPPECANOE CITY, O.



The ..  
**Little Giant Grass Hook**

is a miniature scythe, looks right, hangs right and cuts right; the thing long sought for. Can mow a small lawn with it; can cut closer to trees, fences, etc. Can be used for cutting corn or clipping hedges.

Patented Feb. 13, 1900.  
June 26, 1900.  
Other Patents Pending

Ask for catalogue B, and prices.

**H. S. EARLE,**  
705 4th Ave., DETROIT, MICH.



**WE WANT DEALERS**  
TO HANDLE OUR  
**Iron Fence and Lawn Furniture.**

Send for Catalogue "85 B."

**THE STEWART IRON WORKS, Cincinnati, O.**



**Tubular Rivet & Stud Co.**

**Tubular Rivets,**  
**Boston, Mass.**

**FILLGROVE BROS. & CO.,**  
IRONTON, OHIO.

**"SUPERIOR" DRIPPING PANS.**



**GOOD MATERIAL, WELL MADE.**  
**WRITE FOR PRICE LIST AND DISCOUNTS.**

## MERCHANT'S HIGH-GRADE ROOFING PLATES

Made by the Palm Oil Process. No Wasters. Evenly Coated.

The Brands are: "Merchant's Old Method," "Merchant's Roofing,"  
"American Old Style," "Camaret," "Alaska."

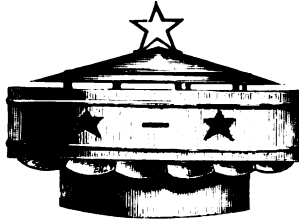
Each Sheet Stamped.

Send for booklet, "How ROOFING TIN (good and bad) is  
MADE"

**STORM-PROOF The Star Ventilator EFFECTIVE**

For Ventilating Factories of all kinds, Foundries, Machine  
Shops, Power Houses, etc.

Philadelphia **MERCHANT & CO., Inc.** Chicago  
New York Sole Manufacturers Brooklyn

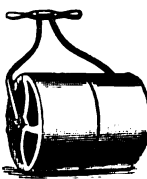


**Howard Iron Works,**  
BUFFALO, N. Y.

Manufacturers of

## BENCH VISES.

Price Lists Sent on Application.



"APEX"

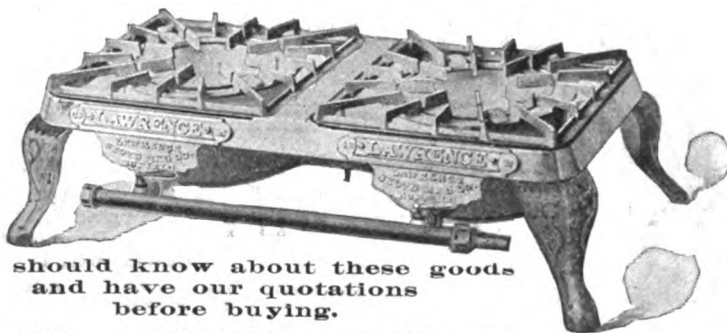
Hand and Horse Lawn Rollers,  
Land and Road Rollers.

Circulars and Prices on application.

**JOHN W. DOUGLASS,**

61 Beekman St., New York City.

## "LAWRENCE" and "SENECA" FRAME STOVES and HOT PLATES



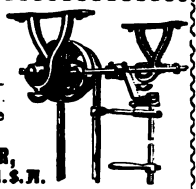
You should know about these goods  
and have our quotations  
before buying.

Catalog "H." **LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.**

## PRATT'S CONE BELT SHIFTER

SAVES time to the manu-  
facturer, trouble to the op-  
erator, and wear to the  
belts. Send for Circular.

**CHANDLER & FARQUHAR,**  
121 Congress St., Boston, U. S. A.



## TURNBUCKLES.



**MERRILL BROS.,** - 470 Kent Ave.,  
BROOKLYN, E. D., N. Y.

ASSORTMENT No. 932.  
List \$2.25 per dozen.



**EMIL FORQUIGNON MFG. CO.,** 835 BROADWAY,  
NEW YORK.

## NO TALK TO SELL 'EM.

A Card of the best selling and most  
practical

## Nail and Manicure Files.

Each File in a Leather Case.

**ONE DOZEN ON DISPLAY CARD.**

If you want good files and the right styles,  
ask your jobber for

**F. B. NAIL FILES.**

Send for Catalogue to

**835 BROADWAY,  
NEW YORK.**

## RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co Hart-  
ford, Conn. [Horse Nails]: We  
have been liberal advertisers in  
your journal for years, and the  
results are so satisfactory that we  
expect to be much more liberal  
for years to come.

## Ladd's Discount Book ...

Means time saved, trouble saved, temper saved  
and, consequently, money saved.

Assures accuracy, thereby saving you the neces-  
sity of apologizing to yourself or to some one  
else for errors.

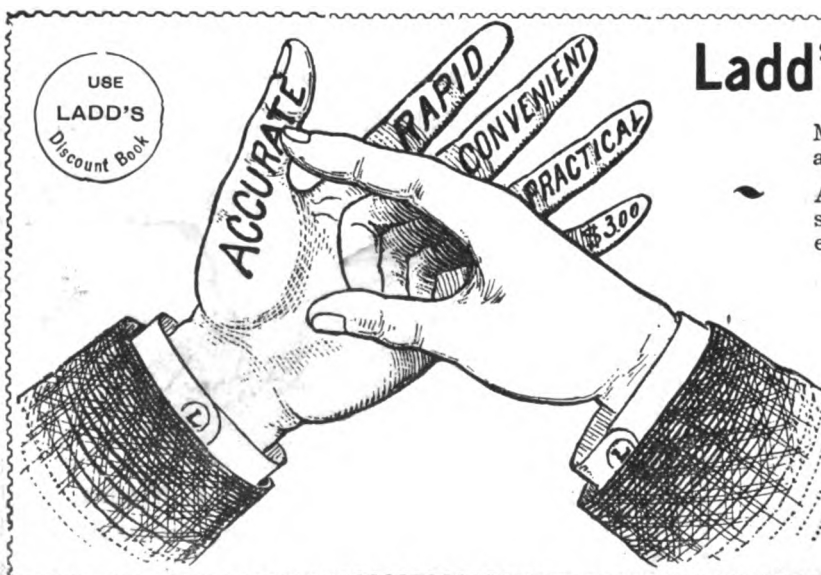
Comprises 200 pages of conveniently ar-  
ranged tables, embracing 120,000 computa-  
tions, giving the net of any sum at almost  
any combination of complex discounts.

REGULAR EDITION, - - \$3.00.  
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by \_\_\_\_\_

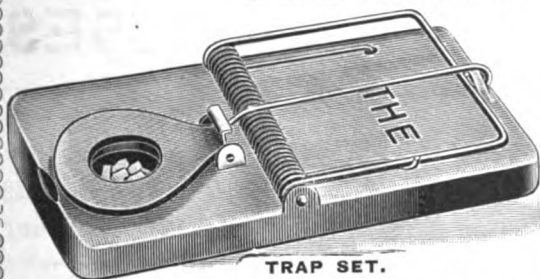
**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.



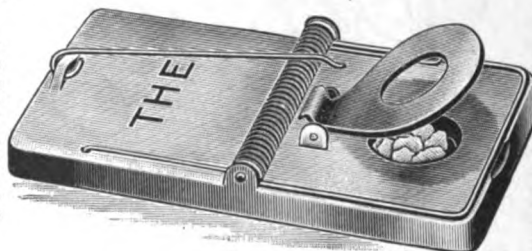
## A 20th CENTURY PRODUCTION "THE" TRAP IS "AT THE TOP"

As compared with all other traps, it is SUPERIOR. It is ALL METAL and will never warp nor split like wood block traps. It can be washed and kept clean. "THE" Trap will never spring of its own accord, but will always spring for a mouse. It is easy to set. It has the safest set and quickest trigger ever produced.



TRAP SET.

The manner of baiting 'THE' is superior, crumbs of bait being put in the bait box either before or after it is set, and 'THE' trap can then be put in a less accessible place, frequented by mice. The bait cannot be touched by mice without springing 'THE' trap.



BAIT BOX, SEE?

"THE" stamped on every trap, and is a guarantee that it is the BEST.

FOR SALE BY JOBBERS EVERYWHERE.

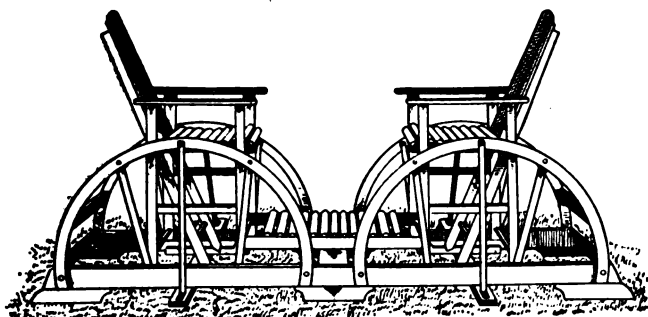
J. K. OSBORN MFG. CO.

HARRISON, N.J., U.S.A.

## TWO AND FOUR PASSENGER

### "Home Comfort" Low Down Lawn or Porch Swing.

New and Novel in Construction.



Light, Strong, Durable, Easily Handled. Can be placed on any Porch, under any Shade Tree or Arbor, or in any Room in the House.

The backs are adjustable to any desired position. With one thrown back and foot rest raised, it makes a comfortable Swinging Couch.

Adjustable Foot Rest to suit the Children, and it is so perfectly balanced that the smallest child can operate it.

The "HOME COMFORT" is not only the best Lawn Swing Ever Invented, but is an Ornament to any Lawn or Porch.

For further information address

M. C. HENLEY. Manufacturer of Henley's Celebrated Ball Bearing Kink and Club Roller Skates. Richmond, Ind.

READY FEBRUARY 1.

OFFICIAL

## COMMERCIAL DIRECTORY

of the Entire  
WEST INDIES,

Complete, Accurate and Up-to-Date, Including CUBA, PORTO RICO, HAITI, THE DOMINICAN REPUBLIC, BERMUDA, THE BAHAMAS, BARBADOS, JAMAICA, CAICOS AND TURK'S ISLANDS, THE WINDWARD ISLANDS, TRINIDAD, TOBAGO, THE LEEWARD ISLANDS, GUADELOUPE, MARTINIQUE, ST. THOMAS, ST. CROIX, ST. JOHN AND CURACAO,

For 1901

will appear on February 1st and be sent to any address, post-paid, on receipt of the

PRICE, \$5.00

A most important work containing in its 1,000 pages ONE HUNDRED THOUSAND of the principal Business Houses, Individual Traders, Planters, etc., of the West Indies, whose names are of commercial value, CLASSIFIED by OCCUPATION and LOCATION in the 250 CITIES and TOWNS covered by the Directory, and a complete presentation of the latest import and export duties and customs regulations, together with local statistics, populations, routes of communication and transportation facilities, financial, commercial, industrial and manufacturing conditions, etc., etc.

FOR SUBSCRIPTIONS AND BUSINESS ANNOUNCEMENTS APPLY TO THE

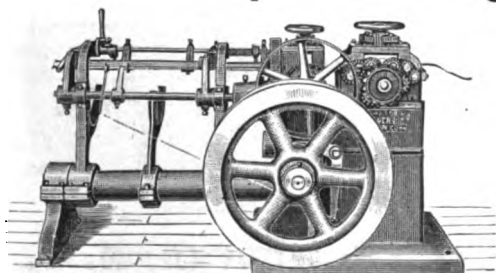
SPANISH-AMERICAN DIRECTORIES COMPANY,

SINGER BUILDING, 149 BROADWAY,

NEW YORK.

Telephone 1249 Cortlandt.

## Automatic Strip Metal Straightening and Cutting Machine.



Straightens and cuts strip metal in lengths of 36 inches and shorter at the rate of 200 feet per minute.

This machine can be built to cut 20 feet and shorter lengths. Is built in various sizes to handle material from 1/2 to 4 inches.

Write for Catalogue.

THE F. B. SHUSTER CO., New Haven, Conn.

Formerly John Adt & Son.

## Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE AMERICAN STEEL ROOFING CO.

Middletown, O.

## EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.



# Coldwell Lawn Mowers

HORSE & HAND POWER

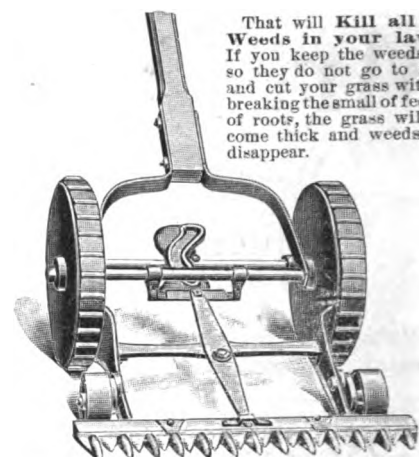


EXCLUSIVELY USED  
N.Y. CITY PARKS  
BUFFALO PARKS  
PARIS EXPO. GARDENS  
PAN AMERICAN EXPO. "

THIS CUT SHOWS OUR  
IMPERIAL MOWER  
WITH ATTACHMENT FOR  
CUTTING DANDELIONS  
TALL GROWING GRASSES  
AND WEEDS.

COLDWELL · LAWN · MOWER · CO · Newburgh, N. Y.

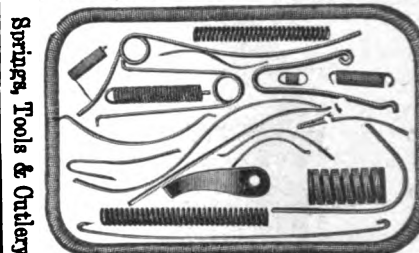
## THE MOWER



That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small of feeders of roots, the grass will become thick and weeds will disappear.

The CLIPPER will do it. Send for Catalogue and Prices.  
CLIPPER LAWN MOWER CO., Norristown, P. I.

TUCK MFG. CO., Brockton, Mass.



Spring, Tools & Outlay.

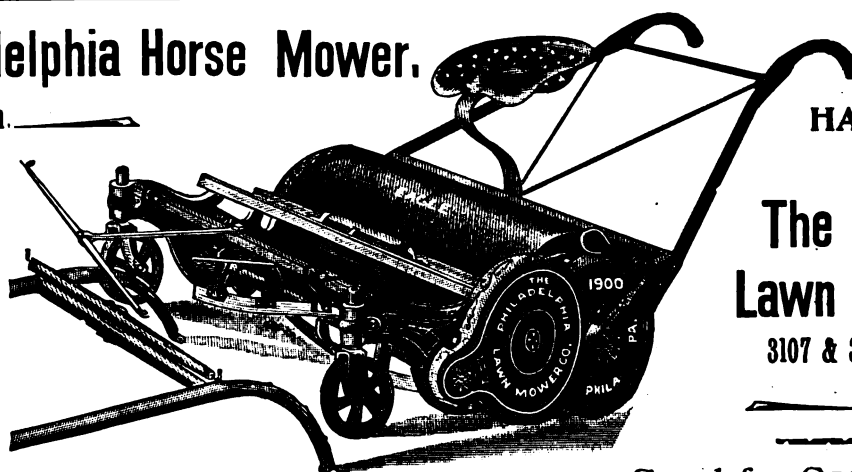
for Tool Catalogue

Tempered Springs of all kinds

## Eagle Philadelphia Horse Mower.

Sizes, 30, 35 & 40 in.

1900 PATTERN  
with  
SEAT and  
SHAFTS  
and  
DRAFT POLE  
Complete.



THIS IS ONE OF THE FIVE PATTERNS WE MAKE.

Also

15 kinds of  
HAND. MOWERS

Made by

The Philadelphia  
Lawn Mower Co.,  
3107 & 3109 Chestnut St.,  
PHILADELPHIA, PA.

Send for Catalogue

# LAWN MOWERS.

"New Model,"

"New Model High Wheel,"

"Rival,"

"Rival High Wheel,"

"O. K."

"Excelsior Roller,"

"Excelsior Horse,"

"Royal Blue Ball-Bearing."

Write us for Prices and Catalogue for 1901.



Ghaddorn & Goldwell Mfg. Co., Newburgh, N. Y.

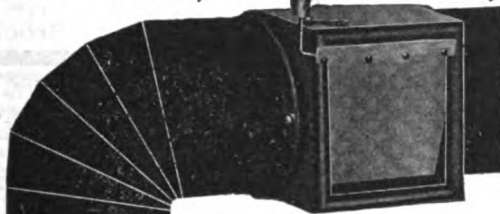
# Mr. Dealer

WE INVITE YOU TO WRITE  
FOR OUR PRINTED MATTER,  
WHICH IS CONFIDENTIAL  
TO THE TRADE

We are putting this advertisement in the leading  
popular magazines to help you sell them.

## Something New

PUT THIS ON YOUR PIPE,



The  
Fowler  
Automatic  
Draft  
Regulator

and you will notice the fol-  
lowing about your furnace,  
stove, or boiler :

- Regular Draft at all times.
- No overheating of furnace.
- Less chimney fire danger.
- No burning out of grates.
- No escaping gases in cellar or room.
- Perfect ventilation.
- Retention of heat in furnace.
- Perfect combustion of fuel.
- Minimum of clinkers.
- Therefore, greatest economy of fuel and care in operation.

Prevention of fires burn-  
ing out on windy nights.  
A great coal and trouble  
saver.

Why? Because "The  
Fowler" Automatic Draft  
Regulator insures absolute  
and perfect regulation of  
draft under all conditions  
in any heating apparatus  
on which it is put.

Can be quickly applied  
even when heater is in use.

All stove dealers have  
them.

Send your address and  
that of your stove dealer  
on a postal. We are sure  
the reading matter we send  
you will be interesting.

Address :

JOSEPH BATTLES,  
SOLE AGENT,  
Box N, LAWRENCE, MASS.

NOTICE  
HERE.

# SCREEN DOORS

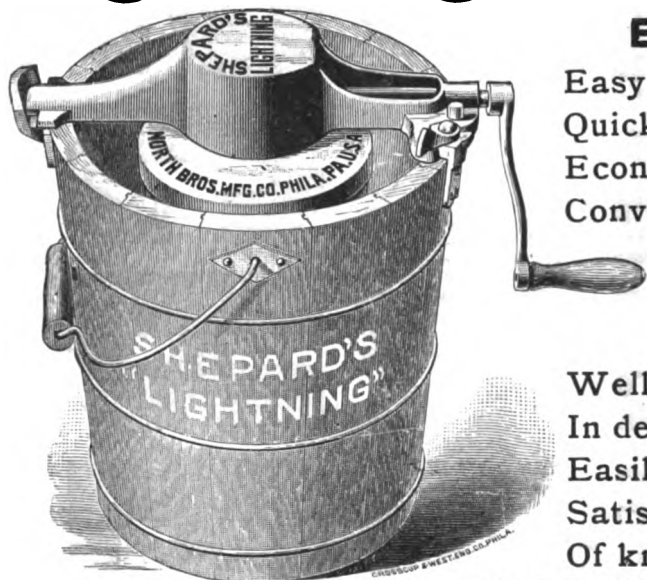
## Window Screens, Window Screen Frames and Fine Screens Made to Order.

Up-to-date patterns, carefully made from good materials at the right prices.  
Large, finely equipped factories (200,000 feet floor space). Ample capital.  
Eighteen years experience. Over 8,500,000 screens in use. . . . .

SEND FOR ILLUSTRATED CATALOGUES.

THE A. J. PHILLIPS CO., Main Office, Factories and Warehouses, FENTON, MICH.

# Lightning Freezers



**EXCEL** in  
Easy running.  
Quick Freezing.  
Economy.  
Convenience.  
Practical results.

**ARE**  
Well advertised.  
In demand.  
Easily sold.  
Satisfactory in use.  
Of known reputation.

SEND FOR 1901 FREEZER BOOK.

**NORTH BROS. MFG. CO.,**

New York Agents, John H. Graham & Co., 113 Chambers St.

PHILADELPHIA, PA.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

**THE BEST IS EVER AND ALWAYS CHEAPEST.**

The merchant can recommend with confidence.  
The consumer will report superiority.  
Excellence will insure enlarged demand.  
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

**THE VERY BEST**

can be had at a small advance over poorer  
**QUALITY?**

**FOR CENTURIES THE WORLD RENOWNED HOUSE OF  
JOSEPH RODGERS & SONS, LTD.,  
SHEFFIELD, ENGLAND,**

Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,  
TABLE CUTLERY,  
SCISSORS,**

**RAZORS,  
HUNTING and BOWIE KNIVES  
POCKET CUTLERY, &c.**

Its Corporate Mark



Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for **JOSEPH RODGERS & SONS** and carry a full line of their manufactures in stock.

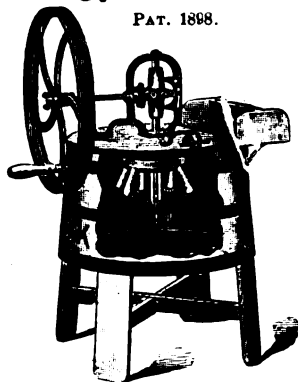
If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

**ALFRED FIELD & CO.,**

93 Chambers Street, New York.

**WHY IS THE**

PAT. 1898.

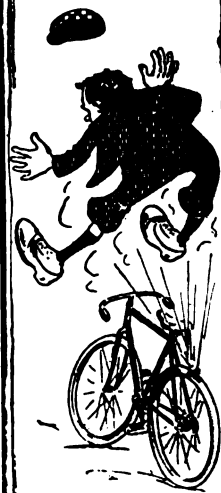


**O.K. WASHER THE BEST  
WASHING MACHINE?  
— BECAUSE —**

- 1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
- 2.—The tub is made of Louisiana Red Cypress Lumber.
- 3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soap-suds, and cleaning them without rubbing them to pieces.
- 4.—This washer is made by experienced machanicans, and will out-last any other washer on the market.
- 5.—The lid on tub closes tight, no escape of steam.
- 6.—Has a solid wringer box with iron brackets.

Manufactured by **H. F. BRAMMER MFG. CO.,  
DAVENPORT, IOWA.**

**A  
Satisfied  
Rider**



Means a permanent customer.  
**G. & J. Tires** will please and satisfy your trade.  
We will be glad to send you our catalog, telling of their merits.

THE GREAT

**G. & J. TIRE**

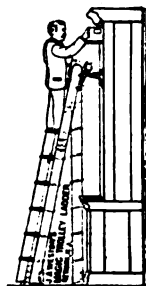
Detachable Double  
Tube Corrugated.

**G. & J. TIRE CO.**

INDIANAPOLIS, IND., U. S. A.

**J. A. WESTON'S  
STORE LADDER SERVICE.**

Special Features, Smaller Space,  
Bear More Weight,  
Last More Years than all others.



The trolley guide wheels at the top allow the ladder to be used at any desired angle. These ladders run on noiseless ball bearing rubber covered rolls that do not require any track on the floor.  
Made of White Ash, finished light.

**LADDERS,  
DERRICKS  
AND  
FLAG POLES.**

**Portland Ladder Co.** Manufacturers of all kinds of LADDERS.

... 28 Place St., NEWARK, N. J.



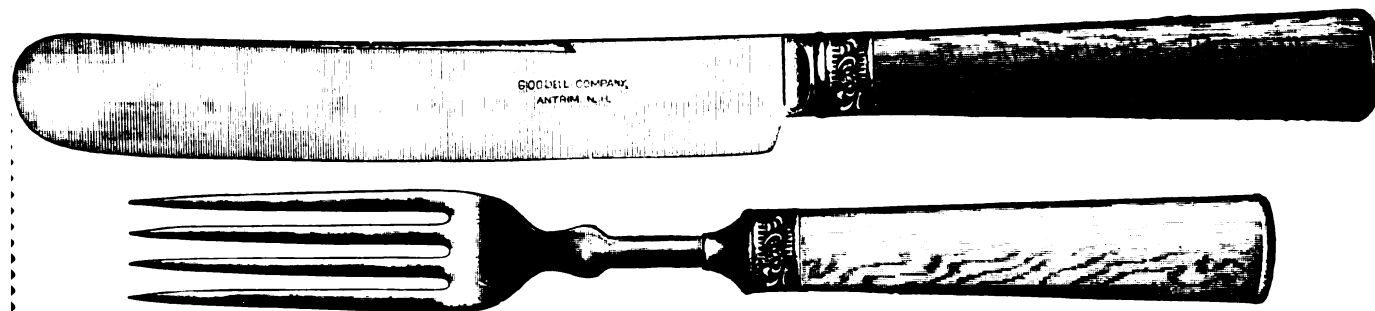
**TRIMO**  
**THIS PIPE WRENCH**  
is drop forged and built for hard usage. Does not crush, slip, or lock. All parts interchangeable. Send for catalog showing complete line.  
**TRIMONT MFG. CO., Roxbury, Mass., U.S.A.**

**Benefits Greater Than Ever  
Before.**

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.



## WHEN CUSTOMERS KICK



Because the handles of cutlery come loose, remember that the only permanent handle made is the

**"GOODELL 400 LINE."**

If you sell these goods you will have no complaints.

Eight Patterns, Forks to match, Cocobolo or Ebony, straight or curved blade Tang, Bolster and Handle rigidly joined without use of Cement or Rivets.

**CAN'T COME LOOSE.**

**GOODELL QUALITY IS GOOD QUALITY.**



**NEW YORK OFFICE:**  
10 Warren Street.

**GOODELL COMPANY, Antrim, N. H.**

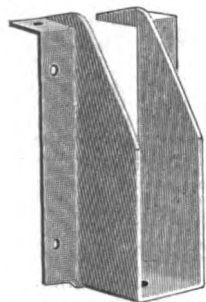


## A Great Labor Saver.

Will pay for itself in a single day. Where **Steel Giant Grubbers** are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

**New Century Manufacturing Co.,**  
48 East 8th Street, New York.



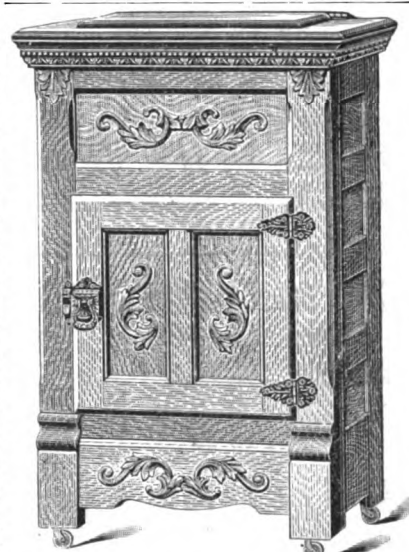
Patented May, '96

## NATIONAL STEEL JOIST HANGER, FOR WOOD HEADER AND BRICK WALLS.

*The best, cheapest, and latest improved  
on the market. Send for Catalogue.*

**THE NATIONAL IRON AND WIRE CO.,**  
Structural and Builders' Iron Work.  
Sole Makers,  
**CLEVELAND, OHIO.**

## REFRIGERATOR



New Construction.  
New Features.

...GLASS LINED.

MANUFACTURED BY

**Cooper & McKee,**

Catalogue on  
Application.

113 to 121 Gwinnett St.  
Brooklyn, N. Y.

## "NONE BETTER" STEEL DOOR HANGERS.

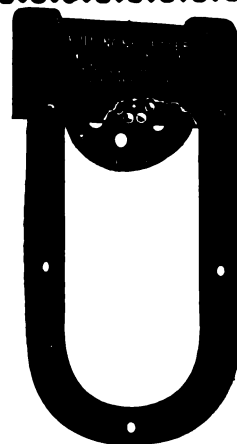
Track & Stay Rollers.

... Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

**McKINNEY MFG. CO., Allegheny, Pa.**



## THE "DISSTON SAW" WILL DO MORE WORK

WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

### DISSTON SAWS

Are Fully Warranted

As to  
Material  
and  
Manufacture.

No. 112

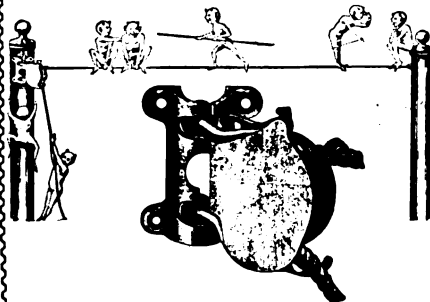


Owing to the  
Demand for a  
**SKREW BACK SAW**  
of the superior quality  
and finish of our No. 12  
we have placed on the  
market the  
No. 112.

**HENRY DISSTON & SONS, Inc.,**  
PHILADELPHIA, PENNA.

Keystone Saw, File, Tool and Steel Works,

## THE AUTOMATIC ROPE ATTACHMENT.



YOU CAN SELL IT AT A GOOD PROFIT.

**For Clothes Line Fastener.**—It holds the line secure and does away with poles and props.

**For Awnings.**—Just what is wanted. An awning can be raised and fastened without labor or trouble.

**For Yachts.**—Reliable and always prompt in action.

**For Hammocks.**—It swings with the hammock and does not wear the rope like a hook.

**For Camping Out.**—To fasten tents it is quick and secure.

Farmers and Electricians will see its usefulness for hitching and other purposes.

Order from  
your Jobber  
or direct from

**THE NEWTON MFG. CO., Erie, Pa.**

Write for handsome descriptive circular and prices. Also our plan for helping you make sales.

## THE ARGAND LAMP



We make it ourselves, and KNOW that every lamp is PERFECT before it is sold. Every "ARGAND" sold helps to sell others because it does the work.

**GOOD PROFIT TO DEALERS.**

Retail Price \$4.00 and upwards.

Ask us for particulars.

**ARGAND VAPOR LAMP CO.,**  
DETROIT, MICH.

CATALOGUE FREE



GET OUR  
REDUCED PRICES

**F. E. MYERS & BRO.**

SOLE AGENTS

ASHLAND, OHIO.

WELL  
TANK &  
SPRAY  
PUMPS

HAY CARRIERS,  
FORKS, PULLEYS & C.



The Only First Hand Source of  
**GENUINE  
MARTY  
TRAPS**

is with  
**BURDITT & WILLIAMS,**  
Sole Importers.  
BOSTON, MASS.



**RIDER AGENTS WANTED**

One in each town to ride and exhibit

sample 1901 Bicycle. **BEST MAKES**

**1901 Models, \$10 to \$18**

'99 & '00 Models, high grade, \$7 to \$12.

**500 Second-hand Wheels**

all makes and models, good as new,

\$8 to \$8. Great Factory Clearing

Sale at half factory cost. We ship

anywhere on approval and ten days

trial without a cent in advance.

**EARN A BICYCLE** distributing

Catalogues for us. We have a

wonderful proposition to Agents for

1901. Write at once for our Bargain

List and Special Offer. Address Dept. 171 P.

**MEAD CYCLE CO., Chicago**

## THE BUCKEYE CHURN.

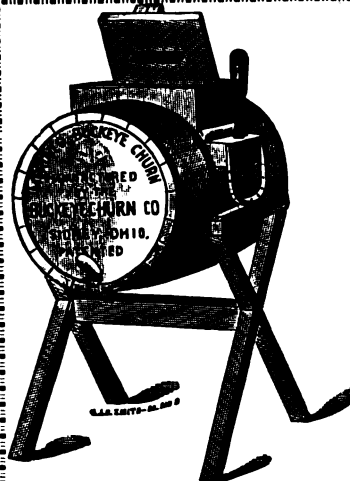
Awarded First Premium at every State  
and County Fair and every Dairy  
Association where exhibited.

Made of white oak, no iron comes in contact  
with the cream.  
Easily operated. Easily cleaned.

The farmer wants it,  
why don't you sell it?

Ask for Catalogue and Prices.

**BUCKEYE CHURN CO.,**  
SIDNEY, O.

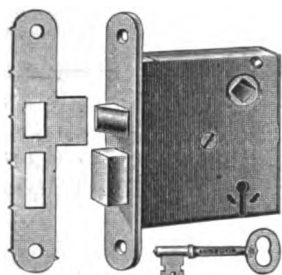


## SUPPOSE

Your "ad." was here! You would  
read it with the other "ads." and  
it would be read by twenty thou-  
sand other people. Advertising in

## "HARDWARE"

is the cheapest, and most profitable,  
because its contents are brought di-  
rectly to the notice of the Hardware-  
men with nothing else to divert  
their attention. : : : : :



Good point found in lock sets  
packed with "Rapid-Mortise"  
Wrought Steel Cased Locks:  
"We make twenty-four  
designs suitable for hardware  
dealers' stock purposes." - -



**Russell & Erwin Manufacturing Co.,**

**New Britain, Conn.**

**New York.**

PHILADELPHIA.

CHICAGO.

BOSTON.

SAN FRANCISCO.

BALTIMORE.

DAYTON, OHIO.

LONDON, ENG.

## THREE OF OUR LEADERS



Received  
Highest  
Award  
World's  
Columbian  
Exposition

**IWAN'S PATENT IMPROVED  
POST HOLE AND WELL  
AUGER.**

Get our Catalogue of complete line of  
these tools, also Drain Cleaners, Conductor  
Pipe Hangers, &c., &c.

**SOLD BY ALL JOBBERS.**

Manufactured Exclusively by

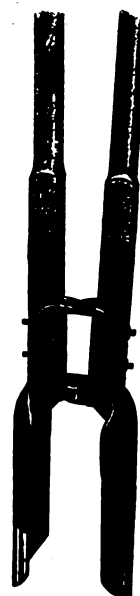
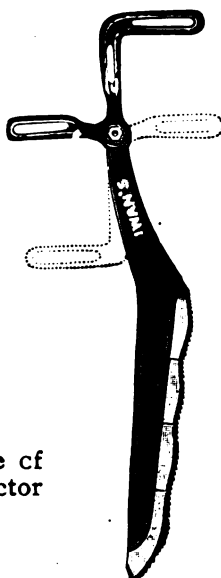
**IWAN BROS., Streator, Ill.**

**IWAN'S IMPROVED SERRATED  
HAY KNIFE,**

With waving edge and adjustable handles.  
**Feeds Itself.**

Will cut hay or straw 50 to 100 per cent.  
easier than any other knife on  
the market.

Tool Steel, Sectional Blades, Malleable  
Iron Back.



**IWAN'S PERFECTION POST HOLE  
DIGGER.**

Many good "talking points,"  
making it an easy seller.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Bode, Ia.—Schreiber Bros.

Chicago, Ill.—Standard Hardware Supply Co. has been incorporated; capital stock, \$20,000; incorporators, Jesse Cox, Arthur M. Cox and Charles L. Weeks.

Corsicana, Tex.—C. L. Fewell.

Crowley, Ia.—Will Hockaday.

Decatur, Tenn.—G. A. Arnhart.

Fort Dodge, Ia.—Articles of incorporation have been filed by the Ryan Implement & Hardware Co. It has a capital of \$20,000. Andrew Hower is president, F. H. Thompson, vice-president, and W. O. Brun, secretary.

Ilion, N. Y.—A. G. Fish, Foley Block.

Jacksonville, O.—C. Pool.

Lafayette, Ga.—Mr. McCall.

Leroy, Ill.—R. Hallowell & Co.

Marshfield, Vt.—Thos Barton.

Minneapolis, Minn.—The Gregg-Seager Co. is the name of a new business concern which has located in Minneapolis. The company will open a heavy Hardware store at 106 and 108 Washington Avenue S. The firm will be open for business about May 1.

Monroe, N. C.—The Monroe Hardware Co. has been organized by Belk Brothers, D. E. Allen, M. C. Sims, of Charlotte; Randolph Redfern and Dr. Houston, of Monroe.

Nashua, N. H.—The Nashua Hardware Co. has been incorporated with a capital stock of \$20,000.

New Harbor, Me.—Edwin Fossett.

New Haven, Conn.—The W. H. Hazel Co. has been organized to do a general Hardware and steam fitting business. The members of the company are George E. Scranton, John W. Singleton and William H. Hazel.

New York, N. Y.—C. K. Turner & Son has been incorporated to deal in Hardware and agricultural implements; capital, \$10,000. Directors: C. K. Turner, F. C. Turner and E. T. Paul, New York City.

Pierre, S. D.—Articles of incorporation have been filed for the Jackson Hardware Co. at Aberdeen with a capital of \$1,500; incorporators, J. H. Jackson, Nora Jackson and Howard Smith.

Pottsville, N. Y.—S. M. Beckwith.

Prairie City, Ia.—The Little & Gill Hardware Co. have filed articles of incorporation; the capital is \$5,000. Geo. A. Gill is the incorporator.

Prairie City, Mo.—Wm. Day, Bode, Ia.

Primghar, Ia.—James Reynoldson.

Spartanburg, S. C.—M. A. Phifer.

Vinita, I. T.—The Turner Hardware Co., of Muskogee, was the first firm to be incorporated in the Indian Territory under the new law which has just been enacted by Congress. The capital stock of the new corporation is \$165,000, and will soon be increased to \$175,000.

### Changes and Improvements.

Belton, Tex.—The Brown Hardware Co. will begin the erection of an extension of 129 feet to their business house. It is to be three stories high and extend back to Water Street.

Bridgeton, Me.—Fred. C. Knight has sold his Hardware business to John H. Roes.

Buckhannon, W. Va.—N. M. Hooker has moved his Hardware store into his new building on Depot Street.

Buckner, Mo.—Theodore Peerson, of Oak Grove, has purchased the Hardware store of G. L. Peerson and H. W. King at Buckner.

Champaign, Ill.—The Miebach Hardware store has been purchased by John Stemey, of this city, the new owner taking possession at once.

Champaign, Ill.—Walter Moorehead has bought an interest in O. L. Percival's Hardware store. Percival & Moorehead expect to erect in the Spring a building about 40 x 80 feet at the corner of Neil and University Avenue.

Elkton, Mich.—C. L. Hall has bought M. Taylor's grocery and Hardware store.

Keosauqua, Ia.—The firm of Casner & Galbreth, Hardware merchants, of this place, will dissolve partnership.

Leaf River, Ill.—John Williams has purchased S. S. Reber's share in the Allen & Reber Hardware store and has taken possession.

Moosup, Conn.—The store formerly kept by the Moosup Hardware Co. has been sold to John Coffee, who will continue the business at the same place.

Pilot Grove, Mo.—Francis Schilb has Parker, S. D.—Ernest Wendt and Fred Klopfeisch have bought Berry's Hardware store and will conduct it in the future.

sold a half interest in his Hardware and furniture establishment to John Becker, and the firm will hereafter be known as Schilb & Becker.

Pittsfield, Mass.—W. S. Smith, who recently purchased the interest of William Barker in the Hardware firm of Barker & Belden, has secured Mr. Belden's interest and controls the entire concern.

Port Byron, N. Y.—The firm of Wethey & Crane, Hardware dealers, has dissolved partnership and Charles E. Wethey is now the sole owner and will continue the business.

Springfield, Ohio.—C. R. Hazard, who has had charge of Hazard & Co.'s Hardware store for a number of years, has retired from the business. The stock was owned by Stone Bros., and will be removed to their Hardware store in North Main Street.

Ticonderoga, N. Y.—F. E. Huestis, of Crown Point, has purchased the Hardware store of Blanchard & Price at Ticonderoga.

Utica, N. Y.—The Roberts Hardware Co. has leased the building in the rear of the Herald Block.

Vincennes, Ind.—William J. Nicholson

has bought a half interest in the Hardware and implement business of John W. Emison. The firm name will be Emison & Nicholson, and will do business at the old stand, corner of Second and Main Streets.

Williamson, N. Y.—Samuel S. Bennett, junior member of the firm of Fish & Bennett, has sold his interest in the Hardware and variety store which the firm has conducted for the last two years, to the senior member of the firm, Olen C. Fish, who will continue the business.

### Business Embarrassments.

Dundee, Mich.—Chandler & Engle have filed a petition with Judge Swan asking to be discharged in bankruptcy. Their liabilities amount to \$6,113 and their stock inventories to \$3,845.

Jordan, N. Y.—The bankrupt stock of Hardware of S. E. Mann & Son has been sold at auction recently to Eugene E. Mann for \$750. It is understood that Mr. Mann will continue the business.

Rochester, N. Y.—Maurice Greenwald, tinsmith and Hardware merchant, has filed a petition showing liabilities, \$15,058.86; of which \$7,700 is secured, and assets amounting to \$11,170.90.

Waterbury, Vt.—Charles D. Robinson has made a voluntary assignment to Dr. W. F. Minard for the benefit of his creditors. Mr. Robinson fixes his liabilities at \$6,800 and his assets at \$7,152.

### Fires in Hardware Stores.

Atlanta, Ga.—The Hardware store of Dinkins & Davidson has been destroyed by fire. Loss, \$15,000.

Center Hall, Pa.—Daniel Irvin & Sons' Hardware store has been destroyed by fire. Loss, \$7,000; insurance, \$3,500.

Davenport, Ia.—H. A. Zimmerman's Hardware store has been damaged by fire.

Enfield, N. H.—F. A. Fogg's Hardware store has been destroyed by fire. Loss, \$3,000; partially insured.

Kane, Pa.—The Hardware store of W. B. Smith has been destroyed by fire. Heavy loss.

Massillon, O.—John Gow & Co.'s Hardware store has been destroyed by fire.

McDonald, Pa.—T. J. Williams' Hardware establishment has been destroyed by fire. Loss, \$5,000. Insured.

Oak Cliff, Tex.—Henry Boedecker's Hardware store has been destroyed by fire. Loss, \$10,000; partially insured.

Warren, O.—J. G. Brooks' Hardware store has been destroyed by fire. Partially insured.

Winchendon, Mass. The Hardware store of Leland & Brooks has been destroyed by fire.

### Burglaries in Hardware Stores.

Fayetteville, N. C.—Huske Hardware Co. Revolvers and cutlery.

Mobile, Ala.—Cunningham Hardware Co. Revolvers.

Mullen, Tex.—Somey & Sons. Cutlery.

Seattle, Wash.—Keeney's Hardware store. \$40.

**THE BURR PATENT STEEL SAFETY LIFT BLOCK.**

**A Perfect Self-Locking Rope Tackle Block.**

Runs as freely as an ordinary rope tackle block.  
Holds more securely than a chain block.  
Locks instantly and does not cut the rope.  
Allows the load to be lowered safely and slowly, the operator using only one hand.  
Cannot stick nor jam when the load is to be lowered.  
Adopted by the Penna. R.R. Co., Western Union Tel. Co., and many others.

**Liberal Discounts to Hardware Dealers.**

Send for circulars and prices.

**THE BURR MANUFACTURING CO.,**  
823 Society for Savings Bldg.,  
Cleveland, Ohio, U. S. A.



1000 LBS.



USED AS A WIRE STRETCHER.

**MANUFACTURERS**

By our co-operative plan of mailing circulars to the Hardware dealers we save you five sixths of your present cost. Some of the largest manufacturers in the country are our patrons. A postal, brings full particulars.

**We Print and Mail 15,000 Circulars to 15,000 Hardware Dealers for \$35.00**

**The U. S. MAILING & ADVERTISING CO.,**  
CLEVELAND, OHIO.

**The Peoria Vapor Lamps**

Are the oldest and most reliable Vapor Lamps on the market. Simple in construction, low in price, 90 to 100 candle power of **PURE WHITE LIGHT**

Approved by the insurance underwriters. Safe, a child can operate them.

**BIG MONEY FOR AGENTS.**  
WRITE FOR PRICES TO-DAY.

**Peoria Vapor Lamp Co.,**  
413 No. Washington Street,  
PEORIA, ILL.



**HORSESHOE-H-CALKS.** (Neuss' Patent.)

**Always Sharp! No Slipping of the Horse! No Injuries as caused by other Calks. Great Saving of Horses and Horseshoes!**

Price List, with Testimonials, Post Free Patentees and Sole Manufacturers,

**LEONHARDT & CO.,**  
BERLIN-SCHOENEGBERG, GERMANY



Don't **MUTILATE** your papers with pins or fasteners but use the...



**"GEM" PAPER CLIP.**

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

Price, 15 cents per box of 100.

**CUSHMAN & DENISON, Mfrs. 240-2 W. 23d St. N. Y.**

**THE NULITE**  
750 Candle Power  
**ARC ILLUMINATORS**

Produce the Finest Artificial Light in the World.

**Superior to Electricity or Gas. Cheaper than Kerosene Oil.**

**NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.**

*They are Portable. Place them anywhere.*

Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.

They sell at sight. Big discounts to Hardware men.  
Write for Catalog and Prices.

**CHICAGO SOLAR LIGHT CO.** 81 Fifth Ave., CHICAGO.



Indoor.



Outdoor.

**INVINCIBLE**

**7 CENTS PER FOOT.**

**A FIRST-CLASS 1/4 inch 3-ply RUBBER HOSE,** wound with heavy steel wire, complete with brass couplings and bands.

**I FULLY WARRANT** this Hose for the season of 1901 and will replace any proving defective.

I will be pleased to have you favor me with an order for a sample length, and have you give it a thorough trial before you place your order for this season's hose.

*Send for Illustrated Catalogue of Rubber Goods and Fittings.*

**J. W. BUCKLEY RUBBER CO., - 69 Warren Street, New York.**

**"THE WOODS" No. 100 CAN OPENER**

Two Can Openers in One.

The Best not the Cheapest!



KNIFE FOR SQUARE CANS. SLIDING KNIFE FOR ROUND CANS.

The Cutters are made from CUTLERY STEEL, finely tempered. The Shank is Drop Forged Cold Rolled Steel, Handsomely Nickel Plated. Hot-Water-Proof Enameled Handles. Samples 25c. postpaid. Write for Prices to

**FRANK WHITE, (Manufacturer) or THE WOODS, BACON CO.,**  
76 Park Place, New York, U. S. A. 127 Duane St., New York, U. S.

184 Indiana Street. CHICAGO March 8th, 1900.

GENTLEMEN:—We have been using Miller ladders ever since they have been made and have found them perfectly satisfactory in every detail. You are at liberty to write the strongest testimonial you know how, and to sign our name to it.

Yours respectfully,  
**REMEIN DECORATING CO.**

For Catalogue and Description, Write to

**MILLER LADDER CO.**  
204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.



Manufacturers of GARDEN, DUMP, RAILROAD and CANAL

**WHEELBARROWS,**

Factory Trucks,  
"Victor" Boxes and Crates  
For shipping merchandise.

Also Woven Wire Poultry Coops.

Catalogue and Price List furnished on application.  
Mention this paper.

**THE DEFIANCE BOX CO., DEFIANCE, OHIO.**



## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Albany, N. Y.—The Empire Saw Co. has filed papers of incorporation with the secretary of state. The company is formed to manufacture saws, knives, machinery, Hardware and implements for butchers' use. The capital stock is \$10,000. The directors and stockholders are as follows: Arthur L. Joslyn, of Albany; James C. McGonagle, of Lebanon Springs, and Daniel J. Harnett, Linneus H. Burdick and Gaylord Logan, of Albany.

Chicago, Ill.—Standard Hardware Supply Co. has been incorporated; capital, \$20,000; manufacturing and dealing in hardware; incorporators, Jesse Cox, Arthur M. Cox and Charles L. Weeks.

Cleveland, O.—The D. J. Brennan Co., of Cleveland, has been incorporated with \$25,000 by D. J. Brennan, W. B. Woodbury, William C. Logan, Leander W. Cory and Salem A. Hart. They will make and deal in weather strips.

Indianapolis, Ind.—The Enterprise Foundry and Fence Co., of this city, capital, \$50,000, has been incorporated. The incorporators are G. R. Ellis, William Helfenberger, Georgianna Ellis, Matilda Helfenberger.

Jacksonville, Fla.—Several immense aluminum deposits have been discovered in central and southern Florida and a company has been organized, headed by E. C. Long, vice president of the Atlantic, Valdosta and Western Railroad; C. E. Garner, President of the Board of Trade, and other capitalists for the extensive manufacture of paint from this aluminum product. The corporation will be known as the Florida Aluminum Paint Mfg. Co. and the plant will be established in this city. The manufacture of paint from aluminum is to be from a secret formula.

Leonardsville, N. Y.—A company known as the Babcock Mfg. Co. has been incorporated for the purpose of manufacturing furnaces. It assumes an old established business and is capitalized at \$35,000.

Meriden, Conn.—The Jones Mfg. Co. have begun the manufacture of Hardware at the Miller Street shop.

Minneapolis, Minn.—The Thomas H. Reeves Co., manufacturers of saws, logging, lumbermen's and sawmill tools and supplies, have filed articles of incorporation. The capital is \$25,000. The incorporators are Thomas H. Reeves, of Minneapolis; Byron P. Baker, of St. Paul, and Margaret J. Reeves, of Minneapolis.

New Haven, Conn.—The Stevens & Sackett Co. has been organized with a capital of \$6,000, all paid in. The company is to manufacture coach and carriage lamps, trimmings, etc.

Trenton, N. J.—Automatic Hammer Co.,

of New York, has been incorporated with an authorized capitalization of \$100,000.

### Changes and Improvements.

Buffalo, N. Y.—The Niagara Machine & Tool Co., according to plans filed with the Bureau of Buildings, will erect a two-story brick addition to their plant at Jefferson and Superior Streets. The work will cost \$8,000.

Cohoes, N. Y.—A new ax factory will be erected this Spring on the site near the Waterford Bridge where the building was destroyed by fire last Spring. The contract was yesterday awarded by F. W. Peck to Andrew Archibald for a one-story brick structure 100 x 112. Work will be begun as soon as the weather will permit and the factory will be fitted out with all the latest machinery.

Crawfordsville, Ind.—The directors of the Crawfordsville Nail & Wire Co. have decided to increase the capital stock of the company from \$50,000 to \$100,000.

Daleville, Ind.—The Ideal Stove Foundry, located here four years ago, is to be removed to Upper Sandusky, O., where it will receive a bonus of \$30,000.

Des Moines, Ia.—The McCormick Mfg. Co., which manufactures lawn settees, swings, etc., is endeavoring to increase its capital stock from \$20,000 to \$35,000 in order to enlarge its present plant.

Detroit, Mich.—Architects A. C. Varney & Co. have completed plans for a brick addition 50 x 82 feet in size to the manufacturing building of the Detroit Screw Works, at the southwest corner of Riopelle and Guoin Streets.

Fallston, Pa.—Plans are being made for a large addition to the Townsend wire and nail mills.

Lancaster, O.—The Hardware Specialty Co., of Cleveland, giving employment to many people, is also about to locate here.

Owatonna, Minn.—The Washington Tool Co. has filed amended articles of incorporation with the secretary of state increasing its capital stock from \$20,000 to \$50,000.

Parkersburg, W. Va.—The plant and business of the Crown Wire Nail Co., which was recently started here by Pittsburg capital, has been sold to the Parkersburg Wire & Nail Mfg. Co., composed of Parkersburg capitalists. It will be enlarged and moved to another part of town.

Pittsburgh, Pa.—Alexander Speer & Sons have decided to erect a plow works at West Carnegie. Negotiations for a site are now in progress and plans for the building have already been prepared. The firm was formerly engaged in the foundry business, at Fifth Street and Duquesne Way. The works, including the plow making plant, were absorbed some time ago by the Pittsburgh Valve, Foundry and Machine Co.

Thompsonville, Conn.—A certificate of increase of the capital stock of the New England Machine Screw Co. from \$10,000

to \$15,000 has been filed with the Secretary of State.

Waterbury, Conn.—The Waterbury Tool Co. has increased its capital from \$11,300 to \$14,500.

Waukegan, Ill.—The Chicago Hardware Foundry at North Chicago is putting in extensive improvements to meet the demands of its growing business.

### Recent Fires.

Bridgeton, R. I.—Fire has damaged the building occupied by the Hopkins Machine Works and Bridgeton Knife Co., at Bridgeton, to the extent of several hundred dollars.

Detroit, Mich. The Phoenix Wire Works, located in the three-story brick building at 68, 70 and 72 Champlain Street, has been damaged by fire.

Marion, Ind.—The plant of the Marion Box & Handle Co. has been destroyed by fire. Loss, \$15,000, with ample insurance.

Meriden, Conn.—Fire caused by a lamp explosion did \$1,000 damage in Miller Brothers' cutlery factory on Pratt Street at 8:30 o'clock. The damage to the stock amounts to \$500. The fire was in the interior of the building entirely.

New York, N. Y.—A fire that started in the five-story building at 10 Reade Street caused \$5,000 damage. The Kampe Brothers, of the Star Safety Razor Co., occupy the third, fourth and fifth floors, and the Seybold Machine Co. the ground floor. No one was injured. The origin of the fire is not known.

No. Tonawanda, N. Y.—The large warehouse of the Buffalo Nut & Bolt Co. has been destroyed by fire. The loss on buildings and goods destroyed aggregates over \$100,000. The company, composed of Plumb, Burdick & Barnard, of Buffalo, carry a full insurance. They authorized the statement that the burned structure will be rebuilt at once.

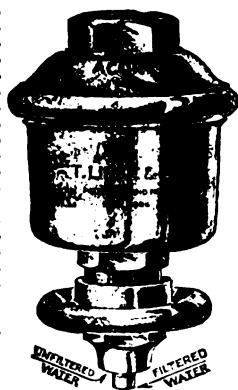
Phoenix, N. Y.—Fire was discovered recently in the knife factory building, occupied by the Phoenix Hardware Co. as a currycomb works. Both the building and the stock of the Hardware company were covered by insurance.

Syracuse, N. Y.—There was a slight fire recently in the cutlery shop of Thomas F. Furniss on the second floor of the block No. 233 East Genesee Street.

Watsonstown, Pa.—The Watsonstown Nail Works, owned by J. Edward Godcharles & Co., has been totally destroyed by fire. The mill was in the trust and has been idle for a year or more, but they had on hand about three thousand kegs of nails which were destroyed. The mill was purchased by the Godcharles in 1895, but of late years has only been run occasionally for a month or so. The mill will not be rebuilt, at least at this place. Altogether about \$80,000 or \$90,000 worth of property was destroyed; on them is an insurance of \$20,000.



IMPROVED TO PERFECTION.



The Linke,  
Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.

Cleaned in a few  
seconds without  
taking apart. . . .

The "ACORN"

Is conceded the best Filter made to screw  
on a faucet.

A constant new surface is produced on  
stone and Filter is washed clean  
for every filtration.

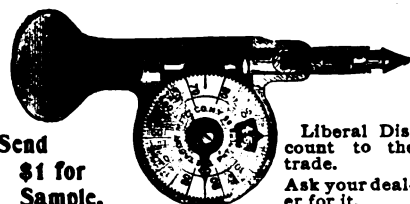
Booklets and Display Cards with all orders.

PATENTEES AND MFRS.,

**T. LINKE & CO.,**  
1559 BROADWAY,  
NEW YORK.

TABOR STOP MOTION COUNTER.

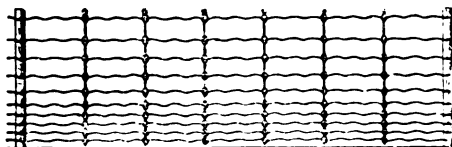
You don't have to hunt for centre in  
shaft and then for your watch while  
balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

The Tabor Revolution Counter,  
Elizabeth, N. J.



A Complete Line of

Plain, Colled or Ornamental Fences,  
Gates and Poultry Netting.

All kinds of WIRE at lowest prices. Goods  
Standard the World Over.

THE JONES NATIONAL FENCE COMPANY.  
COLUMBUS, OHIO.

**ALUMININE.**

The original and patented Aluminum Finish for  
Stoves. Carried by jobbers in all parts of the  
country. Send us your order and we will forward  
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**ALUMININE PAINT & POLISH CO.,**  
707 W. Lake St., Chicago, Ill.

RUTLAND FIRE-CLAY CO., Rutland, Vt., Eastern Agts.

**F. B. A NAIL FILE**  
No. 11 that does the work

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because they are first class tools, made of the  
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a book that is regarded by the best workmen  
as an authority on the subject of which it treats,  
speaks very highly of Sargent's Square No. 100.  
We have other numbers; our line is complete.  
Ask our salesmen about Squares, or write to  
us for information. \* \* \* \* \*

**Sargent & Co.,** Manufacturers,

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**FORKS, HOES, RAKES, &C.,** FOR  
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We make more than . . .

740 KINDS OF FORKS.

350 KINDS OF HOES.

40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

**FOR ALL MARKETS OF THE WORLD.**

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

**THE IOWA FARMING TOOL CO.,**

Illustrated Catalog  
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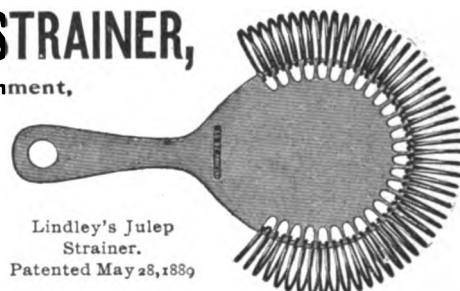
FORT MADISON, IOWA, U. S. A.

**LINDLEY'S JULEP STRAINER,**

Adjustable Wire Attachment,

Prevents all foreign matters from passing  
into the glass. Fits any glass. Easily  
cleaned. Nickel silver, special quality sil-  
ver plate. No place, where drinks are  
served, is complete without one. . . . .  
Send for price list. . . . .

Lindley's Julep  
Strainer.  
Patented May 28, 1889



Sample Prepaid, 50 Cents.

**The Holmes & Edwards Silver Co.,** BRIDGEPORT,  
CONN.

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

ESTABLISHED 1857.

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Astoria, Ore.—Schwartz & Canfield, Main Street.

Binghamton, N. Y.—William L. Bundy, of the Bundy Time Record Co., is at the head of a firm which will soon open a factory in this city for the manufacture of a pneumatic tire to be attached to wagons, bicycles or any vehicle upon which such tires can be used.

Chicago, Ill.—Clark Griffith Co. has been incorporated; capital, \$2500; to manufacture and dealing in baseballs and sporting goods. Incorporators—William B. Moulton, Donald G. Catlin, Charles S. Burton.

Circleville, O.—Charles Titus.

East Hartford, Conn.—David Roberts, Main Street.

Erie, Pa.—Epp Bros., 1124 State Street.

Garner Mfg. Co. has been incorporated, to manufacture bicycles; capital, \$25,000. Directors—J. B. Garner, Eva Z. Attwell and W. E. Handy, New York City.

Great Barrington, Mass.—Louis Brusie will add a line of bicycles to his furnishing goods store.

Holden, Mass.—F. F. Taylor is building a repair shop.

Ivoryton, Conn.—George B. French.

Keene, N. H.—A new industry has just started in this city, using the shops of the Trinity Cycle works for the building of steamobiles. The company has been organized and the following named persons are the officers: E. P. Wells, president and manager; Frank Taylor, vice-president; Stuart W. Wells, secretary; Frank C. Faulkner, treasurer; Reynold Janney, consulting engineer; K. A. Juthe, superintendent.

Los Angeles, Cal.—Richard Zeigler, 644 South Spring Street, repairing.

Marietta, O.—Knox & Henry.

Ontario, Cal.—W. B. Beck.

Rockford, Ill.—Burr Bros., Brown Bldg., Lynn, Mass. Certificates of incorporation have been issued at the State House to the Essex Automobile & Bicycle Co., to buy, sell, repair and exchange automobiles and bicycles; capital, \$1000. Promoters—Fred B. Goodwin, Wesley D. Ham, Wallace B. Phinney.

Roseburg, Ore.—Elmer Wimberly, repairing.

Wareham, Mass.—W. G. Woodruff will open a repair shop.

Watertown, S. D.—J. H. Troeh & Sons.

Windsor Locks, Conn.—F. L. Harvey.

### Changes and Improvements.

Ansley, Neb.—M. Gaines succeeds Gaines & Hagin.

Bluffton, Ind.—John Bequet succeeds W. H. Patterson & Co.

Boone, Ia.—W. M. Wheelock succeeds Wheelock & Root.

Brook, Ind.—Lyons & Hershman succeed Rich & Lyons.

Chicago, Ill.—Fort Dearborn Cycle Mfg. Co., name changed to Fort Dearborn Mfg. Co.

Cleveland, O.—The ball and pedal company of the American Bicycle Co. has sold out to the Automobile & Cycle Parts Co. The plant is located on Perkins Avenue and Mason Street.

Columbus, O.—The Admiral Bicycle Lamp Co. of this city has signed a contract to remove its works to Marysville, Ohio, as soon as suitable buildings can be constructed for the plant. Work on the new building has been commenced. E. B. Thomas is president, Milton N. Grant secretary and treasurer, and C. C. Armstrong manager.

Concordia, Kan.—Livingood & Neilson succeeds Thomas Livingood.

Delphos, Kan.—Cassidy & Zimmerman succeed Calenden Bros.

Easton, Ind.—Rich & Clark succeeds E. T. Nicholas.

Erie, Ill.—James & McCall have dissolved.

Gardner, Mass.—Fred L. Gibson has moved his sporting goods stock from his store on Parker Street to Music Hall block on Central Street.

Grass Valley, Conn.—Bowhill & Smit have dissolved.

Greenfield, O.—D. A. La Ferve & Co. succeed La Ferve & Head.

Highland, Kan.—McCarthy & Joss succeed D. S. Gilmore.

Ilion, N. Y.—J. H. Harning succeeds F. A. Stubblebein.

Lynn, Mass.—A. F. Stillman, 18 Market square, is enlarging his store.

Mendon, O.—Maurer & Anderson succeed Maurer & Partner.

Middletown, N. Y.—Worcester and Crans, removed to 33 West Main Street.

Morrisonville, Ill.—Bissell Bros. succeed A. B. Bissell.

Mt. Vernon, S. D.—Hatch, Arland & Keller Co. succeed Colby & Diel.

Navasota, Tex.—E. L. & G. C. Ahrenbeck succeed Ahrenbeck & Errell.

North Long Branch, N. J.—B. A. Luther has purchased the bicycle business of William H. Martin, of this place.

Paris, Tenn.—J. E. Johnson succeeds Johnson & Comsel.

Pawtucket, R. I.—The firm of A. F. & F. Bray, dealers in bicycles, arms and sporting goods, is now established at 250 Main Street, having vacated the store in the Benedict House Block, which it occupied for twelve years.

Red Oak, Ia.—H. R. Christy succeeds C. A. Nelson.

Shipman, Ill.—Meatyrd Bros. succeed Irving P. Smith.

Sidney, O.—McKee & Wilson succeed Gibson & McKee.

Sidney, O.—Roy Redinbo succeeds Routson & Emerick.

Southampton, N. Y.—George D. Grundy has sold repair and sundry business to Merton L. Packard, but will still engage in the sale of bicycles.

Southington, Conn.—Frank Matthews, formerly of Planesville, but now of New Haven, has accepted a position as manager of a New London bicycle establishment. Mr. Matthews is now in the employ of a New Haven agency and will assume the duties of his new position in a few days.

Springfield, Tenn.—J. W. Bell succeeds Bell & Dowlen Supply Co.

Table Rock, Neb.—Frank Kovanda succeeds Andrew & Kovanda.

Webster City, Ia.—Charles W. Neff succeeds Simon Bros.

Woodland, Mich.—Seas Bros. succeed Carpenter Bros.

Zanesville, O.—Zanesville Cycle Co., 21 S. Fifth Street. Roy E. Bennett has purchased an interest and will assume charge.

### Recent Fires.

Bayonne, N. J.—George Livingstone, West Eighth Street, partly insured.

Buffalo, N. Y.—James McCraws, 224 Broadway, damage slight.

Canton, O.—J. B. Smith.

Clinton, Ia.—Harry L. Traub, Main Street; loss, \$100; insured.

Eldred, Pa.—The Eldred Cycle and Supply Co.

Milwaukee, Wis.—Fire was discovered in the plant of the Drake Mfg. Co., Fifteenth and St. Paul Avenue, a short time ago. Total loss; fully insured.

Quincy, Mass.—James Dunn & Co., loss \$900, insurance \$500.

Richwood, O.—F. L. Moffett, loss \$1000; insured.

Rochester, N. Y.—The Seneca Camera Co.'s plant has been destroyed by fire. Loss, \$40,000.

Shickshinny, Pa.—H. L. Hobbs.

Springfield, Mass.—Fire has gutted the sporting goods house of Morgan & Ball, who are also local agents of the American Bicycle Co. Loss, \$12,000, fully insured.

Terre Haute, Ind.—Frank Erxleben; loss \$4000; insured for \$2000.

Uniontown, Pa.—Fire destroyed the grinding mill of the Rand powder works at Fairchance, with its stock.

### Recent Embarrassments.

New York, N. Y.—Judge Brown has granted a discharge in bankruptcy to Edwin Oliver and Alexander Strauss, who composed the firm of Oliver, Strauss & Co., dealers in bicycle supplies, formerly at 23 Park row, whose liabilities were about \$100,000.

### Miscellaneous.

New Haven, Conn.—At the annual meeting of the stockholders of the Winchester Repeating Arms Co., T. G. Bennett was elected president, G. E. Hodson vice-president and treasurer, H. S. Leonard assistant treasurer, and A. I. Ward secretary. Judge Henry Stoddard was elected a director.

# MORROW

COASTER AND BRAKE.

Over **100,000** Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
the **MORROW**.

**ECLIPSE MFG. CO., ELMIRA, N. Y.**  
NEW YORK BRANCH:  
105-107 Chambers Street.

## THE CHAMPION SASH LOCKS

ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF



MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

**The Champion Safety Lock Co.,**  
CLEVELAND, OHIO.

## Hardware Dealers, Do You Know

That if you are in need  
of a Self measuring Oil  
Tank, you will save big  
money by purchasing  
the Best, Simplest  
and Cheapest,

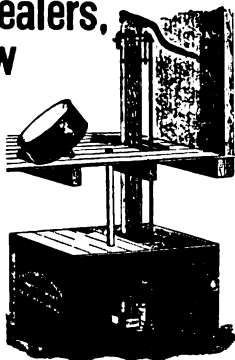
"The Eastern."

Send for catalogue,  
containing price and  
points of merit.

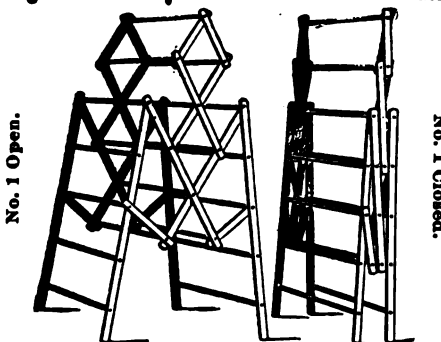
All Outfits War-  
ranted.

**Eastern Oil-Tank Co.**

146 Fletcher St., Lowell, Mass.



## Rogers' Patent Adjustable Extension Clothes Rack.



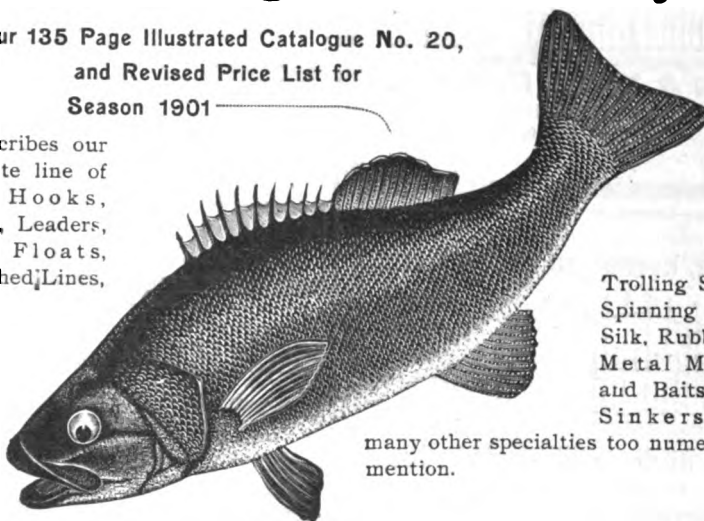
A QUICK SELLER.

Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1880.  
**ROGERS & SON, Kendallville, INDIANA.**

# Mr. Fishing Tackle Buyer!

Our 135 Page Illustrated Catalogue No. 20,  
and Revised Price List for  
Season 1901

Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
Furnished Lines,



Trolling Spoons,  
Spinning Baits,  
Silk, Rubber and  
Metal Minnows  
and Baits, Lead  
Sinkers, and

many other specialties too numerous to  
mention.

**THE ENTERPRISE MANUFACTURING CO.,**

The Largest Manufacturers of Fishing Tackle in the United States.

**MAKRON, OHIO, U. S. A.**

## Columbian 1000-Shot Air Rifle.

Patented  
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**CHAMPION  
MODEL.**

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.

Write for Discounts to Trade.

**WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.**

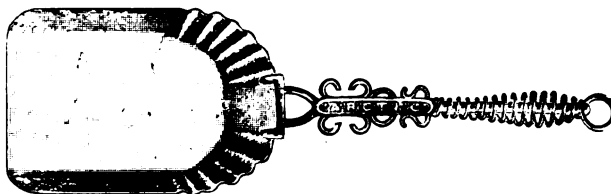
## THE FANNER MFG. CO.,

CLEVELAND, OHIO.

### ARCTIC COAL SHOVELS.

Malleable or Gray Iron.

Nickel Plated.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

## SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver, when  
plated wears indefinitely and the thin strip of

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Send 52 two-cent stamps to **E. H. M. SMITH, 40 Murray St., N.Y.,** for a Beautiful Sample Knife.

Improved Quick and Easy Ris-  
ing Steam, Electric  
and Hand Power

**ELEVATORS**

Send for Circulars.

**Kimball Bros. Connell Bluffs, Ia.**  
No. 1013 Ninth Street.



**500**

## HARDWARE DEALERS


Handle Our Goods  
At a Profit of 100%.

We make **WHITE ENAMELED LETTERS**,  
House Numbers, Name Plates,  
**ENAMELED STREET SIGNS**, Number and  
Door Plates, for Public Institutions,  
Hotels, Boats, Etc.

Free Samples to Prospective Customers.  
Send for Catalogue.

**A. V. TAYLOR & CO., Enamellers,**  
1056 Central Ave., CINCINNATI, OHIO.






**IRON & WIRE FENCING**  
ELLIS & HELFENBERGER,  
500 SENATE — INDIANAPOLIS, IND.

**RIVETS & WIRE NAILS.**




**C. C. & E. P. TOWNSEND,**  
New Brighton, Penn.



SEAMAN'S PAT.  
SEPT. 7, 98  
**The POSITIVE EXPANSION BOLT.**  
D. G. SEAMAN & CO.,  
1638 Hutchinson St., Philadelphia, Pa.  
FOR SALE BY  
NEAL & BRINKER, 18 Warren St., N. Y.  
It has been the aim of the inventor to overcome  
the great existing evil of a bolt slipping in its  
fasteners and the object has been achieved.  
—SEND FOR PRICE LIST.—

**Prison, House and Stable Work;**



JOIST  
HANGERS;  
LAWN  
FURNITURE;  
FENCING, ETC.

**VAN DORN IRON WORKS CO.,**  
CLEVELAND, OHIO.

**THE DUCHARMES & CO.**  
Manufacturers of  
**Electricians' Insulated Screw Drivers,**  
Also a line of Common Screw Drivers.  
**SHELburnE FALLS, MASS.**

**HAYES FILE CO.** Established 1870,  
DETROIT, MICH.




Now in our new plant with greatly in-  
creased capacity.  
We manufacture everything in Files.

**ROBERT MURRAY.**  
24 Duane St.,  
New York City.  
**General Hardware**  
Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

1876. 1900.  
**REESE'S ADJUSTABLE STENCILS**  
Write for our Three Catalogues  
and Description of our New  
Cabinet and full line  
Samples Free.  
EXPRESSLY FOR THE HARDWARE TRADE.  
S. W. Reese & Co., 160 Fulton St., New York.

**ADAM**



THE FENCE MAN  
Makes Woven Wire  
Fence that "Stands Up."  
Cannot Sag.  
Get his new catalogue. It  
tells all about The Best  
Farm Fence Made. Also  
Steel Lawn and Cemetery  
Fences.  
**W. J. ADAM, Joliet, Ill.**

**VERY SATISFACTORY.**  
National Cement & Rubber Mfg. Co.,  
Toledo, Ohio. [*Bicycle Supplies, Rub-  
ber Goods, Vulcanizers, etc.*]: The re-  
turns we have had from Hardware  
have been very satisfactory, indeed.

### Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will  
be inserted in this column free of charge. Should not exceed  
Four Lines.

**ALL OTHER NOTICES**, twenty-five cents per line.

#### Help Wanted.

**BOOKKEEPER**—Young man, not over 25 years of age, who has had  
experience in Hardware and Factory Supplies. Must be correct at  
figures and a good penman. Good position to the right party. Busi-  
ness located within 25 miles of New York City. Address BROAD, care  
HARDWARE, 275 Broadway, New York. 194

**CATALOGUE AND ADVERTISING MAN** by a Canadian whole-  
sale Hardware house. Apply, stating age, experience and salary  
expected, to ANGORA, care HARDWARE, 275 Broadway, New York. 162

**PUMP SALESMAN**—Technically educated man of experience and  
ability as traveling salesman; must be energetic, and capable of  
handling large pump problems. Address X, care HARDWARE, 275  
Broadway, New York. 87

**SALESMAN WANTED**—Garden hose. Season's commission grant-  
ed for famous brand which for 20 years has sold itself. Address  
"FACTORY," P. O. Box 1971, New York. 186

**STORE MANAGER WANTED** with capital. A thorough, up-to-  
date man to take charge of branch store. A splendid opening in the  
best section of the West. Should have from \$10,000 to \$25,000 to  
invest. Correspondence solicited. Address Box 5, Durango, Colo. 187

#### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, under-  
standing matters of finance and office work in every particular,  
desires to connect himself with some prominent house, or corporation,  
where integrity and strict attention to business would meet with fair  
compensation. Address R. D. FIELD, care HARDWARE, 275 Broadway,  
New York. 142

**BUYER, MANAGER OR SALESMAN**.—A gentleman of 38 with  
a creditable business career of 20 years in Hardware, House Fur-  
nishing, Paints, etc., seeks position. Address S. F., care HARDWARE,  
275 Broadway, New York. 165

**CUTLERY SALESMAN** A1, capable of calling on largest trade or  
introducing new goods. Open for position January 1st, 1901. Ad-  
dress C. L., care HARDWARE, 275 Broadway, New York. 138

#### Situations Wanted.

**ENGINEERING SALESMAN** wants to make connection with A1  
house, and travel in New York City and State; has good circle of  
acquaintances and will work for reasonable terms while developing busi-  
ness; good references. Address E. L. I., care HARDWARE, 275 Broad-  
way, New York. 168

**EXPERIENCED ACCOUNTANT**.—By a young man of nineteen  
years' experience in Hardware, stoves, etc., for himself. Speaks  
English and German, is an accountant, would accept any good position.  
Best of references. Address Box 1105, Millheim, Pa. 118

**EXPERIENCED BOOKKEEPER** is open for engagement. Has  
knowledge of general office work; also Hardware and Gas business.  
Address BOOKKEEPER, 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam  
heating and general iron work, and having acquaintance with archi-  
tects and builders of Greater New York, would like to take position with  
concern doing structural steel building work, doing outside work, soliciting,  
superintending, etc., to get more perfect knowledge of estimating,  
etc. Good references. Small salary only expected at start. Address  
D. EDWARDS, 441 W. 51st Street, New York. 189

**EXPERIENCED HARDWAREMAN** is desirous of finding a con-  
cern willing to pay \$2000 a year for the services of a man 32  
years of age with 13 years' experience in manufacturing and jobbing  
Hardware business. Address WHOLESALE, care HARDWARE, 275  
Broadway, New York. 141

**EXPERIENCED MANAGER**, eight years assistant-superintendent  
in a very busy factory (iron work), thoroughly familiar with hand-  
ling shop orders, keeping stock, cost, time, etc., would take charge of  
packing or shipping department. Best references. Address J. H. G.,  
care HARDWARE, 275 Broadway, New York. 117

**EXPERIENCED SALESMAN** desires position with retail Hardware  
or implement firm. Can furnish good references. Address Box 355,  
Forest, Ohio. 88

**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience  
desires a steady position. Can do furnace and range work, roofing  
and all inside work of every description; also corrugated iron work.  
Address B. A. BROOKS, 171 E. 108th Street, New York. 176

**EXPERT ACCOUNTANT**.—An accountant of 20 years' expe-  
rience in the Hardware business as bookkeeper, cashier, office  
manager and proprietor desires a position with a large firm or company  
whose integrity and ability would be fairly remunerated; A1 references  
given. Address G. H. B., care HARDWARE, 275 Broadway, New  
York. 170

**HARDWARE AND IMPLEMENT CLERK**.—Position as clerk in  
Hardware and Implement Store in some Northwestern or Coasts  
State. Would invest some capital in the business if agreeable. Ad-  
dress P. O. Box 142, Madison Square Branch, New York City. 135

## Situations Wanted

**HARDWARE CLERK.**—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address F. H. SICKELS, 15 N 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK.**—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address C. C. C., 1133 Third Street, Fort Madison, Iowa. 157

**HARDWARE CLERK.**—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address CLERK, care HARDWARE, 275 Broadway, New York. 131

**HARDWARE CLERK OR SALESMAN.**—A competent Hardware business man, 25 years' experience as buyer and manager in large retail business, understands the builders' line; also plans and specifications; age 40 years; would like the export business or the wholesale branch. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 167

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE DRUMMER.**—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address DRUMMER, care HARDWARE, 275 Broadway, New York. 132

**HARDWARE SALESMAN.**—Experienced salesman desires to handle on commission line of Hardware or house-furnishing goods for Pittsburgh, Allegheny and vicinity. Address W. C. MCINTYRE, 936 Kirkpatrick Avenue Allegheny, Pa. 163

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**OFFICE ASSISTANT.**—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SALESMAN.**—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

**SHIPPING CLERK.**—Shipping and receiving clerk, seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first class and up-to-date man. At references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish At references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**SUPERINTENDENT.**—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

## Situations Wanted.

**WANTED,** by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

## Side Line Offered.

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP Co., Detroit, Mich. 152

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG. Co., Cleveland, Ohio. a

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PEORIA VAPOR LIGHT Co., 413 Washington St., Peoria Ill. 171

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** calling on Hardware trade, wanting a first-class novelty to sell as a side line, should write us at once. An easy seller, weight 14 ounces. Sample can be carried in pocket. Address NEWTON MFG. Co., Erie, Pa. 182

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. Co., Davenport, Iowa. 145

**TRAVELING SALESMEN.**—Traveling Hardware salesmen to sell as a side line our Rapid Air Rifle and Vest Pocket Hardware Specialties. Address RAPID RIFLE Co., Ltd., Grand Rapids, Mich. 180

**TRAVELING SALESMEN** to sell, as a side line, on commission the American Corn and Fodder Shock Compressor. A good seller. Address J. B. HUGHES, Greensburg, Ind. 174

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## For Sale.

**CONTRACTOR'S PLANT.**—28,500 feet wire rope, only been used a few days. The lengths of these ropes will run from 150 feet up to 1,000 feet long. The sizes are  $\frac{1}{2}$ ,  $\frac{3}{4}$ ,  $\frac{1}{2}$ , 1 inch and  $1\frac{1}{2}$  inches. Can be bought at a bargain. E. J. KANE, 260 Front Street, New York City. -95

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**AN UNUSUAL OPPORTUNITY.**—Wholesale, retail stock of Hardware, good will business, located enterprising city, New York State. \$12,000 to \$14,000 consisting Builders' Hardware, Paints, Oils, Glass, Stoves, Ranges, Furnaces. Will be sold at bargain if bought immediately to close out partnership. Address G. M. S., care HARDWARE, 275 Broadway, New York. 172

**TINNERS' SHOP TOOLS.**—An almost complete set, all in good order, at a very low price. For particulars address NICHOLSON & FAY, Lock Box 329, Belmont, N. Y. 169

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, 275 Broadway, New York. a

**MERCHANT** having resided 25 years' in America intends to return to Berlin, and would be willing to represent or act as agent for American manufacturers or wholesale houses in Berlin and throughout Germany. Best references and first class connections in Europe. Address H. DEYSEN, 46 Murray Street, New York. 188

## Agents Wanted.

**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT Co., Garden City Block, Chicago, Ill. 116

WRITE FOR QUOTATIONS



Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

## Sheet Steel Registers and Ventilators.



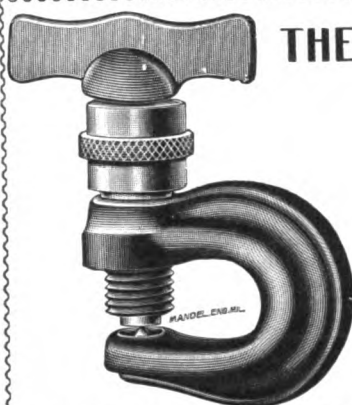
Made of Sheet Steel.  
ABSOLUTELY NON-BREAKABLE.

*Excels all others in Strength, Air Capacity, Workmanship and Finish.*

Full line of sizes.  
Finished in various styles.  
Let us tell you about them.

Catalog and Prices upon application.

**The Canton Steel Roofing Co.**  
Manufacturers,  
CANTON, OHIO.



## THE "HANDY" RIVETER.

A neat and compact tool for mending broken harness, straps, belts, etc. Simple in construction, unbreakable in use and powerful in operation. Can be carried in the pocket, an indispensable tool for the Farmer, Liveryman, Mechanic, Engineer, Driver and Harness-maker. Body and screw are made from malleable iron; sleeve from cold rolled stock; plunger of hardened tool-steel. Will clinch any size of tubular or bifurcated rivet and make a perfect job. Weighs only 5 ounces.

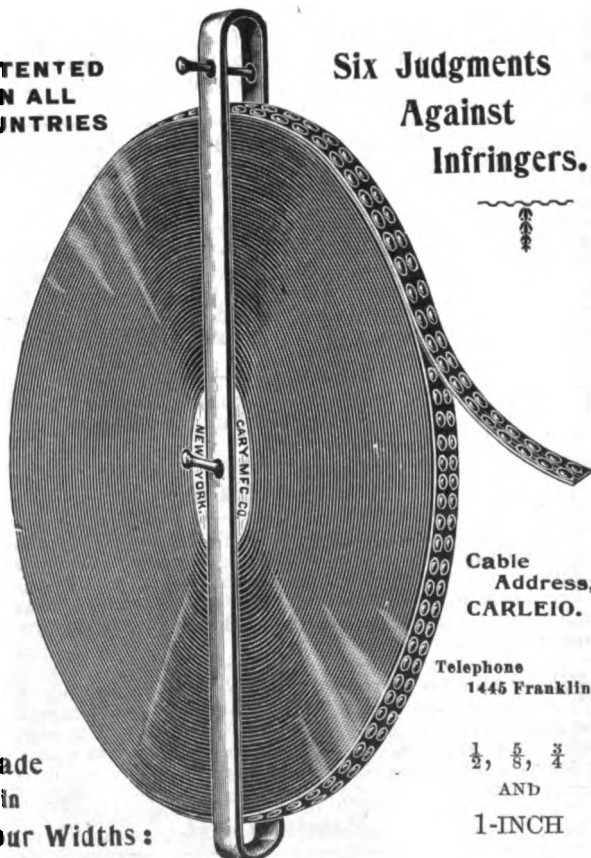
MANUFACTURED BY

**Milwaukee Automatic Machine Co.,**  
MILWAUKEE, WISCONSIN.

## CARY'S UNIVERSAL BOX STRAP.

PATENTED  
IN ALL  
COUNTRIES

Six Judgments  
Against  
Infringers.



Cable  
Address,  
CARLEIO.

Telephone  
1445 Franklin.

Made  
in  
Four Widths:

$\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH

**CARY MANUFACTURING CO.,**

19 and 21 Roosevelt St., New York.

## The "Stay in" Flue Stopper

Guaranteed Absolutely Soot Proof.

Can't be PULLED, JARRED OR BLOWN OUT  
after it is once fastened in,  
unless unfastened.

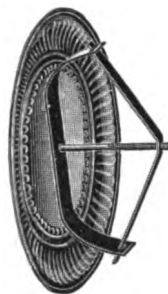
BRASS FINISHED.  
NICELY DECORATED.

SELLS ON SIGHT.

Ask about our Asbestos Mats, Flour Sifters,  
Peoria Fruit Presses and full line of pieced tinware.

— Sold by Jobbers. —

**STUBER & KUCK,**  
Peoria, Ill.



## "BARON'S B. B." Water Filter

(PATENTED)

Will Fit any Plain or Hose Faucet

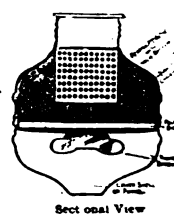
Filtering material of charcoal and quartz.  
Flow of water not decreased by use of Filter.  
Filtering material easily cleaned and re-  
placed. All parts interchangeable.

PRICE 50 CENTS  
Write for Discounts

**A. L. BARON MFG. CO.**  
2-4 Howard Street, NEW YORK



General View



Sect onal View

## "FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [Saws, Files, etc.]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of four years.



# PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's	50%
Ship Carpenters	50%
Railroad	50%
<b>Ammunition—</b>	
CAPS, PERCUSSION— $\$1000$ —	
U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	35c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25&10%
Cent. Fire, Military and Sport- ing	15&5%
Blank Cartridges, 22 cal.	10&5%
Blank Cartridges, 32 cal.	10&5%
Primed Shells and Bullets	15&5%
B. B. Caps, Round Ball	25&10%
B. B. Caps, Con. Ball, Swgd.	net
<b>PRIMERS—</b>	
Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge	30%
New Club, New Rival and Climax brands, 10 and 12 gauge	35&10%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	35&10%
Acme	35&10%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and Climax	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder	40&5%
"New Rival," Black Powder	40&5%
"Smokeless," Nitro Powder	40&10&10&5%
"Acme," Dense Nitro Powder	40&10&10&5%
"Trap," Nitro Powder	40&10&10&5%
<b>GUN WADS—<math>\\$1000</math>—</b>	
B. E., 11 up	60
B. E., 9 & 10	70
B. E., 8	80
B. E., 7	80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: $\$1$ bag	
Drop Shot, sizes smaller than B, 25-b bags	1.35
Drop Shot, sizes smaller than B, 5-b bags	.85
Drop Shot, B and larger sizes, 25-b bags	1.60
Drop Shot, B and larger sizes, 5-b bags	.40
Buck Shot, 25-b bags	1.60
Buck Shot, 5-b bags	.40
Chilled Shot, 25-b bags	1.60
Chilled Shot, 5-b bags	.40
Dust Shot, 25-b bags	2.10
Dust Shot, 5-b bags	.50
<b>POWDER—</b>	
Lafin & Rand Powder Co.:	
<b>CANISTER POWDER—</b>	
Orange Lightning,	Each
Nos. 1, 2, 3, 4, 5, 6, 7, in canis- ters of 1 lb	.75
Orange Ducking,	
Nos. 1, 2, 3, 4, 5, in canisters of 1 lb	.45
Orange Rifle "Extra,"	
F. FF, FFF, in canisters of 1 lb	.25
F. FF, FFF, in canisters of $\frac{1}{2}$ lb	.15
F. FF, FFF, in canisters of $\frac{1}{4}$ lb	.12
<b>KEG POWDER—</b>	
Orange Ducking,	
Nos. 1, 2, 3, 4, 5, in kegs of 25 lb	8.00
os. 1, 2, 3, 4, 5, in $\frac{1}{2}$ kegs of 12 $\frac{1}{2}$ lb	4.25
s. 1, 2, 3, 4, 5, in $\frac{1}{4}$ kegs of $\frac{1}{2}$ lb	2.25
Orange, Special,	
Nos. 1 and 2, in kegs of 25 lb	5.00
Nos. 1 and 2, in $\frac{1}{2}$ kegs of 12 $\frac{1}{2}$ lb	2.75
Nos. 1 and 2, in $\frac{1}{4}$ kegs of $\frac{1}{2}$ lb	1.50
Orange Rifle "Extra,"	
F. FF, FFF, in kegs of 25 lb	4.00
F. FF, FFF, in $\frac{1}{2}$ kegs of 12 $\frac{1}{2}$ lb	2.25
F. FF, FFF, in $\frac{1}{4}$ kegs of $\frac{1}{2}$ lb	1.25
Meal Powder,	
In kegs of 25 lb	4.00
Shipping Powder,	
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	2.65
Blasting and Mining, "A,"	
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	2.65
Blasting and Mining, "B,"	
CC, C, F, FF, FFF, FFFF, in kegs of 25 lb	2.65
Fourth of July Powder,	
In kegs of 25 lb	9.00
Lafin & Rand Smokeless,	
10-Can Drums	1.00
Single Canisters	1.00
Discounts on application.	
<b>CANISTER POWDER—</b>	
E. I. Du Pont De Nemours & Co.:	
In cases of 25 each	Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb	.75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of $\frac{1}{2}$ lb	.30
Eagle Rifle and Superfine Sport- ing, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFFg and FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFFg and FFFg, in canisters of $\frac{1}{2}$ lb	.15
Du Pont Rifle, Fg, FFFg and FFFg, in canisters of $\frac{1}{4}$ lb	.12
<b>KEG POWDER—</b>	
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb	8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12 $\frac{1}{2}$ lb	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, $\frac{1}{2}$ lb	2.25
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" Fg, in kegs, 25 lb	4.00
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" Fg, in kegs, 12 $\frac{1}{2}$ lb	2.25
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" Fg, in kegs, $\frac{1}{2}$ lb	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting in kegs, 12 $\frac{1}{2}$ lb	2.25
"V. G. P." for Trap Shooting, in kegs, $\frac{1}{2}$ lb	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12 $\frac{1}{2}$ lb	2.75
Choke Bore, Nos. 5 and 7, in kegs, $\frac{1}{2}$ lb	1.50
Mealed Powder, in kegs, 25 lb	4.00
Shipping Powder, F. FF, FFF, FFFF and FFFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb	1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder	22.00
Half kegs, equal in bulk to 12 $\frac{1}{2}$ lb Black Powder	11.25
Quarter kegs, equal in bulk to $\frac{1}{2}$ lb Black Powder	5.75
Canisters, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder	1.04
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder	1.00

Du Pont U. S. 30 Calibre Smokeless Rifle Powder, per lb	1.35
Discounts on application.	
<b>Animal Pokes—</b>	
Iowa Farming Tool Co.:	$\$1$ doz.
Hawkeye	8.25
Western	8.75
<b>Anti-Rattlers—</b>	
Fernald, Wire	50&10%
Burton's	50&10%
Gem	60%
Steel Drive	40%
Kohler's	$\$1$ doz.
Invisible, No. 3	8.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00
<b>Anvils—</b>	
American "Horse-Shoe"	9 $\frac{1}{2}$ c
Armstrong's Mouse Hole	9 $\frac{1}{2}$ c
Cincinnati	25&10%
Eagle Anvils, $\$1$ lb	15&15&5%
Hay Budden, Wrought	8 $\frac{1}{2}$ c
Peter Wright's	9 $\frac{1}{2}$ c@10 $\frac{1}{2}$ c
Samson	40&10%
Trenton	3c
<b>ANVIL AND VISE COMBINED—</b>	
Cheney Anvil and Vise	40%
Millers Falls (with drill)	40&40&10%
Millers Falls (with drill)	15
<b>Augers and Bits—</b>	
Boring Machine	70%
Com. Auger Bits	60&10&10&70%
Forstner Pat. Bits	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 30	50%
Nobles Double Spur, No. 30	50&10%
No. 10 Extension Lip	40%
No. 10 Extension Lip Car Bit	40%
Car Bits, No. 10	40%
Car Bits, No. 30	50%
Ring Augers	70%
Jennings' Pattern	50&10%
Job T. Pugh's, Black	20%
Job T. Pugh's, Jennings Pat.	35%
Snell's Ship Auger Pattern Car Bits	30&10%
Swan's:	
Jennings' Pattern Auger Bits	60%
Jennings' Pattern Car	4 $\frac{1}{2}$
Jennings' Pattern Machine	25%
Russell Jennings' Augers and Bits	35&10&2 $\frac{1}{2}$ %
<b>HOLLOW AUGERS—</b>	
Ames	25&10%
Bonney's Adjustable, No. 4	24.00
Cincinnati Nos. 1, 2 and 3	25&25&10%
Douglash's	25&10%
Ives	25&10%
Millers Falls, Goodell	15&7 $\frac{1}{2}$ %
Swan's	10%
Universal, each \$4.50	20%
<b>EXPANSIVE BITS—</b>	
C. E. Jennings & Co.	35&10%
Clark's small, \$18	50&10%
Clark's large, \$25	50&10%
Ives' Model, $\$1$ doz. \$80	50%
Swan's	50&10%
<b>DOUBLE CUT GIMLET BITS—</b>	
Common	40&10&50%
Mayhew's Diamond $\$1$ doz.	1.25
Swan's	40%
C. E. Jennings & Co.	45%
Ladd's	60&10%
Mayhew's	40&10%
Snell's	40&10%
Snell's Bell Hangers	50%
<b>BIT STOCK DRILLS—</b>	
Cincinnati Tool Co., for wood	40&10%
for metal	60%
Cleveland Wood Bits for Braces	50&10%
Detroit	60%
K. & F.	60&10%
Morse	50&10%
Swan's, for wood	40&10%
Syracuse, for wood	40%
<b>TWIST DRILLS—</b>	
Cleveland	60&10%
K. & F. Straight Shank	60&10%
Morse Straight Shank	50&10%
New Process	60&10%
Standard	60&10%
Standard Oil Tube Drills	15%
Syracuse	60&10%
W. & B. Diamond	60&5&60&10%
W. & B. Universal Self-Oiling	10%
<b>SHIP AUGERS AND BITS—</b>	
L'Hommiedieu's	15&15&10%
Snell's	30&10%
Watrous's	33 $\frac{1}{2}$ %
<b>Awl and Auger Handles—</b>	
See Handles	
<b>Awls—</b>	
Handled Brad	40&10%
Handled Scratch	40&10%
Patent Peg	50%
Sewing, Com.	88c@ $\$1.00$

Shouldered Peg	50%
Shouldered Brad	50%
Socket Scratch $\$1$ doz	\$1.00
Stanley Rule & Level	
Handled	30&10%
Patent Pegging	50&50&10%
<b>Awl and Tool Sets—</b>	
Alken's Awls and Tools:	
No. 10, $\$1$ doz. \$7.50; No. 20, $\$1$ doz.	
\$10	60%
Brad Sets:	
No. 42, \$10.50; No. 45, \$12.50	70%
Fray's Adj. Tool Hds., Nos. 1, \$12;	
2, \$18; 3, \$12; 4, \$9; 5, \$7	50%
Ice Awls	55%
Millers Falls Adj. Tool Holders:	
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.	15&15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles	35&10%
Stanley's Excelsior, No. 1	\$7.50;
No. 2, \$4.00; No. 3, \$5.50	30&10%
<b>Axes—</b>	
First quality, best brands	\$6.50@7.00
First quality, other brands	6.00@6.50
Beveled, ad 25c. $\$1$ doz.	
<b>HATCHETS—</b>	
Hunt's, Underhill's or Blood's	40&10%
Peck's:	
Champion Blade	45%
Empire Brand	50&10%
Fayette R. Plumb:	
Broad, New List	35&10%
Lathing	35&10%
Shingling	35&10%
Warehouse	35&10%
Vulcan Tool Co.	40&5%
D. Simmons & Co.:	
Broad	50&5%
Shingling and Claw	50&5%
Lath, Hunters', etc.	50&5%
M. C. Ogden's:	
Broad	40%
Shingling, Claw, etc.	50%
Handled	40&10%
Boys	50%
<b>Axle Grease—</b>	
Dixons' "Everlasting":	
1-lb box	15
2-lb box	25
10-lb pail	\$1.30
25-lb keg	2.75
50-lb keg	5.00
<b>Balances—</b>	
Chatillon's:	
Light, Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Large Dial, Class D	30%
<b>Balances, Sash—</b>	
Pullman's	50&10&60%
<b>Barn Door Hangers—</b>	
See Hangers.	
<b>Barrel Drainers—</b>	
National	30%
<b>Beef Shavers—</b>	
Enterprise:	
Japaned, each, \$7.50	25&30%
Tinned, each, \$9.00	25&30%
<b>Bells—</b>	
<b>HAND—</b>	
Extra Heavy Brass	60&60&10%
Light Brass	60&10%
Pure Bell Metal	55%
Globe (Cone's Patent)	35%
Silver Chime	35%
White Metal	55&5%
<b>DOOR—</b>	
Trip, Gem	40%
Alarm, Abbe's	40%
Alarm, Yankee	50%
Gong, Abbe's	40%
Gong, Yankee	50%
Lever, R. & E. Mfg. Co.'s	50&10%
Multi-Stroke	40%
New Departure	45&50%
<b>COW—</b>	
Common Wrought	75%
Kentucky	70&70&10%
Kentucky, Sargent's List	70%
Texas Star	50%
Western, Sargent's List	70%
<b>Bellows—</b>	
Blacksmiths'	70%
Hand	25&10%
Moulders'	25&10%
<b>Belting, Rubber—</b>	
Boston Belting Co.:	
"Boston"	50%
"Imperial," seamless, stitched	40%
Cleveland Rubber Co.:	
Buckeye	60&10%
Shield High Grade	50&10%
War 2 XL	75&10%
Common Standard	60&10&5%
Extra	60&10&5%
N. J. Car Spring & Rubber Co.:	
Extra Para	40&10%
Reliable	50&10%
Staple	60&10%
Standard	70&10%

**Bench Stops—**

Cincinnati	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00	40&10%
Seymour Smith & Sons	25&10%
Terrell's Nos. 1 and 2, \$3.00; No. 3, \$3.00 & d. z.	25%
Miller's Falls	15&10%
Weston's	40%

**Bicycle Material—**

The Beckley-Ralston Co., Chicago, Ill.:

**BELLS—** Price  $\frac{1}{2}$  Doz.

The Electro, 1 $\frac{1}{4}$ inch, Electric Stroke	\$1.25
The Allen Rotary Tire	3.75
The Mossberg No. 1 Chime-Tire Bell	6.00
The Mossberg No. 2 Chime-Tire Bell	4.10
The Mossberg No. 10 Cuckoo Bell, 2 $\frac{1}{2}$ inch	3.25
The Mossberg No. 12 Electric Stroke, 2 $\frac{1}{4}$ inch	5.25
No. 211, Bristol, 1 $\frac{1}{4}$ inch	1.50
No. 212, Bristol, 2 inch	1.75
No. 111, Bristol, 1 $\frac{1}{4}$ inch	1.35
No. 112, Bristol, 2 inch	1.60
No. E. 3, New Departure, 2 $\frac{1}{4}$ inch, Electric Stroke	5.00
No. E. 5, New Departure, 2 $\frac{1}{4}$ inch, Electric Stroke	4.50
No. E. 7, New Departure, 2 inch, Electric Stroke	3.00
No. E. 9, New Departure, 1 $\frac{1}{4}$ inch, Electric Stroke	2.50
No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke	3.75
No. F. 7 $\frac{1}{2}$ , New Departure, 2 inch, Electric Stroke	2.65
No. E. 9 $\frac{1}{2}$ , New Departure, 1 $\frac{1}{4}$ inch, Electric Stroke	2.20
No. 1015, New Departure, Flag Top, 2 inch, Electric Stroke	5.00
No. R. 5, New Departure, 2 $\frac{1}{4}$ inch, Electric Stroke	5.25
No. T. 9, New Departure Chime-Tire Bell	4.30
No. 415, New Departure Push Button Bell, 2 inch	4.00
No. 811 P, New Departure Push Bell, 1 $\frac{1}{4}$ inch	2.00
No. 1046, New Departure, 2 inch, Electric Stroke	3.75
Handsome Emerald Jewel in Center	
No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design	3.75
No. 1186, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled	3.50
Blow Torches. The Imperial Gasoline	\$2.25
Blow Torches. The Queen Gasoline	2.25
Brazing Brushes; best steel wire	.35
Brazing Compound—Superior	\$.28
Brazing Compound—Fluxine	.28

**BICYCLE STANDS AND HOLDERS—**

Diamond Folding	\$2.75
Hauke's Wire	2.50
Eurekas for 5 machines with out signboard	\$1.25
Eurekas for 7 machines, with out signboard	1.50
Extra for signboard	.60
No. 5, Extension, with casters	\$.50
Model D Wall Rack, japanned	\$1.60
Model B Wall Rack, japanned	2.70

**BUFFERS—HANDLE BAR—**

No. 1, Style M. & W.	\$.50
No. 2, Style M. & W.	.55
Breast Drills, Goodell's, No. 6.	2.75

**CALIPERS—**

Stevens', inside or outside:	
3 inch length	\$.55
4 inch length	.45
5 inch length	.50
6 inch length	.60

**CARRIAGE—** Price  $\frac{1}{2}$  Can.

For all Gas Lamps; best quality only, in 2 lb cans

**CEMENT—** Price  $\frac{1}{2}$  lb.

Eclipse, hard, 1 lb cakes	\$.17
Eclipse, 1 $\frac{1}{2}$ x 2 $\frac{1}{4}$ tubes, rim or rub.	.15
Eclipse, 1 $\frac{1}{2}$ x 3 $\frac{1}{4}$ tubes, rim or rub.	.20
Eclipse, 1 $\frac{1}{2}$ x 4 tubes, rim or rub.	.25
Eclipse, 1 $\frac{1}{2}$ x 4 tubes, rim or rub.	.25
Eclipse, 1 $\frac{1}{2}$ x 4 tubes, rim or rub.	.25
Eclipse, 1 pt. cans, rim or rub.	1.90
Eclipse, 1 qt. cans, rim or rub.	\$.35
Eclipse, 1 gal. cans, rim or rub.	1.00
Morgan & Wright small tubes	\$.30
Wood rim or rubber.	

**CARRIERS—** Price  $\frac{1}{2}$  Doz.

Lamson No. 1	\$4.50
Lamson No. 4 S.	7.75
Lamson No. 4 D.	9.50
Kalamazoo No. 10.	4.75
Dexter No. 1	4.50

**CHAINS—** Price Each.

Baldwin, Pattern A, 3-16 or $\frac{1}{4}$ inch, 5 ft. long	\$.60
Baldwin, Pattern P, 3-16 or $\frac{1}{4}$ inch, 5 ft. long	1.25

Morse Roller, 3-16 or  $\frac{1}{4}$  inch, 5 ft. longCrown Regular, No. 7, 3-16 or  $\frac{1}{4}$  inch, 5 ft. long

Watch Fobs, made of Bicycle Chain

**CHAIN LUBRICANT—** Price  $\frac{1}{2}$  Doz.

Holdfast in tin cans

Pacemaker, brush top

Dixon's No. 691

M. &amp; W. Slippery Stuff

**CONES—** Price  $\frac{1}{2}$  Doz.

Hub Cones, ass'd sizes &amp; threads

B. &amp; R. Adjustable Cones, all threads in stock

Nelson Adjustable Cones, all threads in stock

**CRANKS—** Price  $\frac{1}{2}$  Pair.Round, Nickel Plated, 6, 6 $\frac{1}{4}$ , 7 in.**CUPS FOR BEARINGS—**

For Hangers

For Hubs

**CYCLOMETERS—** Price  $\frac{1}{2}$  Doz.

Veeder, 28 in. regular

New Departure, for front hub

20th Century, regulars

**CRANK KEYS—** Price  $\frac{1}{2}$  Pair.5-16, 11-32 and  $\frac{1}{4}$  in. sizes slabbled**ENAMEL—** Price  $\frac{1}{2}$  Doz. $\frac{1}{4}$  pt. cans, air drying, all colors**ENAMEL BRUSHES—** Price  $\frac{1}{2}$  Doz.

CAMELS HAIR—

 $\frac{3}{4}$  inch wide $\frac{1}{2}$  inch wide $\frac{3}{8}$  inch wide $\frac{1}{4}$  inch wide**FRAME CLAMPS—**

For attaching saddle to top bar of frame

Sidway, 1 $\frac{1}{4}$  and 1 $\frac{1}{2}$  inchChalfont, 1, 1 $\frac{1}{4}$  and 1 $\frac{1}{2}$  inch**GRIPS—** Price  $\frac{1}{2}$  Pair.Nickel-Tip Corkaline,  $\frac{3}{4}$ , 13-16 and  $\frac{1}{4}$ 

Composition-Tip Corkaline, all sizes and colors

Wood-Tip Leather, all regular sizes

Nickel-Tip Leather, all regular sizes

**GUARDS & GUARD FITTINGS—**Regular  $\frac{3}{8}$  inch rear wheel guard, natural or stained, drilled and eyeleted

Regular chain guards to match above

Complete sets of fittings for attaching above

**HANDLE BARS—** Price Each.

Regular Drop or Upcurveless

Perfection Adjustable, with expander

Perfection Adjustable Extension, with expander

Sanger Adjustable, with expander

Kelly Adjustable, with expander

Kelly Adjustable, plain stem

Hussey Adjustable, plain or expander stem

**HEAD CUPS AND CONES, N. P.**C. & M., stamped with clamp, 1 $\frac{1}{4}$  and 1 $\frac{1}{2}$  headsW. & E., turned, with clamp, 1 $\frac{1}{4}$  and 1 $\frac{1}{2}$  heads**BUBS—** Price  $\frac{1}{2}$  Pair.

1901 Crown, all size sprockets

1901 Harris, all size sprockets

1901 W. &amp; E. Racing

Thor Standard

Thor Special

**IRON PUTTY—**

For filling all cracks, bakes like a rock

**LAMPS, GAS—** Price Each.

The 1901 Eclipse, our leader, none better at any price

The 1901 Solar, is always reliable

The 1901 20th Century

**LAMPS, OIL—** Price Each.

Lightweight

Searchlight

20th Century

**LAMP PARTS—**

For all Gas Lamps. We carry a full line of repairs at less than factory prices.

**LAMP BRACKETS—** Price  $\frac{1}{2}$  Doz.

Axle Pattern

Fork Pattern

Head Pattern, all sizes

**NIPPLE GRIPS—**

Perfect, oldest and best. Price each for small size

Victor, oldest and best. Price per doz. on display card

**OIL—** Price  $\frac{1}{2}$  Doz.Penno, solid lubricant,  $\frac{1}{4}$  lb cans

Penno Oil, 2 oz. bottles

Three In One Oil, 8 oz. bottles

**OIL CANS—** Price  $\frac{1}{2}$  Doz.

No. 1, for tool bag use

Shop, with long spout

**N. P. NUTS—** Price  $\frac{1}{2}$  Doz.

All sizes for Hubs and Saddles

Vim, in  $\frac{1}{4}$  lb roll**PEDALS—** Price  $\frac{1}{2}$  Pair.

Syracuse Rat Trap

Syracuse Rubber

Bridgeport Rat Trap

Niagara Rat Trap

Record No. 5 Rat Trap

Genesee Rat Trap

Add 10c.  $\frac{1}{2}$  pair when rubbers are wanted on Rat Trap pedals**Blinder Twine—**

White Sisal, 500 ft. to lb

Standard, 500 ft. to lb

Manila, 600 ft. to lb

Pure Manila, 650 ft. to lb

**Bit Holders—**

Angular

Extension

Barber's,  $\frac{1}{2}$  doz. \$15.00Ives'  $\frac{1}{2}$  doz. \$20.00**Bit Stock Drills—**

See Augers and Bits.

**Blind Adjusters—**Domestic,  $\frac{1}{2}$  doz. \$3.00Excelstor,  $\frac{1}{2}$  doz. \$10.00

North's

Zimmerman's

**Blind Fastenings and Tenons—**Austin & Eddy  $\frac{1}{2}$  gro. setsForban's Improved Star Tenon  $\frac{1}{2}$  gro. \$1.00

Holt's Tenons

Merriman's Braes Lever  $\frac{1}{2}$  gr.Merriman's Iron Lever  $\frac{1}{2}$  gr.Millers Falls  $\frac{1}{2}$  set \$1.00Security Gravity  $\frac{1}{2}$  gr.Washburne's Plate  $\frac{1}{2}$  gr.

Zimmerman's

**Blind Hinges—**

See Hinges.

**Blocks—**

Chisholm &amp; Moore Crane Load Blocks

Cleveland Block Co. Steel

Eddy's

Haritz' Steel

Iron Strapped

Rope Strapped

L. V. Sheaves

**Boles—****DOOR AND SHUTTER—**

Cast Iron Barrel, Square, &amp;c.

Cast Iron Chain

Cast Iron Shutter Bolts

Ives' Patent Door Bolts

Wrought Barrel

Wrought Square

Wrought Shutter, Standard list

Wrt Sunk Flush, Sargent's list

Wrt Sunk Flush, Stanley's list

Wrt B. K. Flush, Com'n, Stanley's list

Wrought Spring, Sargent's

**CARRIAGE, MACHINE, &c.—**

Bolt Ends

Machine

Carriage, Common

Norway Iron, list Oct. '84

Phila., Eagle, list June 1, '99

Sleigh Shoe

**TIRE—**

American Screw Co.

Bay State, Plain, list Dec. 28, '99

Bay State, Fluted

Eagle Phila., list Feb. 26, '96

Norway, Phila., list Feb. 26, '96

Common, list Dec. 28, '99

Norway, Phila.

R. B. &amp; W., Norway

**STOVE AND FLOW—**

Plow

Stove, list Dec. 28, '99

**MISCELLANEOUS—**

Sink

**Bone Mills.**

Enterprise

Stearns

**Borers, Bung.**

Enterprise

Each

Nos

**C. E. Jennings & Co.**

No. 6

No. 10

**Borers, Tap—**

Common Ring	20&10%
Enterprise	25&90%
Ives	25&10%

**Boring Machines—****WITHOUT AUGERS—****Upright.****Angular.**

Douglass'

Jennings'

Millers Falls

Snell's, Rice's Pat.

**Bow Pins—**

Hotchkiss

**Boxes, Mail.**

Heller's

**Box Strapping—**

Cary's "Universal," in case lots, 20&amp;10&amp;20&amp;10&amp;10%

**Braces—**

Barbers'

Barbers' Ratchet

Common Ball American

Ives'

Barbers'

Barbers' Ratchet

New Haven Novelty

New Haven Ratchet

Spofford

C. E. Jennings &amp; Co.

No. 108&114 $\frac{1}{2}$ No. 208 $\frac{1}{2}$ &314 $\frac{1}{2}$ 

Lancaster Mach. &amp; Knife Works

Peck's (P. S. &amp; W. Co.)

Gen. Spofford's

**Brackets—**

Door Screen

Shelf, Bradley's Patent

Shelf, Plain, Regular list

Shelf, Fancy, Sargent's list

Window Screen Corner

Reading, Plain

Reading, Rowette

Loose Joint, Japanned.....	70%
Loose Joint, Jap. with Acorns.....	70%
Loose Pin.....	70%
Mayer's Hinges.....	70%
Parliament Butts.....	70%
Fast Joint, Broad.....	60@60 to 10%
Fast Joint, Narrow.....	60@60 to 10%

## WROUGHT STEEL—

List April 1, 1896.	
Bronzed Inside Blind Butts.....	45@45 to 15%
Bronzed, Narrow.....	45@45 to 15%
Fast Joint, Narrow.....	65 to 10%
Fast Joint, Light Narrow.....	65 to 10%
Fast Joint, Broad.....	65 to 10%
Loose Joint.....	65 to 10%
Loose Pin.....	65 to 10%
Table Butts, Back Flaps, etc.....	65 to 10%

## Calipers—

Bemis & Call:	
Wing.....	65%
Double.....	65 to 10%
Inside and Outside.....	65 to 10%
Straight Leg.....	65 to 10%
Call's Pattern, Inside.....	55%

## Can Openers—

American.....	gross, \$1.75@2.00
Goodell's Acme.....	gross, 6.00
No. 5, Iron Handle.....	gross, \$2.00@2.25
Sardine Scissors.....	75 to 10%
Sardine Scissors, Forged Steel.....	doz., \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;	
No. 3, \$2.50.....	75 to 10%
Universal, doz., \$3.00.....	50%

## Cards—

Cotton.....	2%
Horse and Curry.....	25%
Wool.....	25%

## Carpet Stretchers—

Montrose's "Excelsior," doz.,	
\$6.00.....	80%
Bullard's.....	35 to 45%
Cast Iron Steel Points.....	doz., \$8.00
Socket.....	doz., \$1.75@2.00

## Carriage Bolts—

See Bolts.

## Carriage Makers' Clamps—

See Clamps.

## Cartridges—

See Ammunition.

## Casters—

Bed.....	70%
Bracket Bed.....	60@60 to 5%
French or Phila. Iron Wheel.....	70 to 10%
Brass Wheel.....	50 to 10%
Martin's Patent (Phoenix).....	40 to 10%
Plate.....	70 to 10%
Payson's Furniture.....	70%
Payson's Truck.....	70%
Tucker's Patent, low list.....	50%

## Cattle Leaders—

Humason, Beckley & Co.'s.....	70 to 10%
Peck, Stow & W. Co.....	65 to 6%
Sargent's.....	70 to 10%
Welton's.....	70 to 10%

## Chain—

Aluminum Coll and Halter.....	50 to 5%
American Halter Chain.....	50 to 50 to 5%
American Proof Coll, 1000-lb lots,	
Inch.....	Per lb.
3/16.....	\$7.25
1/2.....	5.85
5/16.....	4.85
3/8.....	3.50
7/16.....	3.85
1.....	3.25
1 1/16.....	3.15
1 1/8.....	3.10
1 1/4.....	3.05
1 1/2.....	3.00
1 3/4.....	3.00
Less than cask lots, add 40c. @ 100 lbs.	

Bridgeport Chain Co.:	
Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50 to 10%
Monarch, Sash.....	40 to 10%
Triumph, Coll.....	50%
Triumph, Halter.....	55%

Covert Mfg. Co., Breast Chain.....	
Covert Mfg. Co., Halter Chain.....	
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	
Covert Mfg. Co., Stallion Chain.....	
Galvanized Pump Chain.....	5 to 6c
German Coll, list July 24, '97, 60 to 80 to 10%	
German Halter Chain, list July 24, '97	
Jack Chain, Iron.....	60 to 60 to 10%
Jack Chain, Brass.....	60 to 60 to 10%
Onida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains,	
New List.....	50 to 50 to 10%

COW TIES—	
American.....	50 to 50 to 10%
Niagara.....	45 to 50%

## Covert Mfg. Co.:

Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

## Chain Guards—

Aluminum S. & N. Co.....	50
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## Chain Hoists—

Moore's "Anti-Friction".....	80%
Moore's "Direct".....	50%

## Cherry Stoners—

Enterprise.....	25 to 80%
Family.....	net doz. \$4.00

## Chisel and File Handles—

See Handles.

## Chisels—

## SOCKET FRAMING AND FIRMER—

Buck Bros.....	30%
Charles Buck.....	30%
Douglas.....	
Mix.....	
Ohio Tool Co.....	70%
P. S. & W.....	
Swan.....	
Witherby.....	
C. E. Jennings & Co., No. 70.....	20%
Jennin's & Griffin Mfg. Co.....	70%

## TANGED AND MISCELLANEOUS—

Box.....	60 to 10%
Buck Bros.....	20 to 10%
Butchers'.....	\$4.75 to \$5.00 to £
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to £
Tanged Firmers'.....	40 to 40 to 10%

## COLD CHISELS—

Good quality, #1.....	18c to 20c
Snell's Best C. S.....	50%

## Chucks—

Beach Patent, each, \$8.00.....	20%
Cushman's:	
Combination.....	4%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	80%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$3.50; No. 2, \$12.50, 25%	

## Clamps—

Adjustable, Cincinnati.....	25 to 10%
Adjustable, Hammers.....	15%
Adjustable, Stearns'.....	80%
Malleable, Stearns'.....	75%
Cabinet Makers or Quilt Frame,	
Sargent's.....	45%
Carpenter's, Cincinnati.....	25 to 10%
Carriage Makers', Sargent's.....	50 to 50 to 10%
Carriage Makers', Stearns'.....	50 to 50 to 10%
Carriage Makers', P. S. & W. Co.....	40 to 10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40 to 10%

## Cleaners, Sidewalk—

Challenge Shank.....	\$3.25
Star Shank.....	4.00
Star Socket.....	4.25

## Clippers—

## HORSE—

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine,	
Each \$15.00 net	
New '98, Chicago.....	Each 8.75 net

## TOILET

Chicago Flexible Shaft Co.'s:	
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

## Clips—

Norway Axle.....	60 to 10 to 10%
Norway Spring Bar Clips.....	60 to 10 to 10%
Superior Axle Clips.....	60 to 10 to 10%

## Coffee Mills—

Box and Side.....	50 to 10 to 60%
Enterprise Mfg. Co.....	25 to 30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Wadell's New Box Mills.....	10%
Ideal Brand, New List.....	60 to 60 to 10%

## Coll Chain—

See Chain.

## Compasses, Dividers, &amp;c.—

Athol Calipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50 to 5%
Dividers.....	65%
Compasses, Calipers, Dividers.....	70 to 70 to 10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25 to 10%
Stevens' "Leader".....	25 to 10%
Starrett's Fay's Patent	
Spring Calipers and Div.....	25 to 10%
Wright's.....	83 to 4%

## Coopers' Tools—

Bradley's.....	20%
Barton's.....	20 to 20 to 5%
Beatty's.....	33 to 4%
L. & I. J. White.....	20 to 20 to 5%
Sandusky Tool Co.....	25 to 10 to 30 to 10%
Shaves, Cincinnati Tool Co.....	15 to 15 to 10%

## Corkscrews—

Detroit Cork-Screw Co.....	33 to 4%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40 to 10%
Samson.....	doz \$10.00
Williamson's.....	40%

## Corn Hooks—

Kretzinger Cut-Easy.....	doz \$3.00 net
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## Corn Knives and Cutters—

Bradley's.....	net
Wadsworth's.....	net

## Counter-inks—

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50 to 10%

## Crayons—

Sargent's List.....	20%
Dixons.....	gross, \$3.75
Eclipse.....	5.00
Emerald.....	5.00
Orion.....	2.81
Rainbow.....	7.50

## Curry Combs—

Fitch's List, Nov. 20, '96.....	25 to 10%
Kohler's.....	30 to 35%
New York Stamping Co. List, Sept.	
17, '97.....	40%
Perfect.....	40%
Rubber, doz, \$7.50.....	20 to 10%
Southington Cutlery Co.'s.....	25 to 10%

## Cycle Hangers—

Lane's.....	33 to 4 to 5%
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## Diggers—

See Post Hole, etc.

## Dividers—

See Compasses, Dividers, etc.

## Dog Collars—

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40 to 10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30 to 10%
Leather.....	40%
Union Hardware Co. New List	
50 to 50 to 10%	

## Door Bolts—

See Bolts, Door.

## Door Checks—

Bardsley's.....	33 to 4 to 40%
Columbia.....	50 to 10%
Eclipse.....	50 to 10%
Home.....	45 to 10 to 45 to 10 to 10%
Norton's.....	50 to 50 to 10%
Ogden's.....	33 to 4 to 40%

## Door Springs—

Champion (Coll).....	50%
Gem (Coll), list Oct. '95.....	20%
Rubber, complete, doz, \$5.50, 45 to 50%	
Star (Coll), list Oct. '95.....	30%
Torrey's Rod, 39 in., doz, \$15.00	
Torrey's Rod, 43 in., doz, \$15.00	
Victor, Coll.....	50 to 10 to 10%

## Drain Cleaners—

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

## Drawer Pulls—

Sargent's List.....	60%
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## Drawing Knives—

Adjustable Handle.....	25 to 25 to 10%
Bradley's.....	35%
Douglas.....	70 to 10%
Jennings & Griffin.....	65 to 6%
Mix.....	70 to 10%
Ohio Tool Co.....	70 to 10%
P. S. & W.....	70 to 10%
Witherby.....	70 to 10%
Watrous.....	30 to 10%
L. & I. J. White.....	30 to 5 to 25%

## Drills and Drill Stocks—

Automatic Boring Tools.....	50%
Bench, Mannes.....	65 to 6%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25 to 10%
Breast, Goodell's.....	25 to 80%
Breast, Millers Falls, each \$3.00, 15 to 10%	
Clamp.....	20%
Ratchet, Billings' Double Acting.....	33 to 4%
Ratchet, Ingersoll's.....	25%
Ratchet, Merrill's.....	30 to 20 to 5%
Ratchet, Moore's Triple Act.....	25 to 30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20 to 25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30 to 10%
Whitney's Hand Drill, No. 1, \$10.00	
Adjustable No. 10, \$12.00.....	33 to 4%
Wilson's Drill Stocks.....	10%

## TWIST DRILLS—

See Augers and Bits.

## BLACKSMITHS'

Coe's.....	60%
Prontice.....	60%

## Drug Mills—

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25 to 80%

## Easy Lawn Swings—

Ulrich Mfg. Co.....	doz. \$85.00
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## Egg Beaters—

Dover Stamping Co.:	
New Dover, doz, 75 cts., gross, \$7.50	
Extra Family Size.....	doz. 2.00
Keystone.....	33 to 4%
Spiral.....	gross, \$4.25 to \$4.50
Standard Co.:	
Dover, No. 5.....	gross, \$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

## Emery—

Genuine Turkish Walpole Mills,	
No. 6 to 46, #1.....	10c
No. 54 to 150, #1.....	10c
Flour, #1.....	8c

## Enameline—

No. 4.....	gross, \$4.50
No. 6.....	7.20

## Escutcheons—

Wood.....	25%
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## Expansive Bits—

See Augers and Bits.

## Farriers' Knives—

"Challenge".....	doz. \$3.00
Pope.....	8.00
Wilkinson's.....	\$3.10 net
Westenholm's.....	\$3.25 to 10%

## Faucets—

Brass Glob. Cocks	70 to 70 & 5%
Brass Racking	70 to 70 & 5%
Compression Bibbs	50 & 10 to 60%
Red Cedar	40 & 40 to 10%
Red Cedar, bbl. lots	50%
Frary's Pat. Petroleum	70 to 70 & 10%
John Sommer's "Peerless," Tin	
Key	40%
John Sommer's "Boss," Tin Key	50%
John Sommer's "Victor," Metal	
Key	50 & 10%
John Sommer's "Duplex," Metal	
Key	60%
John Sommer's "Buckeye," Metal	
Key	40%
John Sommer's "Rochester," Metal	
Key	50%
John Sommer's "Rival," Metal Key	50%
John Sommer's "Crescent," Metal	
Key	50 & 10%
John Sommer's "Diamond," Lock	40%
John Sommer's "Eclipse," Lock	40 & 10%
John Sommer's "Union," Lock	50%
John Sommer's "I. X. L.," Cork	
Lined	50%
John Sommer's "Reliable," Cork	
Lined	50 & 10%
John Sommer's "Common," Cork	
Lined	70%
John Sommer's "O. K.," Cork	
Lined	50%
John Sommer's "Chicago," Cork	
Lined	60%
John Sommer's "Perfection," Cedar	40%
John Sommer's "No Brand," Cedar	
	50 & 10%
tar.	60 to 60 & 5%



**Fish Scales—**

Covert's Saddlery Works:  
Great American..... 60&20%  
Fitch's..... 25&10%

**Fluting Scissors—**

List..... 45%

**Forges—**

Boynton & Plummers..... 60%

**Forks—**

Steel Goods Association List, Aug. 1, 1899.  
Barn or Ice Forks..... 40&5%  
Ballast or Stone Forks..... 40&5%  
Beet Forks..... 40&5%  
Coal Forks..... 40&5%  
Coke and Cotton Seed Forks..... 40&5%  
Hay Forks, Four Tine, Standard Size..... 66%  
Hay Header and Baler Forks, Four Tine..... 60&30%  
Manure Forks, Four Tine..... 75%  
Manure Forks, Five and Six Tine..... 70%  
Grain or Barley Forks..... 70&10&2%  
Heavy Mill, Manure or Street Forks..... 75%  
Oyster Forks..... 40&5%  
Potato Digging Forks..... 65%  
Potato Scoop Forks..... 50%  
Shaving Forks..... 40&5%  
Sluice Forks..... 40&5%  
Socket Hay Forks, Four Tine..... 66%  
Socket Manure Forks, Four Tine..... 70%  
Socket Spading Forks, Four Tine, 70&5&5&2%  
Spading Forks..... 70&5%  
Stone Picking Forks..... 65%  
Tanner's Forks..... 40&5%  
Hay Forks, Three Tine, Standard Size..... 66%  
Hay Header and Baler Forks, Three Tine..... 67%  
Hay Forks, Two Tine, Standard Size..... 65%

**Fruit, Wine and Jelly Presses.**

Enterprise..... 30&25%

**Fry Pans—**

Acme Fry Pans..... 70&7&5%  
Burnished, regular goods..... 75&75&10%  
Standard List..... 70&10&7%  
No. 0..... 1 2 3 4  
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No. 3..... 4 5 6 7 8 9 10  
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## MEAT—

Enterprise ..... 40%  
Humason & Beckley..... 80&10%

## WIRE—

Atlas Coat and Hat..... 45%  
Belt..... 75&75&10%  
Crescent, Coat and Hat..... 50&10&60%  
Wire Coat and Hat, Acme..... 50&10&50%  
Wire Coat and Hat, Gem..... 50&10&50%  
Wire Ceiling, Gem..... 50&10&50%  
Wire Coat and Hat, Standard..... 45%

## MISCELLANEOUS—

Covert Mfg. Co.:  
Safety Gate and Scuttle Hooks..... 35%  
Grass..... No. 2, \$1.65; 3, \$1.80; 4, \$2.00  
Hooks and Eyes—Brass..... 60&10%  
Hooks and Eyes—Mal. Iron..... 70&70&10%  
Cotton, Box and Hay..... 60&60&10%

## Horse Clippers—

See Clippers.

## Horse Nails—

Nos. 6 7 8 9 10  
A C..... 25c 23c 22c 21c 21c  
American, all sizes..... 10&4c net  
Nos. 6 7 8 9 10  
Ausable..... 23c 26c 26c 24c 23c..... 50%  
Anchor..... 23c 21c 20c 19c 18c..... 40%  
C. B. K..... 23c 23c 22c 21c 21c..... 40%  
Capewell..... 19c 18c 17c 16c 16c..... 10&5%  
Champlain..... 23c 26c 25c 24c 23c..... 40&5&2%  
Clinton Fin..... 19c 17c 16c 15c 14c..... 30&5%  
Essex..... 23c 26c 25c 24c 23c..... 40&10&50%  
Lyra, all sizes..... 9&4c net  
Maud S..... 23c 23c 22c 21c 21c..... 50%  
Neponset..... 23c 23c 22c 21c 21c..... 40%  
Northwestern..... 23c 23c 22c 21c 21c..... 25&25&5%  
Putnam..... 23c 21c 20c 19c 18c..... 39&4%  
Snowden..... 9&4c 9&4c 9&4c 9&4c 9&4c net  
Vulcan..... 23c 21c 20c 19c 18c..... 25&10%

## Horse Shoes—

Horse and Mule, per keg..... \$3.75  
Burdens', all sizes..... 3.70  
Bryden, Phoenix, Perkins, &c..... 3.75  
Diamond State, Shoenberger, Crecent, &c..... \$3.75&5%  
Factory Shipments.

## Horse Ties—

Covert Mfg. Co.:  
Cotton..... 45%  
Hemp..... 45%  
Jute..... 45%  
Sisal..... 20%

## Hose, Rubber—

Boston Belting Co.:  
"Boston"..... 50%  
Competition..... 70%  
Extra..... 60%  
N. J. Car Spring & Rubber Co.:  
Extra Para..... 40&10%  
Reliable..... 50&10%  
Staple..... 60&10%  
Standard..... 70&10%

## Ice Awns, Chippers, &amp;c.—

Copeland Ice Pick..... 50 gr. \$9.00 net  
Crown..... net  
Gem Ice Shave..... net  
Sargent's Ice Awn..... 55%  
Snell's..... 50%  
Star..... net

## Ice Cream Freezers—

See Freezers, Ice Cream.

## Ice Shredders—

Enterprise, No. 33, 3 doz. \$6.00..... 25&30%  
No. 34, 3 doz. 15.00..... 25&30%

## Jack Chain—

See Chain.

## Jack Screws—

See Screws.

## Kettles—

Spun Brass, Plain..... 15&20%  
Spun Brass, plated inside with White Metal..... 10&15%

## Knives—

Ames':  
Bread Knives, 3 doz \$1.50..... 20%  
Butcher Knives..... 25%  
Shoe Knives..... 25%  
Cronk's Chopping..... 39&4%  
Foster Kitchen and Bread Knives..... 25%  
Foster Bros., Butcher, &c..... 30%  
Goodell's:  
Bread Knives Ass'n list..... net  
Butcher..... net  
Shoe Knives..... net  
Hay and Straw, see Hay Knives.  
Table and Pocket, see Cutlery.  
Wilson's Butcher Knives..... net

## Knives, Hay and Straw—

See Hay Knives.

## Knobs—

Bardsley's Wood Door, Shutter and Base..... 10%  
Base, Rubber Tip, 2 1/2 in. Bead, 3/4 gr. \$1.50  
Carriage, Jap..... 50%  
Door Mineral, R. & E. list..... 50%  
Door Por. Jap'd, "..... 50%  
Door Por. Nickel, "..... 50%  
Picture, Judd's..... 50&10%  
Picture, Sargent's..... 60&10%  
Yale & Towne Wood..... net

## Latches—

Cronk's Barn Door..... Net, \$2.25  
Lane's Barn Door..... 40&40&10%

## Lawn Mowers—

Champion..... 75&10%  
Clipper Improved..... 50&10&10&5%  
Continental..... 60&10%  
Enterprise..... 40&10%  
Genuine Philadelphia Mowers:  
Styles M., S., C., K., T..... 70&10%  
Style A. (all steel)..... 60&10%  
Style E., Low Wheel..... 60&10%  
Style E., High Wheel..... 70&10&5%  
Drexel, low list..... 60%  
Gold Coins, low list..... 60%  
Great American..... 70&10%  
Imperial..... 60&10&10%  
New Departure, High Wheel..... 70&10%  
New Departure, Low Wheel..... 75%  
New Easy..... 60&10&60&10&10%  
New York..... 60&5%  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net  
Pennsylvania..... 60&10%  
Racine..... 60%  
Rapid Transit..... 70&10%  
Standard..... 60&5%  
Sunbeam..... 60&10%

## Lawn Sprinklers—

Enterprise..... 25&80%  
Gibbs' Arc..... 3 doz. \$10.00  
Gibbs' Hustler..... 3 doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1. No. 2. No. 3.  
3 doz. \$12.00 \$15.00 \$24.00..... 30%

## Leaders—

Covert Mfg. Co. Cattle..... 45%

## Lead Pipe, Etc.

Lead Pipe, full lengths..... 6c  
Lead Pipe, cut lengths..... 6 1/4c  
Lead Pipe, Tin Lined..... 13 1/4c  
Block Tin Pipe..... 8 1/4c  
Sheet Lead, full rolls..... 7c  
Sheet Lead, cut rolls..... 8c  
Quantity discount, 20%

## Lemon Squeezers—

Berger Bros. 3 doz. 8-in. \$1.00; 10-in., \$1.40..... 20%  
Dean's, Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

Wood, Common, 3 doz. No. 0, \$3.00;  
No. 1, \$3.50; No. 2, \$10.00

## Letter Box Plates—

Name Door Plate..... 50&50&10%  
Name Plate..... 70%  
Number Door Plate..... 60&60&10%  
Sargent's..... 60&10&70%

## Levels—

C. E. Jennings & Co.'s:  
Hexagon..... 2 1/2&10%  
Iron Bench, new design..... 35&10%

## Lifters—

See Transom Lifters.

## Lines—

Cotton and Linen Fish, Draper's..... 50%  
Cotton Chalk, 20 feet..... 60&10%  
Cotton Trot..... 39&4%  
Masons':  
Colored Cotton..... 40&10%  
Flax..... 40&10%  
No. 0 to 5..... 25%  
Samson Cotton, No. 4, \$2.00; No. 4 1/2, \$2.50..... 10%  
Silver Lake, Braided, No. 0, \$6.00;  
No. 1, \$8.50; No. 2, \$7.00; No. 3, \$7.50 3/4 gross..... 25&30%  
Ventilator Cord, Samson Braided,  
White or Drab Cot. 3/4 doz. \$7.50..... 30%  
Wire Clothes, 100 feet, No. 18, \$2.25;  
No. 19, \$2.00; No. 20, \$1.75.

## Loaded Shells—

See Ammunition.

## Locks—

DOOR LOCKS, LATCHES, &c.  
Brantford Lock Co..... let prices  
Champion Night Latches..... 40%  
Moore's Elevator Door..... 40%  
Norwalk Lock Co..... 40%  
Plate..... 39&4%  
R. & E. Mfg. Co..... 45&10%  
Reading Hardware Co..... 40%  
Sargent & Co..... 40%  
Yale..... net prices

## CABINET—

Eagle Lock Co..... 39&4%  
Corbin..... 39&4%  
Yale..... 39&4%

## PADLOCKS—

Acme Bicycle and Satchel, 3 doz., \$9.00..... 40%  
Ames Sword Co..... 40%  
Brown's Brass..... 25%  
Brown's Chain..... 25%  
Champion..... 40%  
Eagle..... 40%  
Scandinavian..... 90&25%  
McWilliams..... 25%  
Smith & Egge Bicycle..... 50%  
Wrought Iron..... 75&10%  
Yale Lock Co..... net prices

## TRUNK—

Corbin's..... 25%  
Eagle..... 25%

## Machine Bolts—

See Bolts.

## Mail Boxes—

See Boxes, Mail.

## Mallets—

Sargent's List:  
Hickory..... 50&50&10%  
Lignumvite..... 50&50&10%

## Mattocks—

Cronk's Garden..... 25%  
Regular Goods..... 60&10%

## Meat Cutters—

American..... 30%  
Nos. 1 2 3 4 B 5  
Each..... \$5 \$7 \$10 \$25 \$50 \$60  
Dixon's..... 3 doz. 38&4%  
Nos. 1 2 3 4  
Enterprise..... \$14 \$17 \$19 \$30  
Nos. 5 10 12 20 22 32  
Each..... \$2 \$3 \$2.50 \$5 \$4 \$6  
Hales Pattern, 3 doz..... 70&70&5%  
Nos. 1 11 12 13  
Enterprise..... \$27 \$33 \$45  
Home No. 1, 3 doz. \$28..... 60%  
Little Giant..... 50&0%  
Nos. 305 310 312 320 323  
Enterprise..... \$35 \$48 \$44 \$72 \$68  
Miles' Challenge, 3 doz..... 45&45&10%  
Nos. 1 2 3  
Enterprise..... \$32 \$30 \$40  
Woodruff's, 3 doz..... 38&4%  
Nos. 1 100 150  
Enterprise..... \$15 \$18  
Beef Shavers (Enterprise)..... 25&30%  
Chadborn's Smoked Beef Cutter..... 3 doz. \$60.00

## Meat Juice Extractors—

Enterprise..... 25&30%

## Metals, Anti-Friction—

Magnolia Metal Co.:  
Magnolia, Anti-Friction..... 25c  
No Name..... 15c  
Mystic..... 10c  
f. o. b. New York or Chicago.

## Melting Lades—

Monroe's Patent..... 3 doz. \$4.00, 40%  
P. S. & W..... 35&10&40%  
Reading..... 50&10%  
Sargent's..... 60&60&10%  
Warner's..... 30%

## Mop Wringers—

Matchless (Canton, O.), 3 doz..... \$12.00

## Motors—

COFFEE MILL—  
Specialty Novelty Co..... each \$5.00

## Nails—

WIRE AND CUT NAILS—  
See Review of the Markets for quotations.

Wire Nails and Brads, Papared, Ass'n list, July, 1899..... 85&6&10%

## PICTURE—

Brass Head, Combination list..... 50%  
Brass Head, Sargent's list..... 70&70&5%  
Niles' Patent..... 40%  
Porcelain Head, Comb'n list..... 40%  
Porcelain Head, Sargent's list..... 50%

## FURNITURE—

Antique Bronze..... 10%  
China..... 25%  
Fire Gilt..... 10%  
Plain..... 40%

## Nail Pullers—

Black Hawk, 3 doz..... \$9.00  
Cyclops..... 35%  
Eclipse..... 3 doz. 18.00, 25&10&10%  
Giant, No. 1, 3 doz. \$18.00; No. 1 1/2, \$18.50; No. 2, \$15.00..... 30&5%  
Lightning..... 3 doz. \$18.00, 20%  
National..... 3 doz. 24.00, 40%  
Pelican..... 3 doz. \$9.00, 40&40&10%  
Scranton, No. 2..... 3 doz. \$10.00  
Scranton, No. 3..... 3 doz. 9.00

## Nail Sets

### Percussion Caps— See Ammunition

#### Picks—

Railroad or Adze Eye, 5 to 6, \$12.00;  
6 to 7, \$13.00. . . . . 60¢ & 10¢ @ 60¢ & 10¢ & 10

### Planes and Plane Irons—

**WOOD PLANES—**  
Bailey's (Stanley R. & L. Co.) . . . . . 50¢ & 10¢ @ 60¢  
Bench, First Quality . . . . . 45¢ @ 45¢ & 10¢  
Bench, Second Quality . . . . . 50¢ @ 50¢ & 10¢  
C. E. Jennings & Co. . . . . 50¢ & 10¢  
Molding . . . . . 40¢ & 5¢

**IRON PLANES—**  
Chaplin's Iron Planes . . . . . 50¢ & 10¢ @ 60¢  
C. E. Jennings & Co., Iron . . . . . 50¢ & 10¢  
Sargent's . . . . . 60¢  
Standard Tool Co. . . . . 50¢ @ 50¢ & 5¢  
Stanley Rule & Level Co. . . . . 50¢ & 10¢  
Bailey's . . . . . 50¢ & 10¢  
Miscellaneous . . . . . 25¢ & 10¢  
Steer's Iron Planes . . . . . 50¢ & 10¢

**PLANE IRONS—**  
Auburn "Thistle" . . . . . 30¢ & 10¢ @ 40¢  
Ohio . . . . . 30¢ & 10¢ @ 40¢  
Sandusky . . . . . 30¢  
Buck Bros . . . . . 30¢  
Butcher's . . . . . \$5.00 @ 5.25 to 2¢  
C. E. Jennings & Co . . . . . 25¢ & 10¢  
Stanley Rule & Level Co. . . . . 50¢ & 10¢  
L. & J. White . . . . . 20¢ & 5¢ @ 25¢

### Pliers and Nippers—

Button's . . . . . 70¢  
Carew's Pat. Wire Cutters . . . . . 25¢  
Cronk's . . . . . 70¢  
Cronk Pattern . . . . . 70¢  
Fencing Pliers, 3 doz. \$12.00 . . . . . 25¢  
Flat and Round Nose . . . . . 40¢  
Gas Pliers, No. 100 . . . . . 40¢  
Stubb's Pat. Pliers . . . . . 50¢  
Wire Cutter and Bender . . . . . 60¢  
Hall's Nippers, 3 doz., No. 2, 5 in. . . . . \$13.50; No. 4, 7 in., \$21.00 . . . . . 40¢ & 10¢  
Hall's Pliers . . . . . 70¢  
Humason & Beckley Mfg. Co. 50¢ @ 50¢ & 10¢  
Wm. Johnson's Gas Pliers . . . . . 60¢ & 5¢  
Morrill's Parallel, 3 doz. \$12.00 . . . . . 30¢ & 5¢  
Smith's Side Cutting . . . . . 25¢  
P. S. & W. Cast Steel . . . . . 50¢ @ 50¢ & 5¢  
P. S. & W. Tinnars' Cutting Nippers . . . . . add 6¢ dis. 10¢

### Plow Bolts—

See Bolts.

### Plumbs and Levels—

Cook's . . . . . 40¢ & 10¢ & 10¢  
Davis' . . . . . 20¢  
Inclinometers . . . . . 25¢ & 10¢  
Disston's . . . . . 70¢  
Machinists' . . . . . 70¢ & 1¢ @ 75¢  
Pocket Levels . . . . . 70¢ & 10¢ @ 70¢ & 10¢  
Stanley's . . . . . 25¢ & 10¢ & 10¢  
Stratton's Pat. . . . . 25¢  
Wood's Extension Sight . . . . . 25¢

### Poachers—

See Egg Poachers.

### Police Goods—

Tower & Lyon's . . . . . 25¢

### Polish Metal—

Prestoline Liquid, New List . . . . . 40¢  
Prestoline Paste . . . . . 33¢ @ 40¢

### Polish, Stove—

Dixon's Plumbago . . . . . 1¢  
Joseph Dixon's . . . . . 3¢ gro. \$5.75, 10¢  
Gem . . . . . 4¢ gro. 4 50, 10¢

### Poppers, Corn—

Round or square, 3 doz. 3¢ gro.  
1 qt. . . . . \$ .75 3¢ 7.00  
1½ qt. . . . . .85 9.50  
2 qt. . . . . 1.15 19.50  
Quincy Corn Popper, 1 qt., 3 doz. . . . . \$3.00; 2 qt., 4 doz. . . . . 33¢ @ 40¢

### Post Hole Diggers—

Disston's Samson Digger . . . . . \$34.00, 25¢  
Iwan's Split Handle, 3 doz. net . . . . . \$8.50  
Iwan's Perfection, 3 doz. net . . . . . \$9.00  
Ryan's . . . . . 3 doz. \$20.00, 25¢

### Post Hole Augers—

Iwan's Patent Improved . . . . . 40¢  
Vaughan's, 6 to 9 in., 3 doz. net . . . . . \$5.00

### Potato Hooks, etc.—

Hoe Down Hooks . . . . . 75¢ & 10¢ & 2¢  
Hoe Hooks . . . . . 60¢ & 10¢ @ 2½¢  
Potato Hooks . . . . . 70¢

### Powder—

See Ammunition.

### Presses—

See Fruit and Jelly Presses.

### Primers—

See Ammunition.

### Pruning Hooks and Shears—

Cronk's Pruning Shears . . . . . 33¢ @ 40¢  
Cronk's Heavy Pattern, 3 doz. . . . . \$2.50 net  
Disston's Combined Pruning Hook and Saw . . . . . 3 doz. \$18.00, 25¢ @ 25¢ & 10¢  
Disston's Pruning Hook, 3 doz. . . . . \$12.00, 25¢ @ 25¢ & 10¢

Henry's:

Pruning Shears . . . . . 50¢ & 80¢  
Orange . . . . . 50¢ & 80¢  
Grape . . . . . 50¢ & 10¢  
Tree Pruners . . . . . 75¢

E. S. Lee & Co.'s Pruning Tools . . . . . 40¢  
P. S. & W. Co.'s Shears . . . . . 60¢  
Waters' Tree Pruners . . . . . 75¢ & 10¢  
Wheeler, M. & C. Co.'s Combination . . . . . 3 doz., \$12.00, 25¢ & 10¢

### Pulleys—

Awning . . . . . 60¢ @ 60¢ & 10¢  
Axle . . . . . 50¢ & 10¢ @ 60¢  
Brass Screw . . . . . 45¢ & 10¢  
Ceiling . . . . . 50¢ @ 10¢ & 60¢  
Clothes Line, Japanned . . . . . 60¢  
Common Sense . . . . . 60¢  
Dumb Waiter . . . . . 60¢ @ 60¢ & 10¢  
Empire Sash Pulley . . . . . 60¢  
Hay Fork, Swivel Eye, 3 doz. . . . . 4-inch, \$3.75; 6-inch, \$5.00 . . . . . 55¢  
Hay Fork, Hartz, 4¼-inch, 3 doz. . . . . \$6.00 . . . . . 50¢ & 10¢  
Hay Fork, 5-inch, Solid, \$5.70 . . . . . 50¢  
Hot House . . . . . 50¢ & 10¢ @ 50¢ & 10¢ & 10¢  
Stowell's Anti-Friction, 5-in. Wheel, 3 doz., \$12.00 . . . . . 40¢  
Side, Anti Friction . . . . . 50¢  
Shade Rack . . . . . 45¢  
Upright . . . . . 50¢ & 10¢ @ 50¢ & 10¢ & 10¢

### Pumps—

Cistern, Best Grades . . . . . 50¢ & 10¢ @ 60¢  
Pitcher Spout, Best Grades . . . . . 70¢ & 10¢  
F. E. Myers & Co.:  
No. 1, Fig. 328, 3 in. Shallow Well Pump . . . . . \$13.00  
No. 8, Fig. 328, 3¼ in. Shallow Well Pump . . . . . 15.00  
No. 5, Fig. 307, 3 in. Deep Well Pump . . . . . 15.00  
No. 6½, Fig. 307, 3¼ in. Deep Well Pump . . . . . 17.00  
No. 11, Fig. 321, 3 inch Deep or Shallow Well Pump . . . . . 15.00  
No. 32, Fig. 523, 3 in. Deep Well Pump . . . . . 17.00  
No. 50, Fig. 381, 3 in. Shallow Well Pump . . . . . 14.00  
No. 69, Fig. 332, 3¼ in. Shallow Well Pump . . . . . 17.00  
No. 70, Fig. 333, 2½ in. Deep Well Pump . . . . . 15.00  
No. 72, Fig. 333, 3 in. Deep Well Pump . . . . . 15.00  
No. 73, Fig. 333, 3¼ in. Deep Well Pump . . . . . 16.00  
No. 102, Fig. 448, 3 inch Lift Pump . . . . . 9.00  
No. 108, Fig. 448, 3¼ in. Lift Pump . . . . . 11.00  
No. 123, Fig. 510, 3 in. Lift Pump . . . . . 7.00  
No. 131, Fig. 510, 3¼ in. Lift Pump . . . . . 8.50  
No. 275, Fig. 389, Windmill Pump . . . . . 12.50  
No. 235, Fig. 403, Windmill Pump . . . . . 16.00  
No. 240, Fig. 406, Regulator Pump . . . . . 28.00  
No. 265, Fig. 572, Cyclone Tank Force Pump . . . . . 16.00  
No. 267, Fig. 483, Geyser Tank Force Pump . . . . . 16.00  
No. 268, Fig. 518, Low Down Tank Force Pump . . . . . 16.00  
No. 302, Fig. 477, Spray Pump, complete . . . . . 11.50  
No. 320, Fig. 492, Bucket Spray Pump . . . . . 5.00  
No. 330, Fig. 547, Knapsack Spray Pump . . . . . 10.00  
Discount, 50% f. o. b. Ashland.

### Punches—

Bemis & Call Co.'s:  
Cast Steel Drive . . . . . 50¢ & 5¢  
Check . . . . . 55¢  
Spring . . . . . 50¢ & 5¢  
Springfield Socket . . . . . 65¢  
Morrill's Universal . . . . . 35¢  
Niagara Hollow . . . . . 45¢  
Niagara Solid . . . . . 55¢  
Saddlers' or Drive, good . . . . . 60¢ @ 65¢  
Snell's Tinnars' . . . . . 50¢  
Spring, good quality, 3 doz., \$1.70 @ 1.80  
Spring, Leach's Pat. . . . . 15¢  
Tinnars' Solid, P. S. & W. Co. . . . . 3 doz. . . . . \$1.44, 55¢  
Tinnars' Hollow, P. S. & W. Co. . . . . 20¢ & 2¢

### Rail—

Barn Door, Light, In. 1½ 5¢ 8¢  
3 100 feet . . . . . \$1.40 1.85 2.60  
Barn Door, "None Better" No. 1, 3 foot . . . . . 23¢  
Barn Door, "None Better" No. 2, 3 foot . . . . . 31¢  
B. D. for N. E. Hangers:  
Angular, 3 foot, 6c . . . . . 70¢  
Double Flange, 3 foot, 8c . . . . . 70¢  
Carrier Steel Rail, 3 foot . . . . . 44¢  
Cronk's:  
O. N. T. Style, No. 13 . . . . . 3 c  
Double Braced . . . . . 31¢  
Lane's:  
O. N. T., 1 in . . . . . \$2.65  
O. N. T., 1½ in . . . . . 3 50  
Standard, 1½ in . . . . . 3 75  
Stowell's Wrought Steel . . . . . 35¢  
Sliding Door, Bronzed Wrought Iron, 3 foot . . . . . 64¢  
Sliding Door, Steel, Brass Plated, 3 foot . . . . . 54¢  
Sliding Door, Wrought Brass, 1½ in. 3c, 36c . . . . . 10¢ @ 20¢  
Victor Track Rail, 7c 3 ft. 60¢ & 10¢ @ 2½¢

### Rakes, Etc.—

Cronk's:  
Wrought Steel Garden . . . . . 60¢ & 20¢  
Queen City Lawn . . . . . 40¢

Steel Garden Rakes . . . . . 70¢ & 5¢ & 2¢  
Steel Garden Rakes Stamped Blank 7½¢  
Steel Road Rakes . . . . . 65¢  
Steel Tar or Asphalt Rakes . . . . . 5¢  
Turf Edger . . . . . 60¢ & 5¢  
Prize Bow Braced Steel . . . . . 70¢ & 5¢ & 2¢  
Peerless Shank . . . . . 70¢ & 5¢ & 2¢  
Peerless Socket . . . . . 70¢ & 5¢ & 2¢  
Level Head Shank . . . . . 70¢ & 5¢ & 2¢

### Rasps, Horse—

Disston's . . . . . 70¢  
New Nicholson Horse Rasp . . . . . 70¢  
See also Files.

### Razors—

Electric . . . . . List net  
J. R. Torrey Razor Co. . . . . 20¢  
Wostenholm and Butcher, \$10.00 to 2 . . . . . 10¢

### Registers—

**HOT AIR—**  
New List, Feb. 1, 1899:  
Black Japanned . . . . . 30¢  
White Japanned . . . . . 25¢  
Bronze Finishes . . . . . 30¢  
Electro-Plated . . . . . 30¢ & 10¢  
Nickel Plated . . . . . 30¢ & 10¢  
White Porcelain . . . . . 20¢  
Solid Brass and Bronze Metal . . . . . 20¢

### Rings—

See Ball and Hog Rings.

### Rivets and Burrs—

Belt with Burrs . . . . . 40¢ & 5¢ @ 40¢ & 10¢  
Hose with Burrs . . . . . 40¢ & 5¢ @ 40¢ & 10¢

### IRON—

List, Nov. 1, 1894.  
Ordinary, in bulk . . . . . 70¢  
Thousand, in bulk . . . . . 70¢  
Thousand in papers . . . . . 70¢  
Coopers', in bulk . . . . . 70¢  
Block and Carriage, in papers . . . . . 70¢  
Hame . . . . . 70¢  
Belt with Burrs, Tinned or Cop- pered . . . . . 70¢

### Rivet Sets—

Regular List . . . . . 70¢

### Rollers—

Lane's, Stay . . . . . 33¢ @ 40¢

### Rope—

Cotton Rope, Best, 3¢ lb  
¼ inch and larger . . . . . 15¢  
Medium, ¼ in. and larger . . . . . 12¢  
Common, ¼ in. and larger . . . . . 10¢ @ 10¢  
Jute Rope:  
A grade . . . . . 6½¢  
C grade . . . . . 5½¢  
Manila:  
7 16 in. and larger . . . . . 10 c  
¾ in . . . . . 10½¢  
¾ in 5-16 in . . . . . 11 c  
Hay Rope, Medium . . . . . 10½¢  
Sisal:  
7-16 in. and larger . . . . . 7 c  
¾ in . . . . . 7½¢  
¾ in 5-16 in . . . . . 8 c

### Rules—

Athol, Steel . . . . . 33¢ @ 34¢  
Boxwood . . . . . 75¢ & 10¢ & 10¢  
Ivory . . . . . 35¢ & 10¢ @ 35¢ & 10¢ & 10¢  
Lufkin's:  
Steel . . . . . 55¢  
Lumber . . . . . 50¢ & 10¢  
Miscellaneous, Stanley's . . . . . 55¢ & 10¢  
Starrett's Rules and Straight Edges, Steel . . . . . 25¢ & 10

### Sad Irons—

Chinese Laundry . . . . . 3¢ lb 44¢  
Chinese Sad . . . . . 34¢  
Crown, Polished . . . . . 3 doz. \$6.50  
Crown, Nickel . . . . . 3 doz. 7.00  
Common 4 to 10 . . . . . 3¢ lb 3¼ @ 3½¢

### COLD HANDLED—

Enterprise Mfg. Co. of Pa. . . . . 30¢ & 5¢  
Self-heating . . . . . 3 doz. \$10.00, 20¢  
Self-heating, Tailors' . . . . . 3 doz. 22.50, 25¢  
Sensible Nickel . . . . . 3 doz. \$7.00  
Sensible Polished . . . . . 3 doz. 6.50  
Sensible, Tailors' . . . . . 3¢ lb 44¢

### Safety Fuse—

See Fuse.

### Safety Lifts—

Burr Mfg. Co., Steel . . . . . 50¢ @ 60¢

### Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:  
Emery Cloth . . . . . 50¢ & 10¢  
Garnet Paper . . . . . 30¢ @ 30¢ & 5¢  
Sand and Emery Paper . . . . . 50¢ & 10¢

### Sash Chain—

Competition . . . . . 50¢ & 10¢  
Giant . . . . . 40¢  
Monarch . . . . . 40¢ & 10¢  
Red Metal . . . . . 40¢ & 10¢  
Steel . . . . . 40¢ & 10¢

### Sash Cord—

Cable Laid Italian Sash . . . . . 3¢ lb 16¢ @ 18¢  
Cable Laid Russia . . . . . 3¢ lb 13½¢ @ 14¢  
Common India . . . . . 3¢ lb 10¢ @ 12¢  
Common Russia Sash . . . . . 3¢ lb 12½¢ @ 13¢  
Patent India . . . . . 3¢ lb 11¢ @ 13¢

### Samson:

"Mass," White, Cotton . . . . . 24¢  
"Samson" Braided White, Cotton . . . . . 3¢ lb 30¢  
"Samson" Braided Drab, Cotton . . . . . 3¢ lb 35¢  
"Samson" Braided Italian Hemp . . . . . 3¢ lb 38¢  
"Samson" Braided Linen . . . . . 3¢ lb 56¢  
Silver Lake:  
A Quality, Drab . . . . . 3¢ lb 40¢, 15¢  
A Quality, White . . . . . 3¢ lb 35¢, 15¢  
B Quality, Drab . . . . . 3¢ lb 35¢, 15¢  
B Quality, White . . . . . 3¢ lb 30¢, 15¢  
United States:  
B Quality . . . . . 3¢ lb 18¢  
C Quality . . . . . 3¢ lb 16½¢  
White Cotton, Hard Braided . . . . . 3¢ lb 16¢

### Sash Fasteners, Holders, &c.

Sash Lifts . . . . . 60¢ & 10¢ & 10¢  
Sash Lifts Flush . . . . . 50¢  
Sash Lifts With Lock . . . . . 60¢ & 10¢ & 10¢  
Sash Rollers . . . . . 70¢  
Shutter Bars . . . . . 60¢ & 10¢ @ 70¢  
Shutter Sheaves . . . . . 60¢  
Window Screen Sash Lifts . . . . . 60¢ @ 65¢

### Sash Locks—

Champion Meeting Rail . . . . . 70¢  
Champion Side . . . . . 60¢  
Davis, Bronze, Barnes Mfg. Co. . . . . 50¢  
Eling's Ventilating . . . . . 40¢  
Fitch's:  
Iron . . . . . 70¢  
Bronze and Brass . . . . . 60¢ @ 65¢  
Gale's Automatic, List Nov., 1897 . . . . . 65¢  
Ives' Patent:  
Wrought Steel . . . . . 60¢  
Bronze M. Knob . . . . . 60¢  
Wrought Bronze and Brass . . . . . 55¢ & 5¢  
Cast Iron . . . . . 65¢  
Cast Bronze and Brass . . . . . 60¢ @ 65¢  
Payson's Perfect . . . . . 70¢  
Reading . . . . . 60¢ & 10¢

### Sash Weights—

Small lots . . . . . 3¢ ton \$27.00  
Ton lots at factory . . . . . \$22.50 @ 25.00

### Sausage Stuffers or Fillers—

Draw Cut, No. 4 . . . . . each \$30.00, 20¢  
Enterprise Mfg. Co. . . . . 25¢ @ 25¢ & 7½¢  
National Specialty Mfg. Co. . . . . 25¢

### Saws—

Atkins:  
Band 7 to 14 in. Wide . . . . . 60¢ & 10¢  
Band 2 to 6 in. Wide . . . . . 60¢  
Band 1½ to 2 in. Wide . . . . . 60¢  
Butcher, Pruning and Compass . . . . . 40¢ & 5¢  
Circular . . . . . 60¢ & 10¢  
Cross Cut . . . . . 35¢ & 5¢  
Gang . . . . . 50¢  
Hard, Panel and Rip . . . . . 40¢  
Wood . . . . . 40¢  
Disston's:  
Circular, Solid and Inserted Tooth . . . . . 50¢  
Band 8 in. to 14 in. Wide . . . . . 60¢  
Band 1½ in. to 2½ in. . . . . 70¢  
Cross Cuts . . . . . 45¢  
Narrow Cross Cuts . . . . . 55¢  
Mulya, Mill and Drag . . . . . 50¢  
Framed Wood Saws . . . . . 35¢  
Wood Saw Blades . . . . . 40¢  
Wood Saw Rods . . . . . 30¢  
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8 . . . . . 25¢  
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination . . . . . 30¢  
Compass, Keyhole, Pruning, Dove-tail, &c. . . . . 25¢  
Butcher Saws and Blades . . . . . 35¢  
Halves, Needle Point . . . . . 40¢  
C. E. Jennings & Co.'s:  
Butcher . . . . . 25¢ & 10¢  
Hand Panel, Rip and other Saws . . . . . 25¢ @ 30¢

Peace:  
Cross Cuts . . . . . 45¢ & 10¢  
Hand Panel and Rip . . . . . 25¢ & 10¢  
Richardson:  
Circular and Mill . . . . . 50¢ @ 50¢ & 10¢  
X Cuts . . . . . 45¢ & 10¢  
Hand Saws . . . . . 25¢ & 10¢  
Star, Butcher . . . . . 25¢  
Woodrough & McParlin Cross Cuts . . . . . 45¢ & 10¢

### HACK SAWS AND FRAMES—

Chatillon . . . . . 30¢  
Disston's:  
Concave Blades . . . . . 25¢  
Keystone, Flexible Back and Machine Blades . . . . . 30¢  
Hack Saw Frames . . . . . 30¢  
Griffin's:  
Complete . . . . . 40¢ @ 45¢  
Saw Blades . . . . . 40¢  
Star, Saws and Blades . . . . . 25¢

### Saw Filler—

Disston's D3 Clamp and Guide, \$30.00 3 doz. . . . . 25¢

### Saw Frames—

C. E. Jennings & Co. . . . . 20¢  
Richardson's Wood . . . . . net

### Saw Sets—

Atkins:  
Criterion Saw Sets . . . . . 3 doz. \$6.00  
Excelsior Saw Tools . . . . . 3 doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut . . . . . 30¢ & 5¢  
Hammer, New Pat. . . . . 45¢  
Plate . . . . . 20¢  
Spring Hammer . . . . . 30¢ & 5¢



Diston's Monarch, Nos. 1 & 10 and Star.....25¢  
Hart's Pat. Lever.....20¢  
Kohler's:  
"Giant Royal".....# doz. \$9.00  
"Royal".....# doz. 6.00  
Leach's.....33½¢  
Morrell's:  
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40¢  
Cross Cuts Nos. 3 and 4, \$23.00; No. 5, \$31.00.....40¢  
Richardson's.....25¢  
Seymour Smith & Son, Hammer # doz.....\$4.75  
Stillmans.....# doz. 1.00  
Taintors Positive.....\$18.00 # doz. 60¢

**Scales—**  
Chatillon's:  
Eureka.....25¢  
Favorite.....40¢  
Grocers' Trip Scales.....50¢  
Family, Turnbull's.....30¢  
Hatch:  
Counter, No. 171, # doz. \$17.00@18.00  
Tea, No. 161.....# doz. 5.75@ 6.00  
Union Platform Plain.....2.00@ 2.10  
Striped.....2.15@ 2.25

**Scale Beams—**  
Chatillon's No. 1.....30¢  
Chatillon's No. 2.....30¢

**Scrapers, &c.—**  
Adjustable Box Scraper (S. R. & L. Co.) \$6.00.....40¢  
Box, 1 Handle.....# doz. \$2.00  
Box, 2 Handle.....# doz. \$3.00@4.00  
Foot.....55¢  
Ship Common.....# doz. \$2.40 net  
Ship, R. I. Tool Co.....10¢

**SIDEWALK—**  
Kohler's, Steel No. 7.....# doz. \$3.00

**Screens—**  
**DOOR—**  
Phillips:  
½ in., Style E, Fancy Screen # doz. \$10.00  
Doors.....6 50  
¾ in., Style G, Common Screen # doz. 8.00  
Doors.....8 00  
¾ in., Style K, Fancy Screen # doz. 8 00  
Doors.....8 50

**WINDOW—**  
Porter Screen Mfg. Co.....60¢  
Phillips:  
Bonanza Screens.....60¢  
Express.....60¢  
Flyer.....60¢  
Perfection Screens.....60¢  
Northwest.....60¢  
Window Screen Frames.....10¢

**Screw Drivers—**  
Brace Screw Drivers.....25¢  
Buck Bros.....30¢  
Screw-Driver Bits.....27½¢  
Champion.....40¢  
Diston's Flat Blade, Electric, Telegraph and Cabinet Makers.....70¢  
Electric Spiral No. 01.....# doz. \$6.00 net  
Electric Spiral No. 02.....# doz. 5.00 net  
Ellrich's Socket and Ratchet.....40¢  
Fray's Hol. Hdl. Seta. No. 3.....\$12.50  
Howard-Aillard.....#1 # doz. \$4.00 net  
C. E. Jennings & Co.....#2 # doz. 8.00 net  
Jennings & Griffin.....40¢  
Jones Reversible Spiral No. 1, # doz. \$18.50 net; No. 2 # doz. \$12.00  
Sargent & Co.:  
No. 1 Forg. Blade.....50¢  
No. 30 and 40.....66½¢  
Screw-Driver Bits (Snell's) # doz. 60¢  
Stanley R. & L. Co.:  
No. 64, Varnished Handles.....60¢  
No. 86.....70¢  
Snell's Nos. 5 and 10.....75¢  
Tower & Lyon:  
Champion.....40¢  
Magazine.....25¢  
Machinists.....40¢  
Balsey's Patent.....38½¢  
Williams's:  
Beauty, # doz.....\$1.00  
Gem, # doz.....90¢  
C. T. Williamson Wire Novelty Co. 40¢

**Screws—**  
**WOOD SCREWS—**  
List, January 1, 1900.  
Brass, Flat Head.....87½¢  
Brass, Round Head.....85¢  
Bronze, Flat Head.....80¢  
Bronze, Round Head.....77½¢  
Drive Screws, Diamond Point.....90¢  
Iron, Bright Flat Head.....87½¢  
Iron, Bright Round and Oval Head.....87½¢  
Nickel Plated, Iron Flat Head.....80¢  
Nickel Plated, Iron Round Head.....80¢

**MACHINE—**  
List, January 1, 1898.  
Brass, Flat Head.....50¢  
Brass, Round Head.....50¢  
Iron, Flat Head.....50¢  
Iron, Round Head.....50¢

**COACH, LAG AND HAND RAIL—**  
G. P. Coach, List, Feb. 14, 1898.  
5¢&15¢

Hand Rail.....60¢  
Lag Screws, List, January 30, 1898.  
Cone Point.....80¢

**BENCH, HAND, ETC.—**  
Bench, Iron, # doz., 1 in., \$3.25; 1½, \$3.50; 1¾, \$4.25  
Bench, Wood, Beech.....# doz. 2.40  
Chair.....60¢  
Hand, Wood.....40¢  
Jack Screws, Millers Falls, Roller Bearing.....50¢  
Jack Screws, Millers Falls, without Roller Bearing.....50¢  
Jack Screws, P. S. & W.....40¢  
Jack Screws, Sargent's.....60¢  
Plane Stool.....50¢

**Scroll Saws—**  
Barnes' No. 1, \$8; No. 6, \$10; No. 7, \$15.....25¢  
Barnes' Scroll Saw Blades.....40¢  
Cricket.....10¢  
C. E. Jennings & Co.....25¢  
Lester, complete, \$10.00.....15¢  
Rogers, complete, \$4.00.....15¢

**Scythes, Grass—**  
Natural Finish.....# doz. \$7.50@7.75  
Polished Blade.....8.00@ 8.15  
Painted or Bronzed.....8.00  
Weed and Bush.....7.25@ 7.50

**Seeders—**  
Raisin, Enterprise.....25¢

**Shears—**  
Acme (Cast).....40¢  
Aetna, Steel Japanned.....80¢  
Aetna, Steel Nickleled.....70¢  
Barnard Lamp Trimmers.....net  
Heinisch's:  
St. Trimmers, etc.....60¢  
Tailors' Shears.....40¢  
Tinners' Snips.....40¢  
Pruning. See Pruning Hooks & Shears.  
Seymour's Standard List:  
Japanned.....70¢  
Nickleled.....60¢  
Standard Cutlery Co.:  
Japanned.....70¢  
Nickleled.....60¢  
Star Brand:  
Nickel Scissors.....60¢  
Nickel Shears.....60¢  
Japan Shears.....70¢  
Tailors' Shears.....40¢  
Pruners.....70¢  
Tinners' Snips.....40¢

**Shears, Hedge—**  
Wm. Wilkinson & Sons.....50¢

**Sheaves—**

**SLIDING DOOR—**  
Corbin's list.....60¢  
Hatfield's Pattern.....70¢  
M. W. Co., list July, 1888.....50¢  
Stowell's Anti-Friction.....50¢  
Patent Roller.....60¢  
R. & E., list August 15, 1895.....60¢  
Russell's Anti-Friction, list December 18, 1895.....60¢

**SLIDING SHUTTER—**  
Reading list.....60¢  
R. & E. Mfg. Co. s.....60¢  
Sargent's list.....70¢

**Shells—**  
See Ammunition.

**Shot—**  
See Ammunition.

**Shovels and Spades—**  
Association prices to small trade.  
No. 2, Polished, Square or Round Point, D or L Handle:  
A1, B2, 1st Grade, 2d Grade  
Plain Back.....\$10.50 \$9.00  
Strap Back.....9.90 9.00  
Cleveland Pattern. 10.90 9.80  
C3, D1, 3d Grade, 4th Grade  
Plain Back.....\$8.70 \$8.10  
Strap Back.....8.10 7.50  
Cleveland Pattern. 8.40 7.80  
All other sizes, add 30¢ doz.  
Black, deduct 30¢ doz.

**Shovels and Tongs—**  
Brass Head.....60¢  
Iron Head.....60¢

**Shutter Bars—**  
Ives'.....45¢

**Shutter Bolts—**  
See Bolts, Shutter.

**Sifters, Flour—**  
Hunter's Genuine.....# gross, \$10@11.50

**Skate Sharpeners—**  
Eureka.....# doz. \$1.75; # gro. \$18.00

**Slaw and Kraut Cutters—**  
Diston's:  
Slaw, Vegetable, Corn Grater, Tur-nip Shredder.....40¢  
Kraut Cutters, 21x7, 26x8, 30x9.....55¢  
Kraut Cutters, 38x12, 40x12.....40¢

Enterprise.....25¢  
Enterprise Mfg. Co.....25¢  
Tucker & Dorsey:  
1 Knife.....# gro. \$18.50@20.00  
2 Knives.....# gro. 22.50@ 30.00  
Kraut Cutters.....50¢  
Woodrough & McParlin.....40¢

**Sledges and Heavy Hammers—**  
See Hammers.

**Slicers—**  
Vegetable, Enterprise.....25¢

**Smiths' Bellows—**  
See Bellows.

**Snaps, Harness, &c.—**  
Anchor (T. & S. Mfg. Co.).....55¢  
Cockeyes.....66½¢  
Fitch's:  
Bolt.....45¢  
Bristol.....40¢  
Champion.....40¢  
Clipper.....50¢  
Empire.....50¢  
National.....50¢  
Security.....40¢  
Victor.....60¢  
German, new list.....40¢  
Patent Guarded.....66½¢  
Covered Spring.....50¢  
Covert Mfg. Co.:  
Breast Strap Buckle Snaps.....45¢  
Breast Strap Protector.....45¢  
Double for Bits or Trace Carrier.....45¢  
Trojan Snaps.....40¢  
High Grade Snaps.....40¢  
Jockey Snaps.....40¢  
Derby Snaps.....85¢  
Rope Snaps.....40¢

**Snaths—**  
Scythe.....40¢

**Soldering Irons—**  
Covert Mfg. Co.....20¢

**Spoke Shaves—**  
Bailey's (Stanley R. & L. Co.).....50¢  
Iron.....# doz. 50¢  
Millers Falls.....15¢  
Seymour Smith & Sons, Iron.....20¢  
Wm. Johnson's:  
Wood, Best.....90¢  
Wood, 2d quality.....83½¢

**Spoons and Forks—**  
Boardman's:  
Britannia Spoons, Catalogue "C" net, List  
Nickel Silver, Catalogue "C" net, List

**SILVER PLATED FLAT WARE—**  
L. Boardman & Son, Catalogue "C" net List  
"1847".....40¢  
"Anchor".....50¢  
"Eagle".....50¢  
"Star".....50¢  
Rogers, Smith & Co.....50¢  
Rogers & Hamilton.....50¢  
Holmes & Edwards.....50¢  
German Silver, unplated.....50¢

**KNIVES AND FORKS NO. 12—**  
# doz. net.  
"1847".....\$3.50  
"Anchor".....3.25  
"Eagle".....3.25  
"Star".....3.25  
Rogers, Smith & Co.....3.25  
Rogers & Hamilton.....3.25  
Holmes & Edwards.....3.00

**Springs—**  
See Door Springs.

**Spring Balances—**  
See Balances.

**Spring Hinges—**  
See Hinges.

**Squares—**  
Diston's Try Square and T Bevels, 60¢  
Starrett's Micrometer Caliper Squares, 25¢  
Try Square and T Bevel.....60¢  
Winterbottom's Try and Mitre, 40¢  
Nickel-Plated, New List Jan. 5, 1900.....65¢  
Steel and Iron.....65¢

**Staples—**  
Barbed Blind—½, ¾, and 1 inch, # doz. 3½¢@3¢  
**FENCE—**  
Same price as Barb Wire. See Trade Report.

**Stay Rollers—**  
Cronk's, No. 50.....66½¢  
" Nos. 55 and 56.....70¢  
" No. 60.....60¢  
" No. 65.....60¢

**Steels—**  
Chatillon's.....30¢

**Stocks and Dies.**  
**BICYCLE—**  
Holroyd & Co.....55¢

## BLACKSMITH'S—

Butterfield's.....35¢  
Gardner.....33½¢  
Holroyd & Co.....40¢  
Lightning Screw Plate.....25¢  
Reece's New Screw Plates.....25¢

## PIPE MAKERS—

Holroyd & Co.....75¢

## Stones—

See Oilstones.

## Stops—

See Bench Stops.

## Store Door Handles—

See Handles.

## Stove Bolts—

See Bolts.

## Stove Polish—

See Polish, Stove.

## Sweepers—

See Carpet Sweepers.

## Tackle Blocks—

See Blocks.

## Tacks, Brads, &c.

List Jan. 15, 1899.  
American Cut Tacks.....90¢  
Carpet Tacks.....90¢  
American, Blued.....90¢  
American, Tinned.....90¢  
Swedes Iron Tacks:  
S. S.....90¢  
Bill Posters' and Railroad Tacks:  
S. S.....90¢  
Common and Patent Brads.....70¢  
Finishing Nails.....70¢  
Gimp Tacks:  
S. S.....90¢  
Hungarian Nails, Steel.....80¢  
Lace Tacks:  
S. S.....90¢  
Looking Glass Tacks.....70¢  
Trimmers' Tacks:  
S. S.....90¢  
Trunk and Clout Nails:  
Steel, Black.....80¢  
Steel, Tinned.....80¢  
Upholsterers' Tacks:  
S. S.....90¢  
**MISCELLANEOUS—**  
Double Point, in dozens.....90¢  
Double Point, in bulk.....80¢  
Matting.....80¢  
Shade, in dozens.....90¢  
Shade, in bulk.....80¢

## Tack Pullers

Columbia, No. 1, # doz., net.....\$1.00  
Columbia, No. 2, # doz., net.....1.50  
Little Jack.....# doz. 1.00

## Tapes, Measuring—

American Ases' Skin.....40¢  
Leather Case.....25¢  
Steel.....83½¢  
Chestermans.....25¢  
Keuffel & Esser Co., New List, 1898:  
Steel and Metallic.....35¢  
Lufkin's Steel and Metallic.....25¢

## Tap Borers—

See Borers, Tap.

## Taps—

American Screw Co.:  
Machine Screw.....70¢  
Holroyd & Co.'s:  
Blacksmiths.....60¢  
Machine Screw.....70¢  
Machinists' Hand.....60¢  
Pipe, ½ to 1½.....80¢  
Pipe, 2 to 4.....70¢

## Thumb Latches—

See Handed.

## Tinware—

Stamped, Japanned and Pieced, Net Prices.

## Tire Bolts—

See Bolts.

## Tobacco Cutters—

National Specialty Co.....40¢  
Enterprise Mfg. Co.....25¢

## Toilet Clippers—

See Clippers.

## Trammel Points—

Bachus and Union.....40¢  
C. E. Jennings & Co., "Eureka".....25¢  
Cook's.....25¢  
Sargent's.....40¢  
Stanley's.....30¢  
Tower & Lyon.....38½¢  
Prentiss.....20¢

## Tracks, &c.—

F. E. Myers & Bro.:  
Comb. Car, Double Steel T.....\$3.50  
Comb. Car, Wood Track.....3.25  
Common 6 in. Wood Sheave Pulley, Fig. 438.....# doz. 1.75  
D. H. Fork Steel Regular, each, .35  
Double Grapple Fork.....each, 3.50  
Double Rail Steel Track, complete with clamps.....# ft. .10  
Faultless Steel Frame K. P. Pulley, Fig. 433.....# doz. 2.15  
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435.....# doz. 1.90  
Floor Hooks, ¾ in.....# doz. 70

Floor Pulley, Wood Sheave, Fig. 486. . . . . 2 doz. 2.25  
Hanging Hooks for Double Steel Track. . . . . 2 doz. .65  
Hanging Hooks for Single Steel Track. . . . . 2 doz. .65  
Hanging Hooks for Wood Track, 10 in. . . . . 2 doz. .55  
Hanging Hooks for Wood Track, 14 in. . . . . 2 doz. .65  
Malleable Frame K. P. Pulleys, Fig. 678. . . . . 2 doz. 2.40  
Malleable Rafter Brackets, 2 doz. .40  
Nellia Fork. . . . . each, 1.00  
New Myers Iron Rod Car. . . . . 3.25  
Reed Wood Frame Pulley with Hook, Fig. 434. . . . . 2 doz. 2.00  
Rev. Car., Double Steel Track. . . . . 3.50  
Rev. Car., Wood Track. . . . . 3.25  
Rope Hitch. . . . . 2 doz. 1.75  
Single Rail Car, Single Steel T. . . . . 3.50  
Single Rail Steel Track with clamps. . . . . 2 ft. 0.0  
Sprout's Shear Fork, each. . . . . \$1.00  
Steel Frame Pulley with Iron Sheave, Fig. 565, 2 doz. . . . . 1.85  
Sure Grip Sling Car, Steel or Wood Track. . . . . 6.00  
Walker Fork, each. . . . . 1.25  
Wrought Rafter Brackets, 2 doz. . . . . .40

#### Transom Lifters—

Ajax. . . . . 50&10&50&10&5%  
Bronze Metal, with Safety Spring. . . . . 50&50&10%  
Crescent. . . . . 70&70&10%  
Dickson's. . . . . 60%  
Nickel Plated. . . . . 50&10%  
Payson's Solid Grip, Nos. 308 and 804, 2 doz. . . . . \$12.00  
Shaw's: . . . . .  
Copper Finished. . . . . 80&10%  
Lever. . . . . 70&70&10%

#### Traps—

##### FLY—

Balloon. . . . . 2 doz. \$1.50, 2 gro. \$15.00  
Globe. . . . . 2 doz. 1.50, 2 gro. 15.00  
Harper. . . . . 2 doz. 1.75, 2 gro. 18.00

##### GAME—

Star, Blake's Pattern. . . . . 60&10&10%  
Enterprise Mole. . . . . 15%  
H. & N. . . . . 65%  
Newhouse. . . . . 40%  
Victor. . . . . 70&5%

##### MOUSE AND RAT—

Erie Rat. . . . . 40&40&10%  
Hotchkiss: . . . . .  
Metallic Mouse. . . . . 50%  
Improved Rat. . . . . 50%  
New Rat. . . . . 50%  
Mouse, Bonanza, 2 doz. . . . . 90&10%  
Mouse, Catch 'em alive, 2 doz. \$2.50, 15%  
Mouse, Delusion. . . . . 40%  
Mouse, Ideal, 2 gro. . . . . \$9.00  
Mouse, Round Wire, 2 doz. \$1.50, 1%  
Mouse, Wood, Choker, 2 doz. holes. 10c  
Marty French Rat and Mouse Traps (Genuine): . . . . .  
No. 1, Rat, each \$1.13, 2 doz. . . . . \$12.00  
No. 3, Rat, 2 doz., \$6.00; case . . . . . 5.25  
No. 3 1/2, Rat, 2 doz., \$4.75; case . . . . . 4.25  
No. 4, Mouse, 2 doz., \$3.50; case . . . . . 2.75  
No. 5, Mouse, 2 doz., \$2.75; case of 150. . . . . 2.25  
Schuyler Rat Killer, No. 1, 2 gro. . . . . \$15.00; No. 2, 2 gro. . . . . \$15.00  
Mouse, No. 8. . . . . 9.00  
Smith & Egge Mfg. Co.: . . . . . 2 doz. . . . .  
Superior Rat Trap. . . . . \$15.00  
Yankee Mouse Trap. . . . . 5.50  
Yankee Rat Trap. . . . . 11.00

##### Trowels—

Brade's Brick. . . . . 30%  
Dixon's: . . . . .  
Brick and Pointing. . . . . 30%  
Plastering. . . . . 25%  
"Standard Brand" and Garden. . . . . 40%

#### C. E. Jennings & Co.:

Brick. . . . . 30%  
Plastering. . . . . 25%  
Pointing. . . . . 30%  
Wm. Johnson's: . . . . .  
Brick. . . . . 40%  
Plastering. . . . . 40%  
Pointing. . . . . 40%  
W. & McP. Plastering. . . . . 25&25&10%  
Peace's Plastering. . . . . 25&25&5%  
Richardson. . . . . 25&25&10%  
"Rose" Brick, Plastering and Moulders. . . . . 25&5%  
Sargent's Garden, No. 1. . . . . 50%  
Sargent's Garden, No. 15. . . . . 45%

#### Vegetable Slicers—

Enterprise Mfg. Co. . . . . 25%

#### Vices—

Solid Box. . . . . 40&40&10&5%  
V. W. & W. . . . . 40%  
Fisher-Norris. . . . . 15&10%

#### PARALLEL—

Armstrong's: . . . . .  
Combination. . . . . 50%  
Plain and Hinge. . . . . 60%  
Athol, Oval Slide. . . . . 60%  
Adams, Diamond. . . . . 40%  
Bonney's Champion. . . . . 40%  
Fisher & Norris Double Screw. . . . . 1%  
Holland's. . . . . 40%  
Howard's. . . . . 40%  
Little Giant Bench. . . . . 25&10%  
Lowell Hand. . . . . 38%  
Millers Falls: . . . . .  
Mechanics'. . . . . net 10%  
Oval Slide. . . . . 50&10%  
Ball Clamp. . . . . 45%  
Gravity. . . . . net 15%  
Hand. . . . . 15%  
Moore's. . . . . 20%  
Phenix. . . . . 1%  
Prentiss. . . . . 20&25%  
Sargent's. . . . . 70%  
Simpson's Adjustable. . . . . 40%  
Stephens. . . . . 25&33%  
Trenton. . . . . 40&40&5%  
Wright's Pipe. . . . . 40%

#### SAW FILERS—

Bonney's No. 2, \$15.00. . . . . 40&10&50%  
Cincinnati. . . . . 40%  
Stearns Com. No. 0, 1, 2 and 3. . . . . 50&50&10%  
Stearns Rubber Jaw, Nos. 10 and 33. . . . . 38%  
Wentworth's. . . . . 40%

#### Wads—

See Ammunition.

#### Wagon Jacks—

Covert Mfg. Co.'s, Steel. . . . . 45%  
Lane's Steel. . . . . 38%  
Washer Cutters—

Otis A. Smith's. . . . . 30&10&10%

#### Well Wheels—

Japanned, 8 to 14 inches. . . . . 70%

#### Weed Extractors—

"Pastime". . . . . 2 doz. \$1.75 net

#### Window Cleaners—

Barnes Mfg. Co. . . . . 40%  
Clayton's. . . . . 25&10%

#### Window Stop Adjusters—

Ives' New List. . . . . 25&5%  
Taplin's "Perfection". . . . . 50%

#### Wire Gauges—

See Gauges.

#### Wire and Wire Goods—

Brass Wire. . . . . 20%  
Bright Wire Goods, New List. . . . . 85&10%

Cast Steel Wire. . . . . 50%  
Copper Wire. . . . . 15%  
Annealed and Tinned on Spools. . . . . 70%  
Brass and Copper on Spools. . . . . 60%  
Spooled Wire, as'd for Retailing. . . . . 70%  
Market Wire, Bright and Annealed: . . . . .  
Nos. 6 to 9. . . . . 75%  
Nos. 10 to 18. . . . . 75&5%  
Nos. 19 to 26. . . . . 75&15%  
Nos. 27 to 30. . . . . 75&10&2%  
Coppered and Galvanized: . . . . .  
Nos. 6 to 9. . . . . 70%  
Nos. 10 to 18. . . . . 70&5%  
Nos. 19 to 26. . . . . 70&10%  
Nos. 27 to 36. . . . . 70&10&10%

Tinned: . . . . .  
Nos. 6 to 14. . . . . 70&10&10%  
Nos. 15 to 18. . . . . 70&10&5%  
Nos. 19 to 26. . . . . 70&10%  
Nos. 27 to 36. . . . . 70&5%

Picture Wire, List of Oct. 2, 1900. . . . . 40&10&80&10&10%

Steel Music Wire, Nos. 12 to 30, Imported. . . . . \$1.00 to 70c

Stub's Steel Wire. . . . . \$6.00 to 2 1/2%

#### Wire Clothes Lines—

See Lines.

#### Wire Cloth, Netting, &c.—

alvanized Wire Netting 80&10&80&20%  
100 Screen Cloth, good quality, 100 sq. ft. \$1.10 to 1.15

#### Wire Rope—

New List July 1, 1899. . . . . 30%  
Cast Steel. . . . . 30&30&10%  
Iron. . . . . 25&10%

#### Wire Rope Clips—

Crosby. . . . . 25%

#### Wire Stretchers—

W. C. Heller's Grip. . . . . 2 doz. \$1.50

## PAINTS, OILS AND COLORS.

#### Oils—

Linseed, City, Raw, in barrels, 2 gal. 64c

Linseed, City, Boiled, in barrels, 2 gal. 66c

Out of Town on Spot. . . . . 2 gal. 64c

Calcutta, Raw, in barrels. . . . . 2 gal. 85c

Lard, Prime City. . . . . 2 gal. 65&66c

Extra, No. 1. . . . . 47&48c

No. 1. . . . . 41&43c

#### Paints and Colors—

Barytes, Foreign Floated, 2 ton, \$30.00 to \$31.00

Barytes, American Floated, 2 ton, \$19.00 to \$20.00

Barytes, Crude. . . . . 2 ton 9.00 to 10.00

White Lead, American, Dry, in bbls. 2 lb. 6&6 1/2c

White Lead, American, in Oil, in lots of less than 500 lbs. 2 lb. net 7c

In lots of 500 lbs. and over. 2 lb. 6 1/2c

White Lead, Foreign, in Oil. 2 lb. 8&9 1/2c

Litharge, Kegs. . . . . 2 lb. 6 1/2 to 7c

Zinc, American, Dry. . . . . 2 lb. 4 1/2 to 5 1/2c

Putty—

In bulk. . . . . \$1.90

In bladders. . . . . 2.40

In cans, 50 lb. . . . . 2.00

In cans, 25 lb. . . . . 2.25

In cans, 13 1/2 lb. . . . . 2.50

In cans, 5 lb. . . . . 3.50

In cans, 3 lb. . . . . 4.00

In cans, 2 lb. . . . . 4.50

In cans, 1 lb. . . . . 5.00

#### Wrenches—

Agricultural. . . . . 70&10%  
Allen's Pocket (Bright). . . . . \$2.00 to \$3.20  
Alligator. . . . . 70%  
Baxter's. . . . . 60&10%

Bemis & Call's: . . . . .  
Briggs Pattern. . . . . 30&10%

No. 2 Cylinder. . . . . 55%

No. 3 Pipe, Bright. . . . . 50%

Patent Combination Black. . . . . 40&5%

Patent Combination Bright. . . . . 40%

Bicycle: . . . . .  
Club. . . . . 40%

Superior. . . . . 40%

Featherweight. . . . . 40%

Protection. . . . . 40%

Boardman's. . . . . 30&33%  
Coes': . . . . .  
Genuine. . . . . 40&10&5&5%

"Mechanics". . . . . 40&10&10&5&5%

Coes' Pattern, Wrought Bar. . . . . 60&5%

Donohue's Engineer. . . . . 40%

Eagle Pipe. . . . . 50&10%

Gem. . . . . 33%  
Sullivan Pipe. . . . . 50%

Taylor Pipe and Nut. . . . . 60&10&5%

Acme. . . . . 60&10&5%

Bull Dog. . . . . 60&10%

Hercules. . . . . 70%

J. H. Williams & Co. . . . . 25%

#### Wringers, Clothes—

In lots of less than one dozen. . . . . Cash

Am. Wringer Co.'s list, July, 1896. . . . . 2%

Colby Wringer Co., list May 1, 1894. . . . . 40%

Lovell Mfg. Co., list July 2, 1894. . . . . 40%

National Wringer & Mfg. Co., list Jan. 1, 1895. . . . . 2%

Peerless Mfg. Co., list Feb., 1892. . . . . 2%

Note.—On lots of 1 dozen a discount of 10% is often given.

#### Spirits Turpentine—

In regular bbls. . . . . 40 c

In machine bbls. . . . . 41 c

#### Dry Colors—

2 lb. . . . .

Blue, Chinese. . . . . 35 @ 40 c

Blue, Prussian. . . . . 33 @ 38 c

Blue, Ultramarine. . . . . 6 @ 30 c

Sienna, Italian, burnt & powdered. . . . . 4 1/2 @ 10 c

Sienna, Italian, raw & powdered. . . . . 3 @ 7 c

Umber, Turkey, burnt. . . . . 2 1/2 @ 3 1/2 c

Umber, Turkey, raw. . . . . 2 1/2 @ 3 1/2 c

Green, Chrome, Ordinary. . . . . 5 @ 7 c

Green, Paris, in bulk. . . . . 15 @ 16 c

Indian Red, American. . . . . 2 1/2 @ 8 c

Indian Red, English. . . . . 4 1/2 @ 8 1/2 c

#### Colors in Oil—

Black Lampblack, best. . . . . 13 @ 15 c

Black Lampblack, common. . . . . 8 @ 10 c

Blue, Chinese. . . . . 35 @ 40 c

Blue, Prussian. . . . . 33 @ 38 c

Blue, Ultramarine. . . . . 14 @ 18 c

Sienna, burnt. . . . . 11 @ 13 c

Sienna, raw. . . . . 11 @ 13 c

Umber, burnt. . . . . 11 @ 13 c

Umber, raw. . . . . 11 @ 13 c

Brown, Vandyke. . . . . 11 @ 13 c

No. 3.—2 1/2 in.  
Wheel  
The Standard  
Steel  
Pulley  
For  
Years.



# "FOX-ALL-STEEL"

The Original and Only Steel Pulleys with a  
Durable Bushing in the wheels  
TO TAKE THE WEAR.

No. 3.—2 1/2 in. For Four Hole Mortise.  
No. 7.—2 1/2 in. Four Hole or Machine Mortise.  
No. 9.—1 1/2 in. Three Hole or Machine Mortise.  
No. 10.—2 in. A New Style, out March 15th.

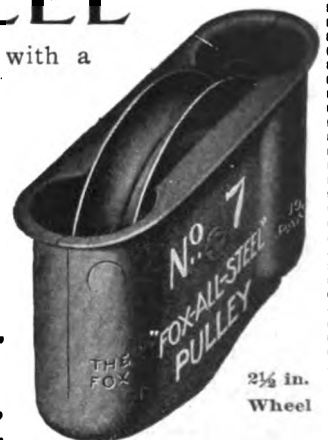
#### REMEMBER

Fox Pulleys are not experiments.  
Extensively used over eight years.

Do not be misled by imitations, they are not "The same as The Fox."

SAMPLES and Catalog FREE.

**FOX MACHINE CO.** 169 No. Front St.,  
Grand Rapids, Mich.



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New White Light Gas Lamp Co.,  
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Boston and Chicago.

**Adjustable Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport,  
Conn.

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Geneva Tool Co. Geneva, Ohio.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison,  
Iowa.  
Underhill, Clinch & Co., New York.

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Rapid Rifle Co. Ltd., Grand Rapids,  
Mich.  
Wm. G. Smith & Co., Philadelphia.

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Troy Nickel Works, Albany, N. Y.

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Magnolia Metal Co., New York.

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Alfred Field & Co., New York.

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Reading Hardware Co., Reading, Pa.

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Ames Sword Co., Chicopee, Mass.  
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Chandler & Farquhar, Boston.

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**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Enameled Door and Number Plates.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Enameline.**

J. L. Prescott & Co., New York.

**Enamelers.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Engravers.**

Standard Engraving Co., New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale & Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Expansion Bolts.**

D. C. Seaman & Co., Philadelphia.

**Export Agents.**

John H. Graham & Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**

Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.

**Faucets, Metal.**

John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fences, Wire and Iron.**

Clinton Wire Cloth Co., Clinton, Mass.  
Ellis & Helfenberger, Indianapolis, Ind.  
Frost Wire Fence Co., Cleveland, O.  
Jones National Fence Co., Columbus, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Files.**

G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.

**Filters.**

A. L. Baron Mfg. Co., New York.  
T. Linke & Co., New York, N. Y.

**Fire Arms.**

Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Remington Arms Co., New York.

**Fishing Tackle.**

Enterprise Mfg. Co., Akron, O.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Flower Pot Stands.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**

Chas. D. Brown, New York.  
Sargent & Co., New York, and New Haven, Conn.

**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Frame Palleys.**

Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Garden Tools.**

Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.

**Gasoline Lamps.**

Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.

**Gasoline Stoves.**

Dangler Stove & Mfg. Co., Cleveland, Ohio.  
Sun Vapor Stove Mfg. Co., Detroit, Mich.

**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**

John Byrnes, New York.  
Smith & Hemenway Co., New York.

**Glue.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.

**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**

H. S. Earle, Detroit, Mich.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.

**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins & Co., Indianapolis, Ind.

**Gunpowder.**

E. I. DuPont de Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.  
Tower & Lyon, New York.

**Gun Implements.**

Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.

**Hair Felting.**

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**

John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.

**Handles, Tool.**

Berger Bros. Co., Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.  
Russell & Erwin Mfg. Co., New York.

**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Hangers, Joist and Wall.**

National Iron & Wire Co., Cleveland, Ohio.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Hangers, Parlor Door.**

John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Hardware Mfrs' Agents, Etc.**

John H. Graham & Co., New York.  
Robert Murray, New York.  
Russell & Erwin Mfg. Co., New York.  
Underhill, Clinch & Co., New York.

**Hardware Specialties.**

Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.

**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**

Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.

**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers & Bro., Ashland, Ohio.

**Hay Forks.**

Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Heaters, Gas.**

Lawrence Stove Mfg. Co., Buffalo, N. Y.

**Heaters, Oil.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Hinges.**

Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.

**Hinges, Shutters.**

Clark Mfg. Co., Buffalo, N. Y.

**Hinges, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Sargent & Co., New York.

**Hinges, Trunk, Box and Door.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Hoisting Machinery.**

Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.

**Hones, Razor.**

Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.

**Hooks.**

Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.

**Horse and Cattle Ties.**

Covert Mfg. Co., West Troy, N. Y.

**Horse Nails.**

Ansable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.

**Horse Rasps.**

G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.

**Hose Menders.**

John H. Graham & Co., New York.

**Hose Pipe.**

F. E. Myers & Bro., Ashland, Ohio.

**Hose, Rubber.**

J. W. Buckley Rubber Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.

**Ice Cream Freezers.**

John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.

**Ice Chisels.**

Iowa Farming Tool Co., Ft. Madison, Iowa.

**Ice Creepers.**

Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.

**Ice Tools.**

John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.

**Iron.**

Bruce & Cook, New York.

**Iron Fences.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Jack Chains.**

Smith & Egge Mfg. Co., Bridgeport, Conn.

**Ladders.**

Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.

**Lamps, Bicycle.**

John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Land Rollers.**

John W. Douglass, New York.

**Lard Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Lawn Fences.**

Dwiggins Co., Anderson, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Lawn Mowers.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
Underhill, Clinch & Co., New York.

**Lawn Rakes.**

Underhill, Clinch & Co., New York.

**Lawn Rollers.**

John W. Douglass, New York.

**Lawn Swings.**

M. C. Henley, Richmond, Ind.

**Lead.**

Bruce & Cook, New York.

**Lead Nails.**

Salem Nail Co., New York.

**Lead Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Leather, Shoe Soles and Heels.**

Baxter Schenkelberger & Co., Boston, Mass.

**Lemon Squeezers.**

Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.

**Levels.**

Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.

**Locks and Knobs.**

Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.

**Lubricants.**

Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

**Luminous Balts.**

Enterprise Mfg. Co., Akron, O.

**Magnolia Metal.**

Magnolia Metal Co., New York.

**Mallets.**

Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.

**Manicure Files.**

Emil Forquignon Mfg. Co., New York.

**Maple Supplies.**

Youngstown Specialty Mfg. Co., Youngstown, O.

**Masons' Lines.**

Samson Cordage Works, Boston.

**Measuring Pumps.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Measuring Tapes.**

Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.

**Meat Choppers.**

John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Meat Cutters.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Metallic Paint.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.

**Mills, Coffee and Spice.**

Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.

**Mills, Drug.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Mincing Knives.**

Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.

**Mitre Boxes.**

C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.

**Mowing Machine Oilers.**

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Nails.**

Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.

**Nail Pullers.**

Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.

**Nail Sets.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.

**Needles.**

Alfred Field & Co., New York.

**Nippers.**

Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Nuts.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.

**Office Railings.**

Gilbert & Bennett Mfg. Co., New York and Chicago.

**Oilers.**

Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

**Oil Heaters.**

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

**Oil Stoves.**

Dangler Stove & Mfg. Co., Cleveland, Ohio.

**Oil Tank Outfits.**

Eastern Oil-Tank Co., Lowell, Mass.

**Ornamental Iron Work.**

Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.

**Padlocks.**

Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.

**Paints.**

L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
William Connors Paint Mfg. Co., Troy, N. Y.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.

**Paper Clips.**

Cushman & Denison, New York.

**Pencils.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Pipe Cutters.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.

**Pipe Straps.**

Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pipe Threading Machines.**

Armstrong Mfg. Co., Bridgeport, Conn.

**Pipe Vises.**

Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.

**Planes.**

C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.

**Plated Ware.**

Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.

**Pliers, Fencing.**

Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.

**Plumbers' Supplies.**

L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.

**Pocket Cutlery.**

John Chatillon & Sons, New York.  
Alfred Field & Co., New York.

**Police Equipments.**

Tower & Lyon, New York.

- Polish, Stove.**  
Alumiline Paint & Polish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.
- Post Hole Diggers.**  
John H. Graham & Co., New York.
- Porcelain Enameled Letters, Etc.**  
A. V. Taylor & Co., Cincinnati, Ohio.
- Poultry Netting.**  
Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.
- Powder.**  
E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.
- Power Hammer.**  
The Scranton & Co., New Haven, Conn.
- Price Books.**  
Hardware Publishing Co., New York.
- Price Cards and Holders.**  
John S. Menagh, Jersey City, N. J.
- Printing and Mailing.**  
U. S. Mailing & Advag. Co., Cleveland, O.
- Pruning Shears.**  
Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.
- Pulleys, Hoisting.**  
Burr Mfg. Co., Cleveland, Ohio.  
F. E. Myers & Bro., Ashland, Ohio.
- Pumps.**  
John H. Graham & Co., New York.  
H. L. Hurst Mfg. Co., Canton, O.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.
- Punches, Spring.**  
Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Railings, Brass and Iron.**  
Clinton Wire Cloth Co., Clinton, Mass.
- Railroad Brasses.**  
Magnolia Metal Co., New York.
- Rail, Barn Door.**  
Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.
- Railway and Mill Supplies.**  
R. Woodman Mfg. & Supply Co., Boston.
- Raisin Seeders.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Rakes.**  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.
- Razors.**  
Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.
- Razor Stropps.**  
Smith & Hemenway Co., New York.
- Reamers.**  
C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.
- Reels, Wood.**  
John Sommer's Son, Newark, N. J.
- Refrigerators.**  
Baldwin Refrigerator Co., Burlington, Vt.
- Registers, Warm Air.**  
Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.
- Revolution Counter.**  
Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.
- Rivets.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.
- Rivet Sets.**  
Eyelet Tool Co., Boston, Mass.
- Road Rollers.**  
John W. Douglass, New York.
- Roller Skates.**  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn., and New York.
- Roof Bolts.**  
Columbus Bolt Works, Columbus, O.
- Roof Rods.**  
Columbus Bolt Works, Columbus, O.
- Roofing and Roofers' Supplies.**  
American Steel Roofing Co., Middletown, Ohio.  
L. D. Berger, Philadelphia.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Canton Steel Roofing Co., Canton, O.
- Rope Attachment.**  
Newton Mfg. Co., Erie, Pa.
- Ruberoid Roofing.**  
Standard Paint Co., New York.
- Rules.**  
Alfred Field & Co., New York.  
Stanley Rule and Level Co., New York.
- Sad Irons.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Sand and Emery Paper.**  
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
- Sand Screens.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Sap Pails.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Sap Pail Covers.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Sash Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Sash Cord.**  
Samson Cordage Works, Boston.  
Tower & Lyon, New York.
- Sash Fixtures.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Sash Locks.**  
Champion Safety Lock Co., Cleveland, Ohio.  
W. & E. T. Fitch Co., New Haven, Conn.  
H. B. Ives & Co., New Haven, Conn.  
Payson Mfg. Co., Chicago, Ill.  
Reading Hardware Co., Reading, Pa.
- Sausage Stuffers.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.
- Saws.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Henry Disston & Sons, Philadelphia, Pa.  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.
- Saws, Butchers'.**  
John Chatillon & Sons, New York.
- Saw Sets.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.
- Saw Tools.**  
E. C. Atkins & Co., Indianapolis, Ind.  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.
- Scales.**  
John Chatillon & Sons, New York.  
Pelouze Scale & Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.
- Scoops.**  
Underhill, Clinch & Co., New York.
- Screens, Wire.**  
Underhill, Clinch & Co., New York.
- Screws.**  
Atlas Bolt & Screw Co., Cleveland, Ohio.
- Screw Cases.**  
F. A. Herrick Co., Jackson, Mich.
- Screw Drivers.**  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Sargent & Co., New York.  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Voigt, Starr & Co., New York.
- Screw Drivers, Electricians'.**  
The Ducharmes & Co., Shelburne Falls, Mass.
- Screw Plates.**  
Alfred Field & Co., New York.
- Scythes and Grass Hooks.**  
Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.
- Scythe Stones.**  
Cleveland Stone Co., Cleveland, O.
- Seal Presses.**  
Charles Morrill, New York.
- Sectional Shelving.**  
J. D. Warren Mfg. Co., Chicago.
- Shade Lines.**  
Samson Cordage Works, Boston.
- Sharpening Machines.**  
John Chatillon & Sons, New York.
- Shears and Scissors.**  
Alfred Field & Co., New York.  
R. Heinisch's Sons Co., Newark, N. J.  
Joseph Rodgers & Sons, New York.
- Sheet Steel.**  
Dunbar Bros., Bristol, Conn.
- Shelf Brackets.**  
Atlas Mfg. Co., New Haven, Conn.  
Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.
- Shoe Soles and Top Lifts (for Heels).**  
Baxter Schenkelberger & Co., Boston, Mass.
- Ship Tools.**  
G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.
- Shovels.**  
Underhill, Clinch & Co., New York.
- Sidewalk Chisels.**  
Underhill, Clinch & Co., New York.
- Signs, Enameled Steel.**  
A. V. Taylor & Co., Cincinnati, Ohio.
- Silver Ware.**  
Luther Boardman & Son, East Hadam, Conn.  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Sink Bolts.**  
Atlas Bolt & Screw Co., Cleveland, Ohio.
- Sink Cleaners.**  
John W. Sudlow, Brooklyn, N. Y.
- Skates, Ice and Roller.**  
John H. Graham & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.  
Union Hardware Co., Torrington, Conn.
- Skate Sharpeners.**  
Smith & Hemenway Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Skewers.**  
John Chatillon & Sons, New York.
- Slaw Cutters.**  
E. C. Atkins & Co., Indianapolis, Ind.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
C. E. Jennings & Co., New York.
- Snow Shovels.**  
Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.
- Solder.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.
- Spades.**  
Underhill, Clinch & Co., New York.
- Spark Guards.**  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Speaking Tubes.**  
Berger Bros. Co., Philadelphia.
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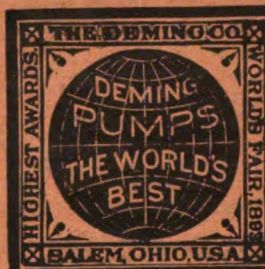
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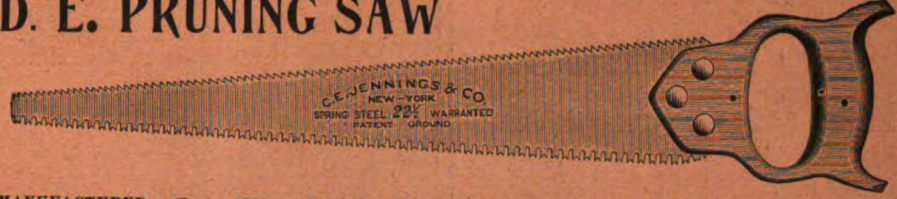
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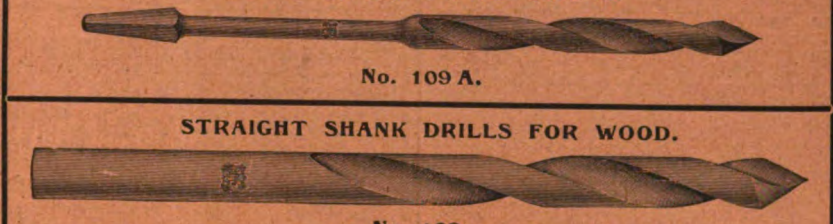
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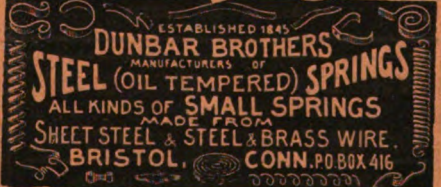
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Largest Variety, Toilet, Hand, Electric Power  
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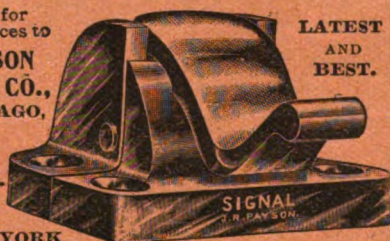
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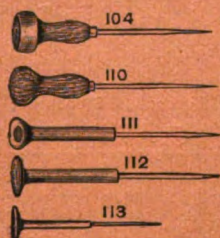
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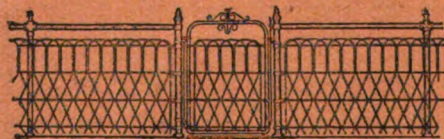
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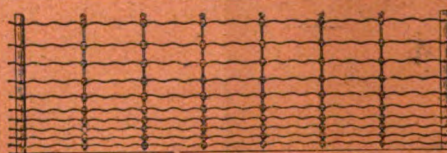
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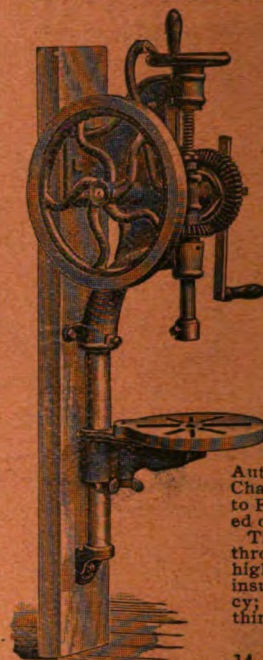
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They are constructed  
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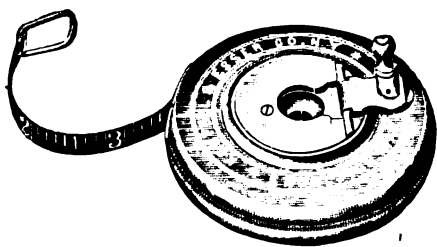
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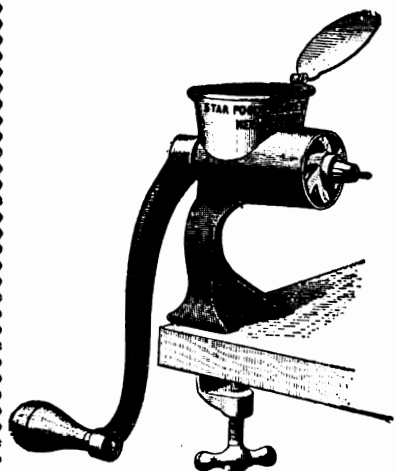
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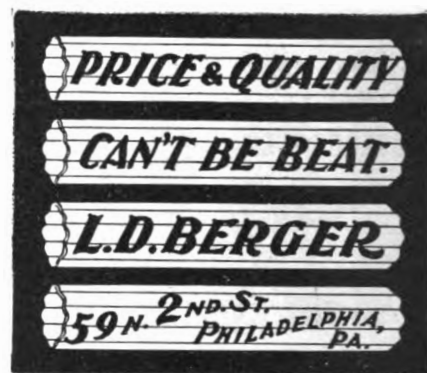
The STAR is unquestionably the best machine of its kind ever offered to the public. It will cut without crushing raw or cooked meat, sea food, fruit, vegetables, etc., into coarse or fine pieces, according to the cutter used, of which three accompany each chopper.

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No other chopper has the many merits of the STAR. None is more simple in construction or easier to understand or clean. From start to finish in the small points as well as in the large, the STAR FOOD CHOPPER is the best.

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We've got a good one—it sells like the proverbial Hot Cakes.

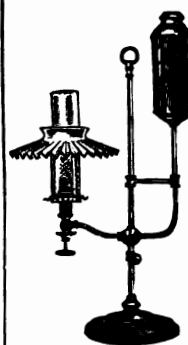
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**SALESMEN WANTED** to sell this and other sellers as side lines.

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A One Hundred Candle-Power Light for Six Hours' Service One Cent. The illuminant is gasoline, stored in compartments in the lighting fixture, and on passing through a heating chamber reaches the orifice in the form of gas, which burns with a smokeless flame under a mantle heated to incandescence. The light is not affected by temperature, and will burn equally well in summer or winter. The lamp uses 75 stove gasoline, and is started by heating the burner with a small alcohol torch, supplied with each light. There is no odor like the old gasoline stove.

These lamps have been approved by the Board of Underwriters of Chicago.

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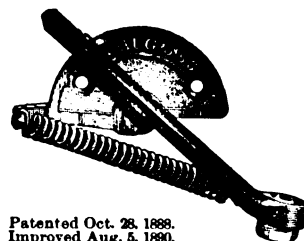
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extended.



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The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

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... "Electric" Spiral Screw-Driver...

THE BEST IN THE MARKET FOR THE MONEY.

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EXCLUSIVELY USED  
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THIS CUT SHOWS OUR  
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WITH ATTACHMENT FOR  
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That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of the roots, the grass will become thick and weeds will disappear.

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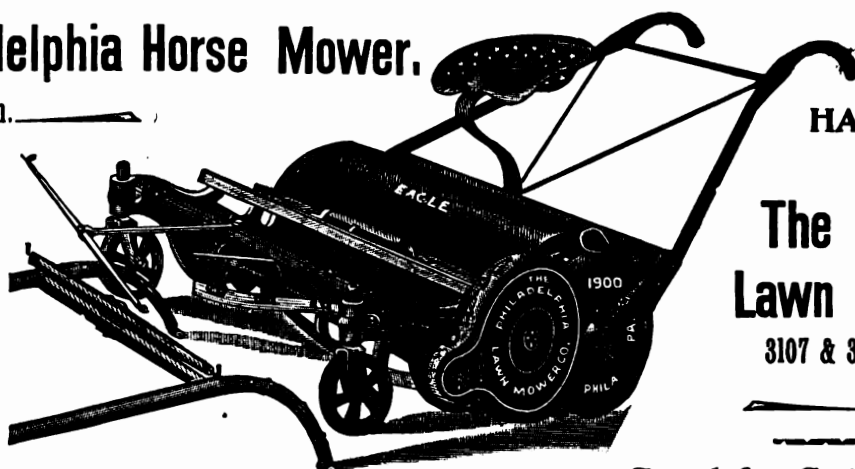
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Skylight and Sheet Metal Work.

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Sizes, 30, 35 & 40 in.

1900 PATTERN  
with  
SEAT and  
SHAFTS  
and  
DRAFT POLE  
Complete.



THIS IS ONE OF THE FIVE PATTERNS WE MAKE.

Also

15 kinds of  
HAND MOWERS

Made by

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"New Model,"

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**ARMSTRONG**

PIPE THREADING AND CUT-  
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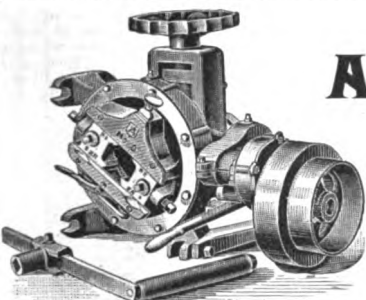
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They are all "Standards" and Never  
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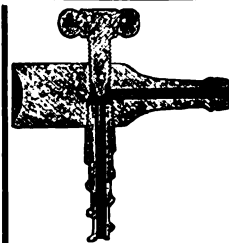


No. 0. Threading Machine, Power  
Attachment.



None but a fool believes all he  
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Champagne Tap does not leak and we  
mean it too, but as we do not take  
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This view  
shows the  
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Direct  
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Cut-Off  
isn't worth  
a sou  
marquet.

Order a sample  
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it, then you'll believe, not  
because we say so, but be-  
cause your test proved No. 1900  
absolutely proof against leakage.  
This Tap retails readily for one  
dollar and yields you a good profit.

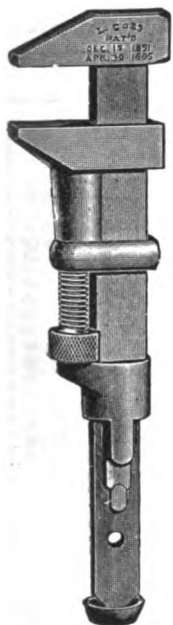
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More brilliant and fifteen times cheaper than electricity. The coming light  
of the future for homes, stores and churches. Odorless, smokeless, ornamental,  
portable, durable, inexpensive and absolutely safe. We have twenty different  
designs, both pressure and gravity, including the best lighting system for  
stores and churches. Mantles and Welsbach supplies at wholesale prices.  
Dealers and agents write us for catalogue "J." Big money in selling our lamps

**THE NEW WHITE LIGHT GAS LAMP CO.,**  
283 W. Madison St., CHICAGO, ILL.



# L. COES'

Genuine improved  
KNIFE HANDLE  
PATENT

## Screw Wrenches.

MANUFACTURED BY

**COES WRENCH CO.,**  
WORCESTER, MASS.

Established in  
1839.  
Registered  
April 9, 1893.

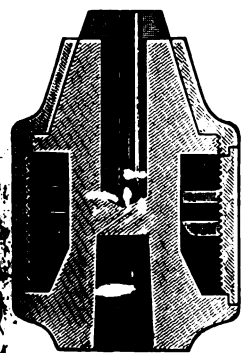
Patented Dec.  
15 1891.  
Patented April  
30, 1893.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

—Straight Bar Extra Long Nut for Screw in Jaw.—

The BEST MADE and STRONGEST WRENCH in the MARKET.

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Powerful Grip. Perfectly True.

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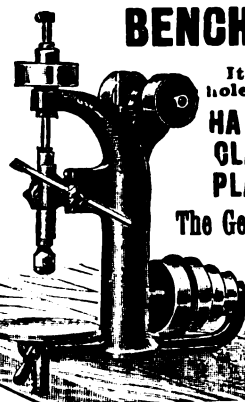
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LARGEST ASSORTMENT.  
ALL GRADES OF GRIT.  
NEAT APPEARANCE.  
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QUICK SELLERS.

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It will drill a 1/4-inch  
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**Patented Hardware Specialties**

**Rapid Grinding and Pulverizing Mills**


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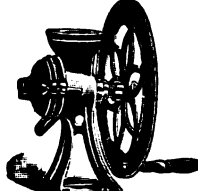
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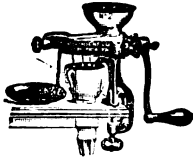


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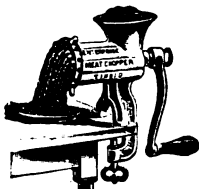
**Meat and Food Choppers**



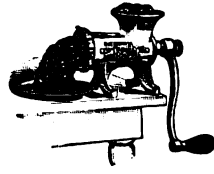
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**THE BEST**

**THE MODERN WITCH.**

MANUFACTURED BY

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FREE WHEEL,  
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ANY SPROCKET,  
ROLL BACKWARD.

SELLING AGENTS  
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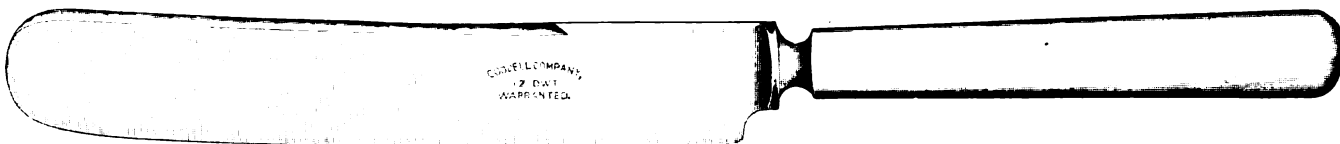




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12 DWT. PURE SILVER PER DOZ.

The best that human skill and labor can produce. Solid steel, hand forged. Best finish, heaviest plate.

**NONE BETTER AT ANY PRICE.**

Is the guarantee of a good company of any value?

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New Construction.  
New Features.

...GLASS LINED.

MANUFACTURED BY

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Catalogue on  
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113 to 121 Gwinnett St,  
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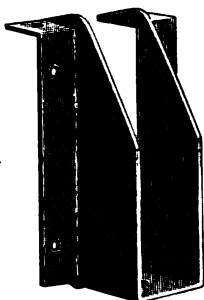
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Will pay for itself in a single day. Where **Steel Giant Grubbers** are kept and shown a large trade is soon established. They are a necessity to almost everybody owning land. Moderate price. Large margin of profit to the dealer.

Sample orders solicited and promptly filled.

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The best, cheapest, and latest improved  
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Structural and Builders'  
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## "NONE BETTER" STEEL DOOR HANGERS.

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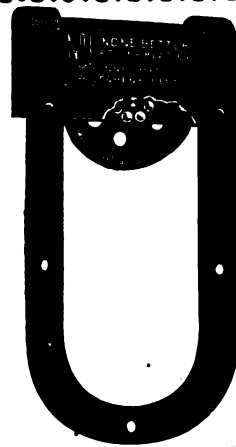
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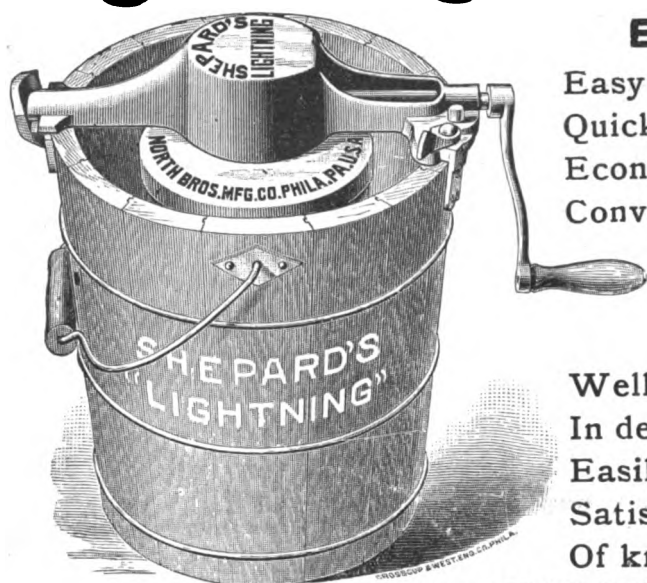
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**EXCEL** in  
Easy running.  
Quick Freezing.  
Economy.  
Convenience.  
Practical results.

**ARE**  
Well advertised.  
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Easily sold.  
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Of known reputation.

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**THE BEST IS EVER AND ALWAYS CHEAPEST.**

The merchant can recommend with confidence.  
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Excellence will insure enlarged demand.  
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Why, then, sell inferior Cutlery when

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JOSEPH RODGERS & SONS, LTD.,  
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Has had neither equals nor superiors in the manufacture of

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Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

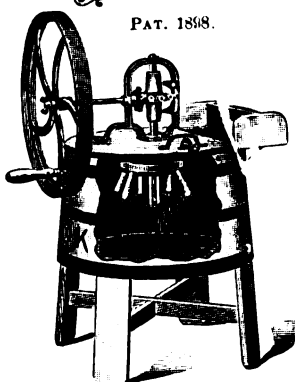
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**BECAUSE**

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Manufactured by **H. F. BRAMMER MFG. CO.,**  
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Satisfied  
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Means a permanent customer.  
**G. & J. Tires** will please and satisfy your trade.  
We will be glad to send you our catalog, telling of their merits.

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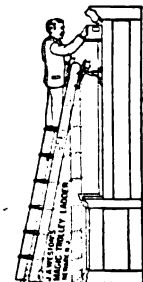
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STORE LADDER SERVICE.**

*Special Features, Smaller Space,  
Bear More Weight,  
Last More Years than all others.*



The trolley guide wheels at the top allow the ladder to be used at any desired angle. These ladders run on noiseless ball bearing rubber covered rolls that do not require any track on the floor.  
Made of White Ash, finished light.

**LADDERS,  
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**THIS PIPE WRENCH** is drop forged and built for hard usage. Does not crush, slip, or lock. All parts interchangeable. Send for catalog showing complete line.  
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**Benefits Greater Than Ever  
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**FINE BIT-KEY DOOR LOCKS.**

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**ALL KINDS UNDER THE**

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**Power Clippers, both hand & mechanical.**

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**Barbers Adjustable,**

**The best made.**

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**Household**  
**Specialty.**

**A Sink Cleaner**  
**and Shovel ?**  
**Combined.**

**Any housekeeper**  
**will throw away the**  
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**Sink Cleaner at**  
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**TRY IT AND BE**  
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**For sale by all Wholesale Hardware Dealers and**  
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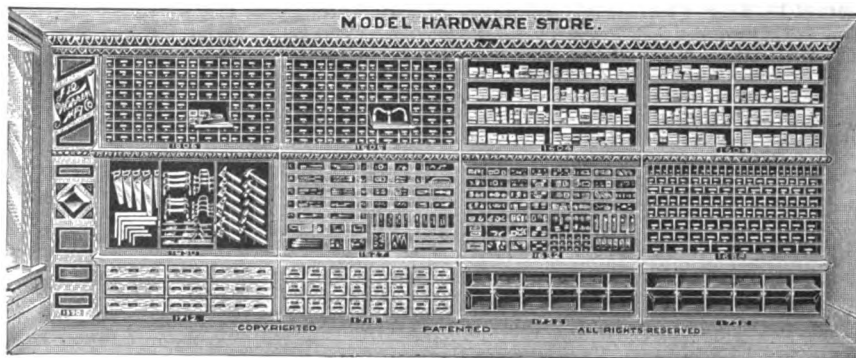
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**One of the Best Mediums Known.**

**C. T. Williamson Wire Novelty Co.,**  
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**MAKE YOUR STOCK SELL ITSELF.**

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**An ABSOLUTELY SAFE Arm,**  
**Superior in style to any on**  
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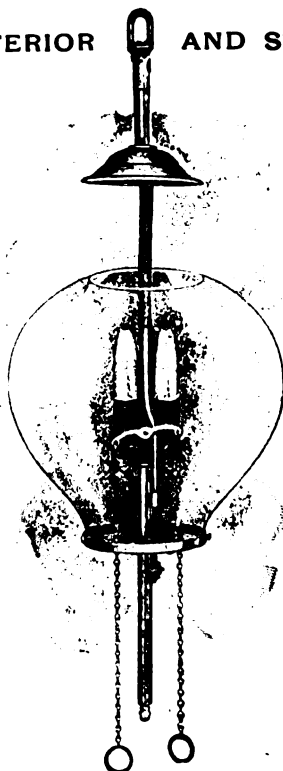
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TO APPLY FOR  
THE

# Agency of the Doran Lighting System

USED FOR INTERIOR AND STREET LIGHTING.

Remember the FIRST in the Field will reap the harvest. Our improved Doran Lamp is the height of perfection in Hydro Carbon lamps. DON'T confound this with the common 100 candle power gasoline lamp. We have something entirely new, pronounced by ALL who have seen it the BEST thing they ever saw.

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- 1250 Candle Power.
- No fount to fill and break mantles.
- No shadow below, light all around.
- Turned up and down instantly with a chain.
- Simplicity. (It will surprise you.)
- Practically Noiseless.
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EVERY LAMP SOLD SELLS ANOTHER.

## ACORN BRASS WORKS...CHICAGO

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## The B.-R. Spring .. Wire Novelties.

A High Grade Line of Quick-Selling Specialties, Carefully Constructed from First Class Material. Highly Finished.



HAT & COAT RACK.  
PRICE 15C.



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PRICE, 15C.

CARPET  
WHIP.  
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A Good Margin  
of Profit.

Send for Catalogue and Prices.



BROOM HOLDER.  
PRICE, 5C.

The Beckley-Ralston Co.,

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## The .. Little Giant Grass Hook

is a miniature scythe, looks right, hangs right and cuts right; the thing long sought for. Can mow a small lawn with it; can cut closer to trees, fences, etc. Can be used for cutting corn or clipping hedges.

Ask for catalogue B, and prices.

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Patented  
Feb. 13, 1900.  
June 26, 1900.  
Other  
Patents  
Pending

Tubular Rivet & Stud Co.  
**Tubular Rivets,**  
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# ALASKA

## Stove Hardware.

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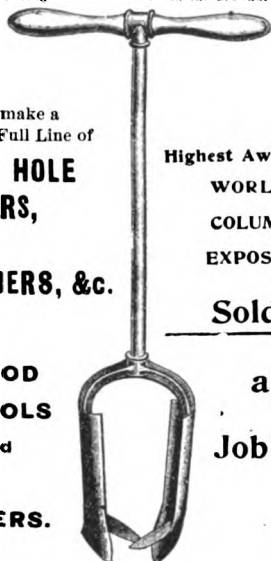
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Made only by **TROY NICKEL WORKS, Albany, N. Y.**

All our line is marked **ALASKA**. None other Genuine.

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For Boring All Kinds of Holes in the Ground.



We also make a Full Line of

**POST HOLE DIGGERS, DRAIN CLEANERS, &c.**

Highest Award  
WORLD'S  
COLUMBIAN  
EXPOSITION.

Sold by

GOOD  
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EASY  
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1836.

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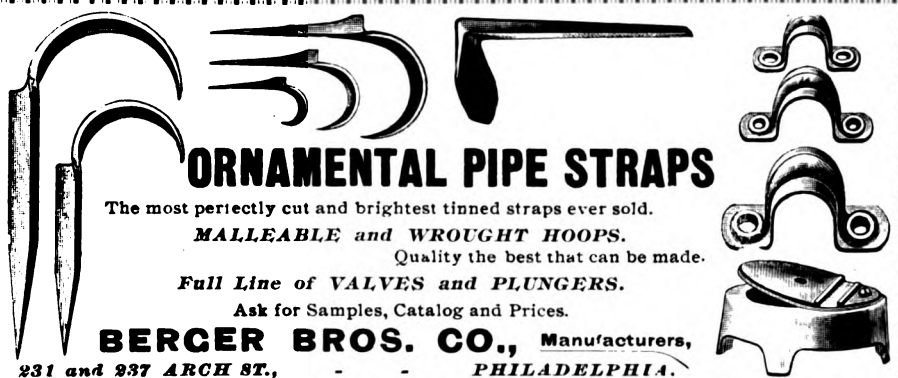
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The most perfectly cut and brightest tinned straps ever sold.

MALLEABLE and WROUGHT HOOPS.

Quality the best that can be made.

Full Line of VALVES and PLUNGERS.

Ask for Samples, Catalog and Prices.

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## The Eclipse Cleanable.

(Made in Burlington, Vermont.)

The only removable ice chamber refrigerator that introduces cold dry air at the bottom of provision room, getting it under and between the food and forcing the warm, moisture-laden atmosphere upwards and away to the ice, the great condenser and purifier. This is positive circulation.

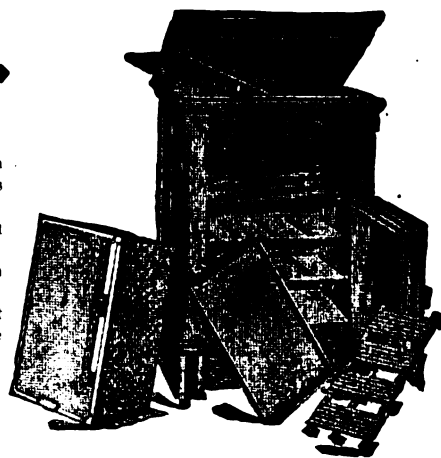
It is original and has no imitator or competitor. It is a success, and the dealer who wishes to build up a permanent trade in refrigerators can do it with the **Eclipse Cleanable**.


The people like it. It does good work economically, and is attractive in appearance. Made in plain and ornamental finishes. Every one sold is a standing advertisement.

We want your trade. Let us send you a couple of samples and we will get it. We have the utmost confidence in what we are offering you. There is money in it for you and ourselves. Our interests are mutual.

1901 CATALOGUE NOW READY.

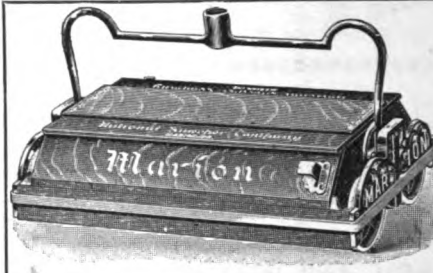
**Eclipse Refrigerator Works, . . Burlington, Vermont.**





OLD MOTHER GOOSE IN HER DIZZY FLIGHT.  
USES ONE OF THE "NATIONALS" THEY ARE RIGHT

MARION,  
MONARCH,  
PERPETUAL.



NATIONAL SWEEPER CO.  
MARION, IND.

WRITE FOR OUR SPECIAL PROPOSITION. IT IS INTERESTING.

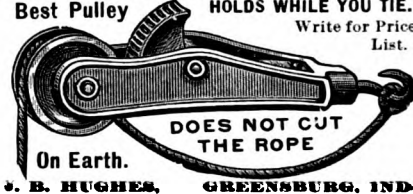
We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression.

These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales.



**JOHN CHATILLON & SONS,**  
85 to 93 Cliff St. and No. 13 Jacob St.,  
Established 1835. New York City.

**AMERICAN CORN AND FODDER SHOCK COMPRESSOR**  
Best Pulley HOLDS WHILE YOU TIE.



On Earth. DOES NOT CUT THE ROPE  
J. B. HUGHES, GREENSBURG, IND.



## Remember

When ready to place your order for perfect working and economical line of

Blue Flame Wick and Wickless Oil Cook Stoves and Ranges,  
Gasoline Vapor and Evaporating Stoves and Ranges or  
Gas Ranges, Stoves, Cookers, etc., etc.,

that the DANGLER lines are to-day the most popular in the market.

FOR FURTHER INFORMATION SEND FOR CATALOGS, ETC.

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CLEVELAND, OHIO, U. S. A.



# NEVER RUST

**DOES** just what its name implies. It protects all kinds of Machinery and Metals against decay and rust. It is easy to apply, and just as easy to remove. It never becomes rancid, nor will it get hard. \* \* \* \* \*

SAMPLE UPON REQUEST.

COMPOUND SPECIALTY CO.

SOLE AGENTS

**GEO. BORGFELDT & CO.,**  
48 WEST 4th STREET,  
NEW YORK CITY.  
Dept. Sch.

AGENTS WANTED ALL

OVER THE COUNTRY.

## The Horton Rotary Washer

Has proven to be decidedly popular.

### WHY?

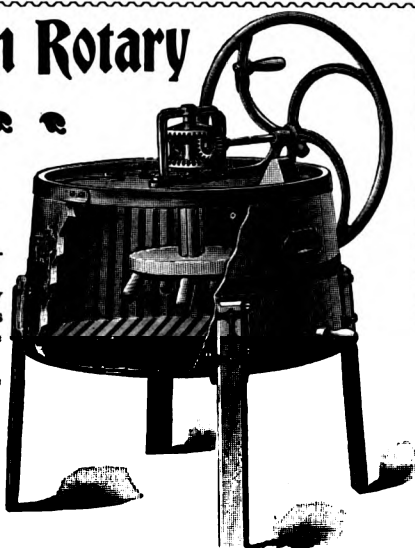
Because it is the up-to-date Washing Machine.

Because it sells readily and stays sold, and makes money and friends for the dealer.

Give it a trial, and we will guarantee the rest.

Catalogue and prices on application.

**Horton Mfg. Co.**  
FORT WAYNE, IND.



## SOMETHING NEW.

BARNES' PATENT

## Lawn and Vine Trimmer

(BARNES' PATENTS.)

Unexcelled for trimming the edges of a lawn next to the fence or curbing, around trees, shrubbery, or any place inaccessible with a lawn mower. Can also be used to trim bushes, grape vines, etc., without the use of a ladder.

MADE FROM FIRST-CLASS MATERIALS AND

IN FIRST-CLASS MANNER.

A FINELY TRIMMED LAWN, EVERYONE'S PRIDE.

SIMPLE, PRACTICAL, DURABLE AND INEXPENSIVE.



This man uses a Canton Trimmer and does not suffer from backache.



This man uses a Sheep Shears and has all kinds of aches.

Ask your Jobbers for prices, if they do not handle them write direct to us.

**E. H. ERK HARDWARE SPECIALTY CO.,**  
RICHMOND, IND.

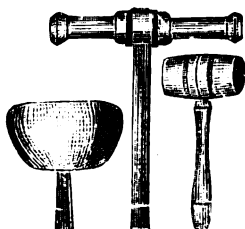
## WE ARE THE INVENTORS OF THE CAULKING MALLET

NOW USED IN ALL THE SHIP YARDS OF THE WORLD.

We make Mallets and Handles of all descriptions. This is our specialty. Illustrated Price List and Catalogue mailed upon application.

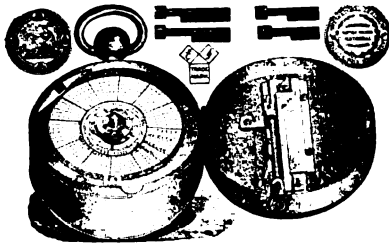
**N. Y. MALLET & HANDLE WORKS,**  
Established 1845.

454 E. HOUSTON ST., NEW YORK, U. S. A.



### "USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [Traps, Locks, Chains, Pulleys, etc.]: We have found your paper very useful as an advertising medium.



### STANDARD OF THE WORLD.

Awarded 12 Medals for PORTABILITY, SECURITY and GENERAL ADAPTATION for purposes intended.

Endorsed by fire underwriters everywhere. Reduces rate of insurance

Used exclusively U. S. Life Saving Service, Railroads, Mines, Hospitals, Institutions, Banks, Breweries, Express Companies, Refineries, Hotels, Residences, Factories, Stores, etc. Compels the watchman to make systematic visits to every part of your property, and records his exact whereabouts during the entire night.

Write for Catalogue and Special Prices to Dept. C.

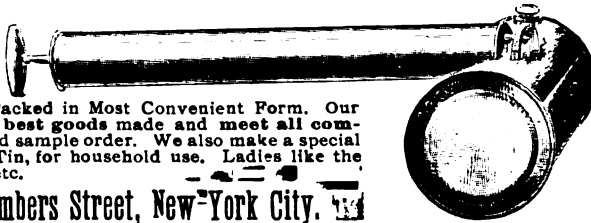
E. IMHAUSER, 206 Broadway, New York.

## Stevens' Sprayers

Patented January 20, 1901.

Best Construction, Finest Finish, Packed in Most Convenient Form. Our Prices are Right. We furnish the best goods made and meet all competition. Write us for prices. Send sample order. We also make a special small Sprayer in both Brass and Tin, for household use. Ladies like the small size, for roses, houseplants, etc.

STEVENS & CO., 99 Chambers Street, New York City.



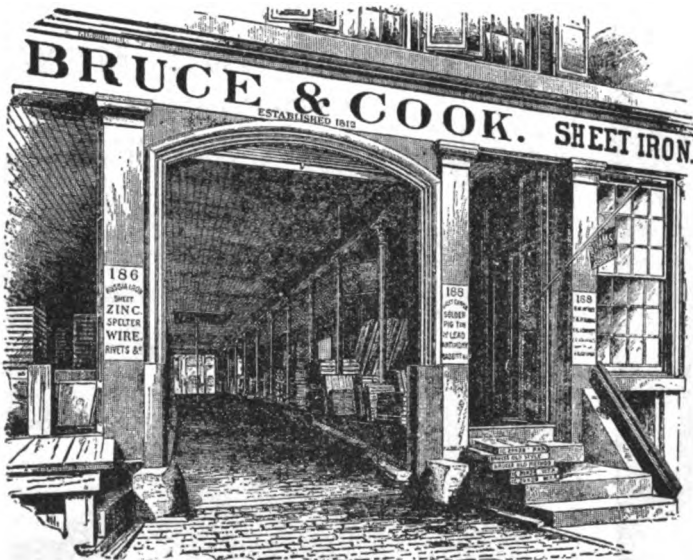
# BRUCE & COOK,

## TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,  
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



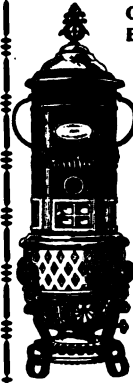
Antimony.  
Babbit Metal.  
Boiler Rods.  
Burritt's D'ble Seamer.  
Copper Bottoms.  
Copper Circles.  
Copper Ingot.  
Copper Sheets.  
Copper Wire.  
Corrugated Leader.  
Cor. Elbows and Snoces.  
Dampers.  
Have Trough Leaded.  
Have Trough Galvan'd.  
Have Trough Mitres.  
Have Trough Irons.  
Elbows--Stove Pipe.  
Elbows--Adjustable.  
Fire Pots.

Gem Gasoline Furnaces  
Gutter, Wide Roof.  
Gutter Strainers.  
Hard Metal.  
Kettle Bars.  
Lead--Bar and Pig.  
Leader Hooks.  
Malleable Bars.  
Mallets.  
Metal Lath.  
Metallic Paint.  
Nails--Roofing Tinned.  
Nails--Wire Roofing.  
Nails--Wire R'g Tinned  
Pail Woods.  
Perforated Tin.  
Ribbed Leader.  
Rivets.  
Roofing Tin Plates.

Roofing Seamers.  
Resin.  
Sheathing Paper.  
Sheet Iron--Char. Cl'd.  
Sheet Iron--Cold Rol'd.  
Sheet Iron--Com. Cl'd.  
Sheet Iron--Corrugated  
Sheet Iron--Galvanized  
Sheet Iron--Planished.  
Sheet Iron--Russia.  
Solder.  
Soldering Coppers.  
Spelter.  
Spelter Solder.  
Squaring Shears.  
Store Boards.  
Store Pipe.  
Stove Pipe Collars.  
Strainer Wire Cloth.

Taggers Iron.  
Taggers Tin.  
Terne Plates.  
Tin--Bar and Pig.  
Tin Plates.  
Tin Shingles.  
Tinnerns' Machines.  
Tinnerns' Tools.  
Ventilators--Globe.  
Wall Hooks.  
Water Cut-offs.  
Wire--Annealed.  
Wire--Bright.  
Wire--Coppered.  
Wire--Galvanized.  
Wire Tinned.  
Zinc for Etching.  
Zinc Sheets.

## Have You Tried a Banner Oil Heater For That Cold Room of Yours?



Odorless : Smokeless : Portable  
Easily Carried from Room to Room

Satisfaction Guaranteed or  
Money Refunded

VERDICT, after 8 years' trial;  
the best

When not kept by  
dealers, will send, freight  
paid, to any point east  
of the Rocky Mountains,  
on receipt of

\$5

38 In. High.

The Plume & Atwood Mfg. Co.

NEW YORK CHICAGO

Factories, . . . . . Waterbury and Thomaston, Conn.

## Eyelet Tool Co.

Manufacturers of

Eyelet Sets and Leather Punches,  
Drive or Belt Punches,  
Burr and Rivet Sets, etc.

SETS AND PUNCH TUBES  
of all kinds made to order.

Send for Catalogue.

42 Lincoln St. BOSTON.

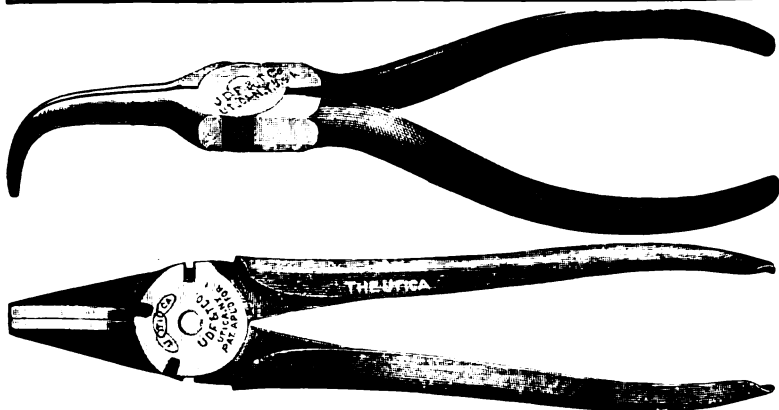


WRITE US FOR PRICES.



WIRE FENCING,  
COILED SPRING WIRE,  
SMOOTH, SOFT GALVANIZED WIRE,  
BARB WIRE and STAPLES,  
PLAIN and ORNAMENTAL STEEL GATES.  
Lowest Prices. Quality Guaranteed. Prompt Shipments.

THE FROST WIRE FENCE COMPANY,  
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## WE HAVE 'EM

Pliers that Cut. Pullers that Pull.

The GREEN BOOK shows all kinds, styles and prices. See it!

**Utioa Drop Forge & Tool Co.,**

Smith & Hemenway Co.,

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296 Broadway, New York.

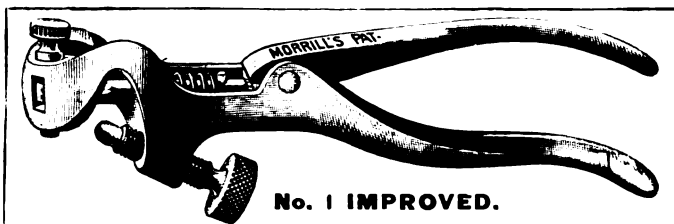
## MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue.

**CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.



HARNESS PREPARATIONS

FRANK MILLER'S  
Harness Dressing

RECOGNIZED AS

"The Standard."

Produces a brilliant jet-black gloss, which will not peel or smut, and to which dirt will not stick



Frank Miller's  
Harness Soap.

Unrivalled for cleaning and softening Harness. Put up in cakes, pans, boxes and tubs.

FRANK MILLER'S  
HARNESS OIL.

Preserves and softens the leather, thus adding life. The highest quality of oil on the market.

Manufactured by

**THE FRANK MILLER CO.,**  
349-351 West 26th St.,  
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The . . .  
"ORIGINAL  
JENNINGS"  
AUGERS and  
AUGER BITS



Genuine have  
"Russell Jennings"  
stamped in full  
on the Round of  
each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.  
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

**THE CLARK MFG. CO.,** Buffalo, N. Y.

Manufacturers of

Lull & Porter, O. S.

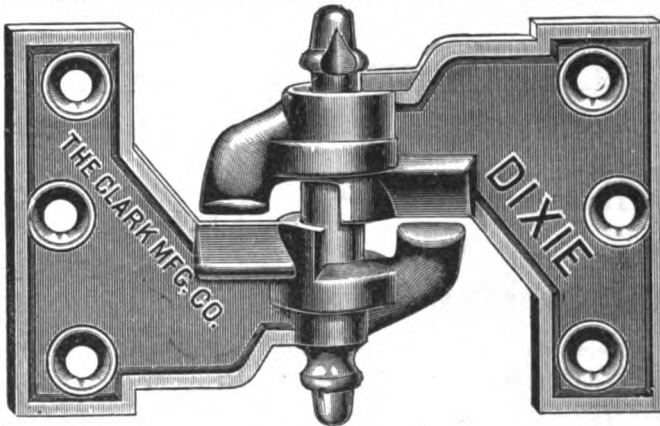
"DIXIE"

—AND—

"BUFFALO REVERSIBLE"  
SHUTTER HINGES.

—AND—

CLARK'S SURFACE BLIND  
HINGES, GATE HINGES,  
SASH PULLEYS, SPRING  
HINGES, CAST DOOR  
BUTTS, STOVE PIPE  
DAMPERS, ETC. . . .



**THE SUN**

**Improved Odorless Gasoline Stoves**

Ready to Light . . . .  
the moment gasoline is turned on.

**POSITIVELY ODORLESS.**—No soot, smoke or dirt.

**SAFE.**—The tank is out of sight and away from danger.

**SIMPLE.**—Burner has only three parts and it can't wear out.

**A WARMING CLOSET** which doesn't heat the house.

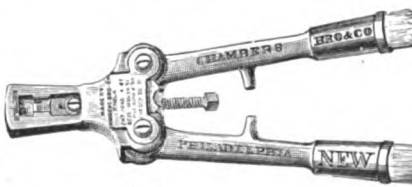
MADE IN TWELVE SIZES.

**The Sun Vapor Stove Mfg. Co.,**

29 East Atwater Street,  
DETROIT, MICH.



**A. B. A Vest Pocket  
No. 11 Manicure Outfit**



**BOLT AND RIVET CLIPPERS**

**CHAMBERS BROS. CO.**

Fifty-Second and  
Media Streets, Philadelphia, Pa., U. S. A.



# The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



## SASH CHAINS.

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"Giant," "Red Metal"

• • Cable and Jack

## Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

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New York Agent : J. J. Halpin, 62 Rensselaer Street.  
Philadelphia Agent : W. E. Trull, 13 N. Sixth Street.  
Chicago Agent : H. H. Munger, 142 Lake Street.  
St. Louis Agent : Chas. M. Groves, Chemical Bldg.



# THE DEMAND

for PAINTS

and VARNISH

Will increase with the advent of the spring season, as numerous articles about the house will need brightening up. Wagons, Buggies, etc., will require to be touched up here and there. We make it possible to do this work at little expense by furnishing paints and varnish in small packages. . . . Ask for sample cards.

**Harrison Bros. & Co., Inc.,**

White Lead, Colors, Paints, Varnishes & Chemicals,

Thirty-fifth St. and Grays Ferry Road.

PHILADELPHIA

117 Fulton St.

NEW YORK,

27 Lake St.

CHICAGO,

# THIS CAN ▲ ▲ ▲

HAS A

## Clock Spring Steel Bottom

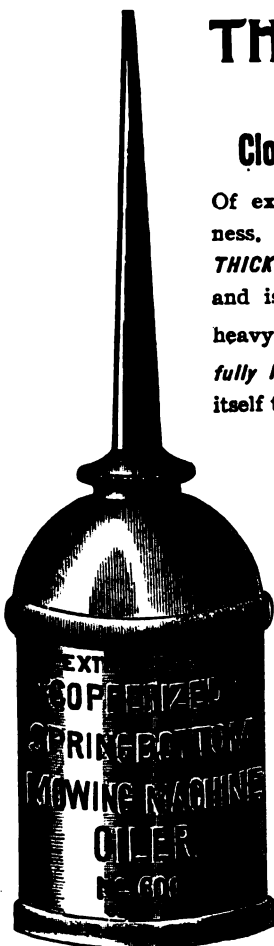
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished*. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR  
SPRING DELIVERY.

The Wilmot & Hobbs  
Mfg. Co., • • •

BRIDGEPORT,  
CONN. . .



AN  
ALL-'ROUND  
GOOD  
ROOFING  
IS

# P & B RUBEROID

Ruberoid is just as effectual in Winter as in Summer. Cold does not harm it. Heat will not cause it to run, because there is no tar in it to melt.

Its great popularity is due to the fact that it "Stands up" under the most trying conditions and NEVER VARIES IN QUALITY.

**THE STANDARD PAINT COMPANY,**  
NEW YORK.

OFFICES:  
100 William St.

WAREHOUSES:  
81 John St.

# HARDWARE

At the annual meeting of the Albany Hardware & Iron Co., held March 4th, the following officers were re-elected: Charles H. Turner, president; James K. Dunscomb, treasurer; William B. Wackerhagen, secretary. The remaining directors are: George I. Amsdell, Peter Kinnear and Seth Wheeler.

The annual meeting of the P. & F. Corbin Co. stockholders was held at the office of the company March 13th. The following directors were elected: Philip Corbin, A. Corbin, J. B. Talcott, Charles Miller, C. H. Parsons, C. E. Wetmore and Charles Glover. The old board of officers was re-elected by the directors as follows: President, Philip Corbin; vice-president, A. Corbin; secretary, Charles E. Wetmore; treasurer, P. Corbin.

*The Hawaiian Almanac and Annual* for 1901 is the twenty-seventh issue of this handy reference work. It is a well printed pamphlet of over 200 pages, giving a great variety of information concerning the trade, finances, government, geography, agricultural, industrial and social conditions of the beautiful islands of Hawaii, together with special advice and items for the benefit of tourists. It is published by Thos. G. Thrum, Fort Street, Honolulu.

The Chicago Solar Light Co., 81 Fifth Avenue, Chicago, Ill., were recently in receipt of a letter from a Hardware firm in Michigan which read: "We like your Arc Illuminator so well we are now working nights instead of days. We have no desire to change the general order of things, but if our lamps make night brighter than day, what are we to do?" This unique testimonial is but one of many of a commendatory character frequently received by this company.

The Marshall-Wells Hardware Co., Duluth, Minn., now that they have moved into their great new store, which, with one exception, is the largest in the United States, have in contemplation the establishing of a branch house in San Francisco to subserve the interests of Oriental trade. The firm have had an agent in China and Japan for a year looking up the trade prospects in those countries, and it is firmly believed that success will crown their efforts in this important particular.

Fox Machine Co., Grand Rapids, Mich., whose attractive advertisement will be found on page 64, anticipate bringing out a new Steel Pulley within a very short time, and a new issue of their catalogue, which they have in contemplation, is held up in order to properly illustrate this new pulley. This company are claimed to be the original manufacturers of steel pulleys of this description, and as the new pulley will have a two-inch wheel the trade anticipate its addition to their line with some degree of interest. It will be known as their No. 10.

George H. Stowell, after an active career of thirty-seven years in Brown's Block, Claremont, N. H., has recently disposed of his stock of Hardware with the good-will of the business to Oscar B. Rand, Edward A. Ball and Henry O. King, who intend continuing the business on its accustomed lines. As Mr. Rand, who will be the business manager, has had thirty-five years' experience in his connection with Mr. Stowell, there can be but little doubt that the change will be blessed with more than the usual degree of success. Mr. Stowell certainly deserves a rest from his arduous labors as a veteran in the business.

At the annual meeting of the P. & F. Corbin Co., New Britain, Conn., the directors were authorized by the stockholders to take such action as they deemed best in the matter of the formation of a new company to take over that part of the business now conducted and known as the screw department. This department manufactures mainly certain parts for automobiles, in addition to wood and machine screws. This action is in the nature of an extra dividend to the stockholders, of the same order as was taken in the Corbin Cabinet Lock Co., which is a branch of the same concern. The stock in that case was given to the stockholders and now sells at from \$250 to \$300 a share.

The Keuffel & Esser Co., 127 Fulton Street, New York, the well-known manufacturers of drawing materials and surveying instruments, have added to their branch houses at 111 Madison Street, Chicago, and 708 Locust Street, St. Louis, a new establishment in San Francisco at 303 Montgomery Street (Nevada Block). This has been done on account of the steady growth of their trade on the Pacific Coast, and they believe that the dealers will welcome the convenience and advantage thus afforded them of obtaining their line of goods promptly at reasonable prices. John R. Carr, who has been acting as the selling agent of this company in San Francisco for some years, will be associated with W. E. Holcomb, their traveling representative, in charge of this branch. This should be a very successful move on the part of this progressive company.

At a meeting of the Board of Governors of the Hardware Club of New York, held on March 1st, the following gentlemen were unanimously elected to membership in the club:

Joseph Leeming, 73 Warren Street.  
Thomas L. Leeming, Jr., 73 Warren Street.  
George Cook, World Building.  
E. L. Goodsell, 10 Jay Street.  
R. Vincent Tobin, 203 Broadway.  
Abram Wyckoff, 253 Broadway.  
William C. Morrill, 277 Broadway.  
David Banks, Jr., 21 Murray Street.  
James C. Harrington, 26 Murray Street.  
George Gain, 150 Nassau Street.  
Frank J. Hutton, 206 Fulton Street.  
Frank Ames Hoyt, 73 Reade Street.  
Fred. J. Miller, 218 William Street.  
Frank H. Simmons, 110 Centre Street.  
Frederick E. Walker, 110 Centre Street.

The Eastern office of the Niles Mfg. Co., Chicago, Ill., is at 107 Chambers Street, New York, in charge of V. A. Musset, who designs carrying a stock in order to supply the trade east of Pittsburgh. The Niles Mfg. Co. report that their new style Jamb Hinges and Blanks are daily becoming more and more popular, a number of unequaled features making this fact possible. No sagging of the door, no jamb strip required, no projections on sides of door are features that assist materially. Then, again, the strength, fine appearance, etc., attract the architects, who are largely specifying them, and for inside work it enables some economy to be used, from the fact that instead of a pair of hinges one hinge and a blank make a set, thus saving about 25 per cent. of the cost. Their bronze and brass metal hinges and blanks are equipped with case-hardened steel bushings and spindles, and, like the iron ones, are made in all the various finishes.

# HARDWARE

VOL. XXII

MARCH 25, 1901.

NO. 12.

**HARDWARE** is a Review of the American Hardware Market, specially devoted to the Retail Trade.

**HARDWARE** is published on the 10th and 25th of each month. The subscription is \$1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made in the safest manner available to the remitter. Post-office and Express Money Orders are always safe and may be sent at our own risk.

Register your letters when you remit by cash.

**Foreign Subscriptions.**—For each copy to be mailed outside the United States, the Canadas, and Mexico, the price is \$1.50 a year, postage prepaid.

**Change of Date.**—It takes two weeks to change the date, after your subscription is renewed.

**Expiration of subscriptions.** The date on the wrapper indicates when your subscription expires.

**Change of Address.**—Always give both your old and your new address when you ask us to change your address.

**The Name of your Post-office and of the State you live in** should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

**HARDWARE PUBLISHING CO.,**

275 Broadway, New York.

L. E. MITCHELL,	.	.	President.
A. P. MITCHELL,	.	.	Secretary and Treasurer.
HENRY HOPKINS,	.	.	Editor.
A. E. BOLLES,	.	.	Advertising Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

## Editorial Trade Review.

The favorable weather we are having in the Eastern States conveys a general feeling of an early opening of navigation along the inland water routes, and of a general impetus being given to transactions involving the purchase of supplies and repairs, by the aid of which preparations the general improvement so confidently anticipated will become an established fact.

The demand on the retail dealers promises to be a heavy one, and stock preparations are being made accordingly. Orders are going forward by every mail to the favored jobbers, and the fear of advancing quotations, indicating a state of trade in which confidence in the future is a large factor, does not seemingly deter the dealer from making needed purchases, there being no delay in order that a bargain or deal may be made before decision.

Manufacturers even now find from the large number of orders already booked greater difficulty in making prompt shipments than they had apprehended, and urgent letters are daily received suggesting earlier deliveries than was at first contemplated, but which it is difficult to concede.

The improved state of trade, as order books are gradually filled by the demands of customers, forces to the background all the special discounts which earlier in the season were occasionally to be enjoyed by the purchasers of a Spring's specifications. Prices stiffen as the season advances in an uncomfortable manner for the hesitating buyer, and makes a subserviency to his former views quite impossible.

The tone of the iron and steel market, of course, is at the foundation of these rigid conditions of the present trend of trade. Heavy goods, being invariably in the forefront of a hardening market, feel the influence of the in-

creased cost of raw material first, and strengthen the entire line by constant fluctuations, invariably of an advancing character.

It is very natural that a speculative tone will occasionally become perceptible in orders given on a rising market, but the tendency, however, is confined to the supplies wanted for a single season, as few buyers would have nerve enough to lay in stock to run over August first. Travelers who are making supplementary trips to ascertain the conditions of future traffic, even before the goods are all delivered on midwinter requisitions of Spring goods, report finding business not too animated. This would indicate a desire to have the season fully open for business under the usual demand before estimating supplementary requirements, as yet undeveloped except in the realms of speculation.

The continued excellence of an export demand for the products of our mills and factories is still of a pronounced activity, and there is everything to hope for in this extension of our industrial products abroad, a suspension of which would undoubtedly excite suspicious forebodings for our future prosperity.

The publicity given by Hardware conventions and the full reports in the trade journals of the new and improved methods for transacting business have had, naturally, the effect of starting a number of new concerns in many sections of the country. The increasing supply of money everywhere noted where agricultural activity has been the mainstay makes it desirable that a larger rate of profit should be made by its use than simple interest from a banking standpoint could promise; so the tendency is toward an established, well regulated line of business, of which grade of commercial effort Hardware has ever been regarded of conservative importance. Many new stocks have been bought from the jobbers, and this has made a demand so important, frequently in the large centres, as to compel already the working at night to avoid being swamped at an early date by regular trade. Trade tools of all descriptions are reported in good demand, the continued employment of the skilled artisan making this movement gather force as the weeks go by.

## Favorable Condition of Our Exports and Imports.

Exports from the United States continue to increase, and the fiscal year 1901 seems destined not only to break all records, but perhaps touch the billion and a half-dollar line. For the 12 months ending with February the total is \$1,490,194,985, and for the 8 months of the fiscal year is \$1,015,185,374. Thus the record presented by the February statement of the Treasury Bureau of Statistics at least suggests a billion and a half record for the fiscal year 1901, since the 12 months ending with February are less than \$10,000,000 below that sum, and the 8 months of the fiscal year are \$15,000,000 above the proportion which 8 months of the 12 included in the fiscal year would be called upon to furnish of the \$1,500,000,000 total.

No eight months' period in the history of our export trade shows as large a total of exports as the 8 months ending with February, 1901. The total exports during that period are, as above indicated, \$1,015,185,374, against \$919,473,471 in the corresponding months of last year, and \$602,666,873 in 8 months of the fiscal year 1896, having thus increased more than 50 per cent in five years.

The favorable balance of trade, or excess of exports over imports, shows an even greater increase, being \$492,224,904 for the 8 months ending with February, against \$364,219,897 in the same months of the preceding fiscal year, and \$61,472,040 in 8 months of the fiscal year 1896. No eight



months' period in the history of our export trade has shown as large exports or as large an excess of exports over imports as that ending with February, 1901, and no 12 months' period ending with February shows as large exports or as large an excess of exports over imports as does the 12 months' period ending with February, 1901.

On the import side the figures are also satisfactory. The imports of February, 1901, are nearly \$5,000,000 less than those of February, 1900, and those for the 8 months ending with February are \$32,000,000 below those of the corresponding months of the preceding year, while those of the 12 months ending with February, 1901, are also slightly below the 12 months ending with February, 1900. The total imports in the 8 months ending with February were \$522,960,380, against \$555,253,574 in the 8 months of the preceding fiscal year, and \$541,194,833 in the 8 months ending with February, 1896. Thus the imports of the 8 months' period show in the five years a decrease of about \$20,000,000, while the exports show an increase of over \$400,000,000, comparing the 8 months ending with February, 1901, with the 8 months ending with February, 1896.

### Comparison of the World's Commerce.

A picture of the world's commerce in 1900 is presented in some figures just published by the Treasury Bureau of Statistics as a part of the monthly summary of commerce and finance. It shows the imports and exports of twenty of the principal countries of the world down to the latest attainable date, in many cases including the final month of the year 1900. The figures in most cases are for that portion of the fiscal year which had expired at the latest date for which the figures can be obtained, and compare the imports and exports of this latest term in question with the corresponding months of the preceding fiscal year, showing the increase or decrease of imports or exports in each case.

The figures are especially interesting in the opportunity which they offer to compare the present condition of the commerce of the various countries with that of one year ago, and to compare the growth of our own commerce with that of other countries. In the latter opportunity the figures are particularly gratifying. They show that the exports of the United States in the 7 months ending with January, 1901, increased just \$100,000,000 over the corresponding months of the preceding fiscal year, while those of the United Kingdom in the same months increased just \$50,000,000 over the corresponding months of the preceding year. Germany's increase in exports for the 12 months ending with December is \$49,000,000 over the year 1899, while France shows a decrease of \$14,000,000 in 1900, as compared with the year 1899. Argentina during the 9 months ending with September, 1900, shows an increase of \$5,000,000 in exports over the same months of the preceding year; Austria-Hungary in the calendar year 1900 shows an increase of \$10,000,000 over 1899; Belgium shows a decrease of \$12,000,000 in the calendar year 1900, compared with 1899; Canada for the 5 months ending with November shows an increase of \$4,500,000; Russia in the 10 months ending with October, an increase of \$38,000,000; British India in the 7 months ending with October, a decrease of \$15,000,000; Italy in the 11 months ending with November, 1900, a decrease of \$6,000,000.

Turning to the import side, the figures also show a satisfactory condition with reference to the United States, as compared with that of the other countries presented. In the 7 months ending with January, 1901, the imports into the United States were \$28,000,000 less than those of the same months of the preceding fiscal year, while those of the United Kingdom in that time showed an increase of \$27,000,000. Austria-Hungary shows in the full year 1900 an increase in imports of \$15,000,000; Belgium for the same period, a decrease of \$10,000,000; France in the full year 1900, a de-

crease of \$22,000,000; Germany in the same period, an increase of \$18,000,000; Italy in the 11 months ending with November, an increase of \$10,000,000; Mexico in the 4 months ending with October, an increase of \$2,000,000 over the corresponding months of the preceding year, and Spain in the 11 months ending with November, a decrease of \$5,000,000, as compared with the same months of 1899. For the 7 months ending with July, 1900, the Philippine Islands show an increase in imports of over \$2,000,000, and in exports of nearly \$6,000,000.

The tables of the Bureau of Statistics are as follows:

Countries and Periods.	Exports.	
	1899-1900.	1900-1901.
From—		
Argentina, 9 months ending September.....	\$113,501,175	\$118,230,153
Austria-Hungary, 12 months ending Dec....	377,903,175	338,113,976
Belgium, 12 months ending December.....	359,151,000	346,808,000
Bulgaria, 6 months ending June.....	5,456,982	3,209,563
Canada, 5 months ending November.....	77,968,314	89,785,928
Cape of Good Hope, 11 months ending Nov...	108,781,356	30,233,482
Egypt, 12 months ending December.....	75,879,538	82,877,349
Germany, 12 months ending December.....	1,001,278,000	1,050,611,000
France, 12 months ending December.....	801,459,000	787,080,000
Greece, 6 months ending June.....	6,978,000	7,210,660
India, British, 7 months ending October.....	196,759,044	181,879,029
Italy, 11 months ending November.....	250,511,973	224,515,936
Mexico, 4 months ending October.....	20,346,686	24,923,447
Portugal, 6 months ending June.....	16,221,000	17,264,000
Russia, European, 10 months ending October.	255,496,000	233,517,000
Spain, 11 months ending November.....	129,075,000	122,879,000
Switzerland, 9 months ending September....	111,037,000	117,706,000
*United Kingdom, 7 months ending January.	786,202,536	836,201,317
*United States, 7 months ending January....	787,391,702	887,702,257
Philippine Islands, 7 months ending July....	8,345,556	14,214,818
Porto Rico, 6 months ending December.....	2,345,980	2,274,839
Uruguay, 9 months ending September.....	26,012,084	24,267,181
Imported into—		
Argentina, 9 months ending September.....	84,197,998	84,400,223
Austria-Hungary, 12 months ending Dec....	326,600,573	341,746,905
Belgium, 12 months ending December.....	419,277,000	409,140,000
Bulgaria, 6 months ending June.....	6,440,575	3,653,574
Canada, 5 months ending November.....	74,369,447	74,918,792
Cape of Good Hope, 11 months ending Nov...	66,012,403	70,694,317
Egypt, 12 months ending December.....	56,556,827	69,757,440
France, 12 months ending December.....	872,033,000	850,846,000
Germany, 12 months ending December.....	1,304,977,000	1,332,580,000
Greece, 6 months ending June.....	11,916,837	10,963,030
India, British, 7 months ending October.....	131,926,644	130,949,480
Italy, 11 months ending November.....	264,552,144	274,766,632
Mexico, 4 months ending October.....	17,260,324	19,845,353
Portugal, 6 months ending June.....	29,165,000	34,159,000
Russia, European, 10 months ending October.	258,105,000	250,834,000
Spain, 11 months ending November.....	153,630,000	148,587,000
Switzerland, 9 months ending September....	161,405,000	157,107,000
United Kingdom, 7 months ending January....	1,425,177,013	1,552,238,321
United States, 7 months ending January....	486,419,633	458,831,071
Philippine Islands, 7 months ending July....	9,310,646	11,704,178
Porto Rico, 6 months ending December.....	5,254,712	4,735,166
Uruguay, 9 months ending September.....	19,914,216	19,289,239

\*Domestic exports only.

### The Romance of Gas.

A recent number of the *Contemporary Review* contains an exceedingly able article on "Gas Light," by an author who, in the plainest, yet most accurate of language, describes the revolution wrought in artificial illumination by the discovery of the incandescent mantle. In sober truth this story may be called a romance. For years highly successful attempts were made to improve upon the original "hole in a pipe," from which coal-gas was consumed; the fishtail, batwing, argand, and regenerative burners were invented, each being an improvement over its predecessors in the economy with which the carbon of the gas was rendered luminous. Now all these devices are superseded; the inherent illuminating power of the gas is no longer of primary importance, calorific value becomes the chief criterion, and this change has been mainly effected by the researches of one man—Dr. Carl Auer von Welsbach. Of course, Welsbach did not "invent" the incandescent system of lighting; nothing of great benefit to mankind is ever "invented"; like Topsy, it "grows." Drummond, Fahnehjelm, Clamond, were all workers in the same field; but the greatest of them all was Bunsen. Nevertheless, to Welsbach belongs the credit of devising the first incandescent burner of any real practical utility; but he was dependent upon the atmospheric flame. The mantle is to be seen in every town where coal-gas has penetrated, and it is found in most streets and most houses of the civilized cities throughout the world.

Credit for a large part of the excess of \$200,000,000 shown in all exports is, of course, due to the immensely increased value of the cotton shipments in 1900. These, it might be observed, were 14 per cent. greater in quantity and 64 per cent. heavier in value than in 1899.—*Exchange*.

## LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,  
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION: Two years ago I was a depositor in a Middletown, N. Y. bank, owned by a private banker. At that time I removed to Deckertown, N. J. I called at the bank to get my bank book, which was written up and given me. I had a balance due me of \$481.12. I checked this out of the bank, except \$63.81, and to be sure that was the exact amount still in this bank I again called at the bank, and was told that there was still a balance of \$63.81, which confirmed my figures. The bank knew that I was checking my money out of the bank to close the account, and I checked the \$63.81 out, thus closing the account. One year and a half after this the banker notified me that I had overdrawn my account \$50, and the reason for it was, that in charging my checks up a hundred-dollar check was, through mistake, charged at \$50. I want to know if he can by law collect this \$50 now, two years after this account was closed.

REPLY: The relation of debtor and creditor existed between you and your banker while you were a depositor in the bank in question. If when this relation ceased to exist you had overdrawn your account by \$50, you became indebted to the banker for this amount. This being a simple contract debt, action must be brought thereon both under the New York and New Jersey statute of limitations within six years from its accrual. But the question to be determined is whether or not this debt exists, or, in other words, Did you overdraw your account? If your former banker brings action against you to recover this sum, on him lies the burden of proving the overdrawing of your account by a preponderance of the evidence, which considering the fact that at the time of your closing the account not only your books but his own showed your accounts properly balanced, would seem to be an extremely difficult, if not an impossible, thing for him to do. The question of your overdrawing the account is one of fact to be determined by a jury. In this aspect of the case, you alone should determine the advisability of your paying the \$50 or going to trial, since the verdict is entirely with the jury, and no one can foretell the determination to which they may come. Upon the state of facts before us, if we felt that we had not in reality overdrawn our account, we should, were we in your place, decline to pay the sum demanded. But, as we have already indicated, this is a matter upon which no one is competent to advise you.

QUESTION: My business has been in a bad condition for some time, and I have a good many creditors. I have been thinking of going into bankruptcy to clear myself of debts, so I could start in business again without creditors. Kindly inform me whether my creditors could reach what property I have, if, before I went into bankruptcy, I made a bill of sale of all my property to a friend of mine.

REPLY: If this were done, it would be a clear attempt to defraud your creditors, and your trustee in bankruptcy could, and undoubtedly would, begin an action to set aside your bill of sale to your friend, and take your property and apply it to the payment of your creditors. We would not advise your attempting any such plan as that suggested, for, although many consider the bankruptcy law very lenient to the bankrupt, it is not so lenient when creditors are being deprived of their just rights. The result of such an action on your part would be that one or more of your creditors would object to your discharge, and if your discharge were refused, as it probably would be, they would very likely prefer to get a judgment against you rather than come in with the rest of the creditors and get their pro rata share.

QUESTION: About six weeks ago I was crossing Eighth Avenue in New York City with my son, a boy of twelve years of age, and before we could get safely across the track we were overtaken and struck by a trolley car. When the car was within twenty feet of us, I saw the motorman turn around and look back into the car, and when he turned

around again he could not stop the car in time to prevent its striking the boy and seriously injuring him. My son's leg was broken, and he was injured internally, and I fear he will never be perfectly well again. Can I sue the company?

REPLY: You have a cause of action against the railroad company for the loss of services of your son, and your son has a cause of action for personal injuries, if the same have resulted from the negligence of the railroad company or its servants. A father is entitled to the services of his minor children, and when he is deprived of these services by some injury to his child, he has a cause of action therefore. Before your son can sue, you should have yourself or some one else appointed as guardian *ad litem* for the purpose of the suit. Should you settle one of the suits, be careful that you do not release the other one. In the event of a settlement, we should advise you to submit any papers you were requested to sign to a lawyer before you sign them.

QUESTION: Some time ago I gave a mortgage of \$5000 on my house in New York. I and my wife both signed the mortgage, and another document which I understood was a bond. The mortgage will be due in about six months. I am about to sell my house, and would like to be informed if I would be liable in any way for this mortgage after the house is sold.

REPLY: If you sell your house upon which there is a mortgage this will not release you from liability—or the bond to which the mortgage is collateral. If your purchaser buys the house "subject to the mortgage" and does not "assume and agree to pay" the debt, he will not be personally liable for the debt, and if on sale the property did not bring the amount of the mortgage, a judgment for the deficiency could be entered against you. If, however, the purchaser "assumes and agrees to pay" the mortgage, the mortgagee will be able to obtain a deficiency of judgment against the purchaser as well as against yourself, if on sale the property does not bring the amount of the mortgage.

## Electrical Data.

Statistical data is always interesting, and that relating to the application of electricity at the close of the century, even if limited to a single country, is particularly so. From a recent important address before one of the English engineering societies are quoted the following facts and figures, showing the extent of the electrical industries in the United Kingdom. The three great uses of this subtle agency appear to be for telegraphic, lighting and more recently traction purposes. In addition there is a rapidly-growing number of industries relying upon electrical power, and again others dependent upon the chemical or heating powers of electrical currents, as, for instance, the manufacture of alkalies and bleaching powders, calcium carbide manufacture, the refining and reduction of metals, plating electrotyping, sewage purification, and, in a minor degree, medical and surgical treatments.

These figures are very impressive. The United Kingdom boasts of 2,584,000 miles of overhead telegraph lines and some 85,000 miles of underground conductors. They have 20,537 miles of national submarine cables and 177,989 miles privately owned. Forty-two cable ships are kept for the maintenance of these cables. The capital invested in electric lighting and power is about \$116,395,000, almost equally divided between municipal and private enterprises. The number of lamps connected to these stations is not far from 8,000,000. The telegraphs, which are under postal direction, handled 90,415,000 messages during the year.

It is estimated that the production of incandescent lamps throughout the world is about 165,000, of which number about 100,000 represent the output of the United States.—*Exchange*.

Jeweler—This ring is \$1 more than the plain one, on account of the chasing.

Farmer—See here, master, yew don't haf ter chase me. I'm giving ter pay fer what I git.—*Ex*.

## HARDWARE TRADE IN ABYSSINIA.

The ancient Empire of Abyssinia, or Ethiopia, includes the Kingdom of Tigre, with Lasta in the northeast; Amhara, with Gojam in the western centre; Shoa in the south, besides the outlying territories and dependencies of ill-defined boundaries.

Emperor Menelek II. is the present ruler of Abyssinia; he is assisted in the government of his country by a State Council. A railway is now under way of construction; it is being built by a French syndicate, and starts from Djibouti in French Somaliland; so far, about 100 miles of the route have been surveyed and 50 miles of the line laid down. There is also a telegraph and telephone line in course of construction between Adis Abbaba and Harrar. At the present time, however, nearly all goods entering Abyssinia are transported on mules, packhorses, donkeys, or camels.

The principal buyers are the Emperor and the various Rases, who, of course, possess the bulk of the wealth of the country. But the habit of buying is rapidly growing among all classes. The Abyssinians are daily becoming more disposed to convert their dollars into cloth, pots and pans, and articles of foreign manufacture which some years ago could not have been sold to them. Much money is, however, still buried.

The trade of Abyssinia is undoubtedly increasing, and with the reopening of communication with the Soudan, and of the Massowa route, this tendency may be expected to grow. The orderly government of the country under the Emperor Menelek has inspired an amount of confidence, both among natives and the white population, which formerly did not exist, and a sense of security disposes the Abyssinians to invest in wants, and even luxuries, the dollars which, under other circumstances, they would probably bury as they did in former times.

The imports of iron goods are especially increasing. The total absence of statistics makes it difficult to obtain reliable information regarding the trade of the country. The facts and figures which follow have been furnished by prominent merchants. They represent the estimate of the most trustworthy authorities for the trade of Adis Abbaba and Harrar during the dry season of 1899-1900, but they obviously can only be considered as a very rough means of showing approximately the relative amounts of the various imports.

The principal iron goods imported into Adis Abbaba were as follows: 12,000 enameled cups and 12,000 enameled bowls, chiefly of German and Austro-Hungarian origin. The chief demand is for cups and bowls which hold half a pint. The local prices for these articles vary from one to three dollars, according to size. (The monetary unit is the Maria Theresa dollar, which equals 50 cents U. S. currency.) The imports of cooking pots, chiefly of enamel ware or copper, amounted to about 2,000 pieces, the price being from one to two dollars. They are also almost entirely of German or Austro-Hungarian origin. Cheap hanging and wall lamps are also in good demand. Some 500 lamps were imported, entirely from Germany, and sold at prices ranging from five to ten dollars each. There were also imported some 4,000 baking pans, the sizes most in demand being from one foot to three feet in diameter. The average prices realized varied between one and three dollars. These pans come principally from India and Germany. The imports of files, rasps, nails, penknives, locks and keys, long and small screws, saws, and a few simple carpenters' tools may be put down at \$5,000, chiefly supplied by the United Kingdom and Germany. A considerable demand exists also for so-called "Arabic" coffee

pots, which come exclusively from Bombay, and which are sold at from one to two dollars each. Three thousand sword blades were imported from France, their average price varying from five to six dollars per blade. Curved blades are more popular than straight. There is at present no demand for scabbards, buyers preferring to manufacture them personally. As far as rifles are concerned, it may be said that the market is still overstocked. This is especially so in the case of out-of-date military rifles, such as Gras. There is, however, a demand for "Express" and Lee-Netford, which usually find a ready sale. The imports of ammunition amounted to about 2,000,000 Gras cartridges, all from France. The Emperor buys a considerable quantity of powder and lead for the local manufacture of cartridges, but no figures on the imports are available.

The imports into Harrar consisted chiefly of the same articles as those imported at Adis Abbaba. Some 45,000 enameled cooking pots, cups and bowls came from Austria-Hungary, Germany, and Belgium. The cooking pots (enamel) were sold at from one to three Maria Theresa dollars per piece, while the average price of cups and bowls was one dollar for two to four pieces, according to quality. There is also quite a lively demand at Harrar for iron plates, which the Abyssinians use for cooking bread. Some 46,000 plates were imported, chiefly from Great Britain and Belgium, and the price of these plates varied from one half to two dollars each. There were further imported 2,000 lamps, the average price of which was from one-half to two dollars; 5,000 sword blades, from France and Belgium (Liege), sold at from five to ten dollars; 65,000 rifles from France and Russia, sold at from twelve to fourteen dollars each, and miscellaneous Hardware goods valued at about \$25,000, chiefly from Germany, Great Britain, France and Belgium.

There is little doubt that by proper efforts a good share of this trade could be secured by American manufacturers. The trade in cotton goods is almost monopolized by the United States. The imports of American cotton (gray sheeting), into Adis Abbaba and Harrar last year amounted to over 500,000 pieces, valued at about 2,160,000 Maria Theresa dollars!

H. L. G.

### All-British Pacific Cable.

The new all-British Pacific cable has been definitely decided upon, and a tender of \$8,985,000 for furnishing and laying the same accepted. The cable will be 7000 miles in all. The longest link, approximately 3500 miles, will be the longest single section in the world. The route taken by this new cable from Canada to Queensland, will be via Fanning Island, Fiji and Norfolk Islands, but the exact route will be kept secret in order to enhance the difficulty of cable-cutters in war time. As a matter of fact, the cable is being laid with the idea of affording greater security to Great Britain and her colonies in times of war by insuring uninterrupted cable communication by means of a cable touching only at British ports. It will be laid largely in deep water, and is to be completed before the end of 1902.

Consul-General Turner reports from Ottawa, February 23d, 1901, that a member of the House of Commons has given notice that he will make a motion not to allow the preferential tariff of 33 1-3 per cent. on English goods unless they come to Canada by Canadian ports. If this motion prevails, adds Mr. Turner, it will quite seriously affect the steamship lines of Portland, New York and Boston.



### "Automobile" Can.

The Wilmot & Hobbs Mfg. Co., Bridgeport, Conn., have recently added to their line of oilers, the one which we illustrate in this article, which is marketed under the name

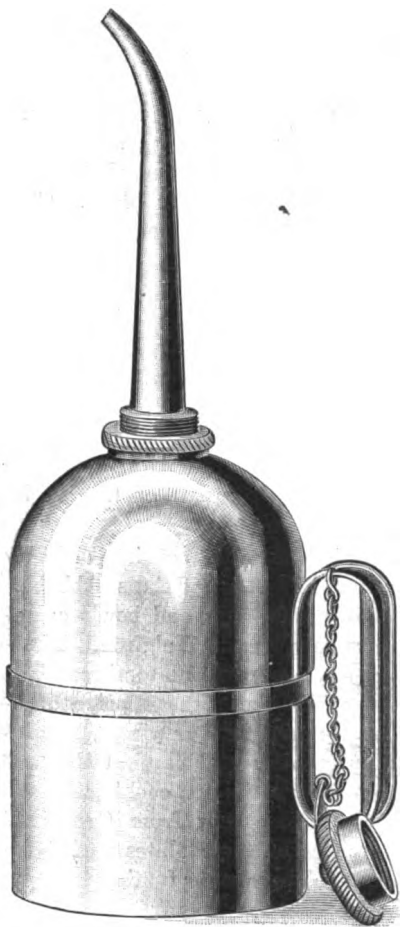


FIG. 1.

of the "Automobile" Can, see Fig. 1. In connection with the line of work suggested by the name, it should meet with a large and extended sale. The can is finished in heavy nickel plate, and is extremely neat in appearance, so that it would be a matter of pride to have so highly finished an



FIG. 2.

article in connection with the equipment of an automobile which would undoubtedly be more or less exposed in its use when driving. The spout, as shown by the illustration, when not in use, is inverted and concealed inside the can, see Fig. 2, the hermetical screw cap preserving the volatile or otherwise explosive properties of the contents, and this arrangement is not at all objectionable when gasoline, benzine or alcohol is used, as all of these commodities are so volatile that before one would have time to remove the

spout and screw it on the opposite way, the moisture would be scarcely apparent, and would render the handling under these circumstances unobjectionable, which would be essentially different in the case of oil being used. It is also claimed by the manufacturers that this can is applicable to every kind of motor carriage that is run with gasoline, for that reason that a gallon of fluid will run even the steam carriages a distance of ten miles, and as for the other classes, it would take thirty to forty miles to consume an equal quantity. Altogether, it is a desirable addition to an important line of useful appliances, and it would seem as though it were an essential part of the equipment of the twentieth century vehicle.

### Wood's Improved Can Opener.

There is shown in this connection the "Woods" Can Opener, manufactured by Frank White, 76 Park Place, New



FIG. 1

York, and which is being marketed to the trade by The Woods, Bacon Co., 127 Duane Street, New York.

The cut, Fig. 1, shows the "Woods" Can Opener, No. 100, which is a combination can opener for round and square cans. The shank is drop-forged cold-rolled steel, handsomely nickel-plated and burnished. The cutter blades are made from cutlery steel, finely tempered and blue-steel finished.

They are provided with a hot-water-proof enameled wooden handle and packed in display boxes, one dozen in a box, see Fig. 2.

The owners do not claim for their No. 100 that it is the cheapest can opener on the market, but that it is one far superior to many. They base their claim upon the following advantages which it possesses: In opening a round can it turns the edges down and cover back by one operation. It will open any size or kind of can. In opening a square can it cuts near the edge and enables the contents to be removed whole. By virtue of the leverage obtained, the work is accomplished by scarcely an effort on the part of the operator. The operation of opening cans with the "Woods"

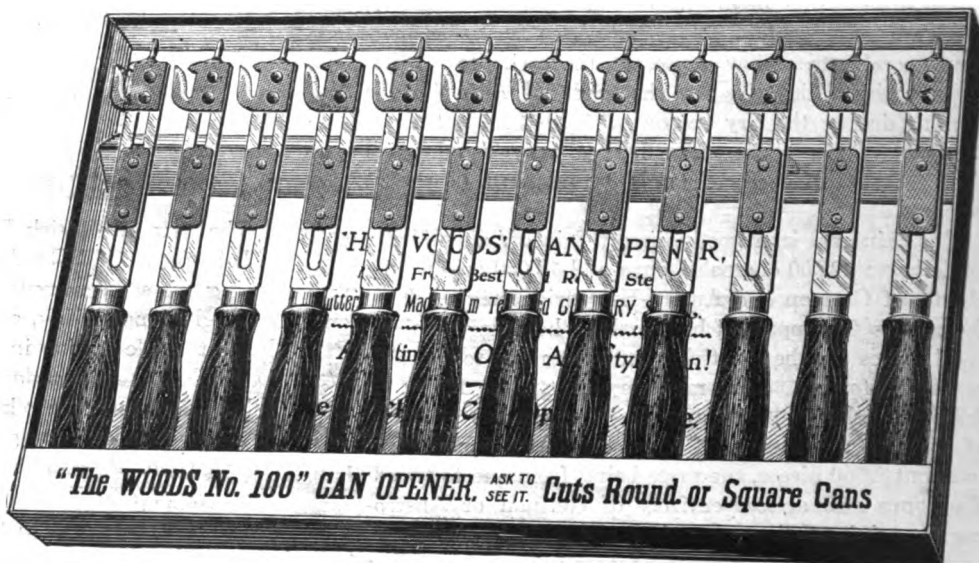


FIG. 2.

Can Opener is such that it is impossible to lacerate the hands, thereby eliminating the danger of blood poisoning. Its simplicity renders it easy to clean. It is self-adjusting and requires no set screw or other loose parts, the loss of which often renders other can openers useless. It is constructed from first-class material and will be found a profitable article for the dealer to handle.

Use your leisure time for improvement.

## NATIONAL RETAIL HDWE. DEALERS' ASS'N

The various State associations of retail Hardware dealers which constituted the former Inter-State Retail Hardware Dealers' Association, held their second annual convention at the Sherman House, Chicago, Wednesday, Thursday and Friday, March 6th, 7th and 8th. At this meeting it was decided that the name of the Association was of too limited application to convey an idea of the actual character of the organization, and it was decided to change the name to the National Retail Hardware Dealers' Association in order to show its national aim and purposes.

The Executive Committee held a session on Tuesday evening, the 5th inst., for the purpose of outlining a programme for the convention during the three following days, the opening session of which was held on Wednesday morning. Among those present were the following delegates from the several State Associations:

ILLINOIS.—H. G. Cormick, Centralia; Z. T. Miller, Bloomington; Wm. T. Gormley, Chicago.

WISCONSIN.—L. M. Nash, Grand Rapids; O. P. Schlafer, Appleton.

OHIO.—O. M. Scott, Marysville; W. P. Bogardus, Mt. Vernon; J. P. Duffy, Greenville.

MICHIGAN.—Geo. W. Hubbard, Flint; Charles F. Bock, Battle Creek; Fred. H. Cozzens, Detroit.

IOWA.—H. A. Cole, Council Bluffs.

INDIANA.—Irving A. Sibley, South Bend; W. P. Lewis, New Albany; M. L. Corey, Argos.

MISSOURI.—Fred Neudorff, St. Joseph.

NORTH DAKOTA.—H. T. Helgesen, Milton.

On account of the illness of the delegate from Kentucky, which State should have been represented in the opening proceedings, he was prevented from being in attendance. The Kansas Association, also a member of the National organization, was unrepresented.

There were delegates in attendance from a number of State associations that had not yet become associated with the larger organization, but who had attended for the purpose of becoming fully informed on the work of the convention, their power for doing good, and a number of other like points, in order to convey a report of progress to the State associations that they represented. It was permitted these delegates to participate in the several discussions, they being invited to do so, but on anything that required a vote, not being members, they were unable to give their full participation. The proceedings of this Association were conducted exclusively in executive session, which leaves very little for a trade paper to report.

President Miller read his annual address, which carefully reviewed the labors of the Association for the past year, the signal success of which in dealing with different wholesalers was gone over in detail. In it he suggested that manufacturers desirous of preventing their goods from getting into the hands of illegitimate jobbers should agree on the enforcing of a system by which the source of supply might be traced. He also referred to the fact that there had been more or less abuse of quantity and class differentials under which many inequitable conditions confronted the dealer to his disadvantage.

The importance of a greater degree of co-operative work between jobber and dealer was also urged, and the work done in this direction was outlined in this report.

The eminently judicious suggestion was made that the President of the Association should be relieved from the necessity of passing upon all phases of Association work by dividing the work into the following cabinet heads, viz.:

Legislative, Financial, Grievance, Jobbers and Manufacturers or Arbitrative, Membership and Organization. One member of the Executive Committee should be appointed to take charge of, investigate and pass upon whatever might present itself under any one of these heads and leave the president to pass upon whatever sundry affairs might arise during the year, and as counselor, when deemed necessary after ideas were well formulated. This plan would enable an active business man to accept the presidency, as it would practically relieve him of three-fourths of the work he would be expected to supervise.

An evil that the Association will have to remedy is found in the fact that a large number of jobbers and manufacturers do not belong to any association of national character, and consequently do not consider themselves bound by any arrangements that might be entered into between these bodies, thus presenting difficulties in adopting the conclusions of these joint bodies, be they ever so wise and just.

An interesting part of the report of the president dealt with the proposed re-arranging of the dates of the several State meetings in connection with that of the National. At present the National meets after the State Association meetings of the year are over, and this year it is impossible to put before them such uniform action as the year's business experience of the National Association might dictate.

Another suggestion was in regard to two executive, or cabinet, meetings, to be held each year by the National Association; also, the proposed suggestion of the National Association making a series of dates for the various State Associations that would insure better facilities for the Association officers, as well as the jobbing and manufacturing interests to attend as large a number of these meetings as possible, with a minimum of expense, which should be taken into consideration. Mr. Miller's report was listened to with the usual amount of interest that is felt in everything that emanates from his businesslike methods.

He was followed by the secretary, Fred. H. Cozzens, who submitted his annual report, which was prefaced by a statement regarding the fire which destroyed President Miller's store in Bloomington, Ill., last June, and which had unfortunately burned up the papers and records of the Association, with the exception of a few documents the President happened to have at his home, which naturally interfered with the work of the organization for a time. He gave a number of details regarding the character of the work he had in hand throughout the year, and also conveyed by his report the idea that his position was no sinecure. He recommended the Association to issue a bulletin either monthly or quarterly, giving a full list of those in accord with the purposes of the Association, at the same time giving reports of the work being done. By following a plan of this description, the members could be kept advised of what was being accomplished by the officers. He made another recommendation, which was that the influence of the Association should be exerted with the different State organizations, following out the plan of President Miller that the State organizations might be induced to hold their annual conventions consecutively instead of simultaneously. He further recommended uniformity in the method of conducting the different State organizations. He argued by taking the best of the methods of the several States now having State associations and getting up a simple but comprehensive system of blanks and reports to be used, much more desirable and uniform results could be obtained, accompanied with much less work on the part of the officers and members. By

adopting a plan of this kind great assistance would be given the officers of such State associations that frequently have limited experience in work of this kind, and even if they had more, are still such very busy men they are unable to give sufficient time to the matters involved. The use of blanks, he argued, would also facilitate correspondence relative to complaints which may have to be referred to the National Association. A report was given of the receipts and disbursements during the year. The secretary recommended that the word National be substituted for Inter-State in the title of the Association. Considerable discussion followed on the points touched upon, and the reports of the two principal officers, and these reports were referred to the proper committees for consideration.

The president appointed the following committees:

CONSTITUTION AND BY-LAWS.—W. P. Lewis, C. F. Bock, H. G. Cormick, H. A. Cole.

COMMITTEE ON RESOLUTIONS AND NOMINATIONS.—H. G. Cormick, H. T. Helgesen, Geo. W. Hubbard, Irving A. Sibley.

#### WEDNESDAY AFTERNOON SESSION.

At this session subjects of general interest in connection with the retail Hardware trade were taken up and fully discussed. The future of the Association was the subject of remarks by several of the delegates, all of whom were enthusiastic with regard to the prospects of its growth and constantly increasing usefulness. No formal action was taken upon any particular question, as the convention were awaiting the reports of the several committees.

#### THURSDAY MORNING SESSION.

The Committee on Constitution and By-Laws recommended a number of changes, among which was the change in the name of the Association from Inter-State to National, which was adopted by a unanimous vote.

Another change which was adopted, provided for the admission as members of individual Hardware dealers from States who have as yet no organized retail Hardware Dealers' Association. This individual membership was permitted on the payment of \$5 annual dues.

The Executive Committee was directed to correspond with the several State associations in order to arrange for successive meetings, as suggested in the report of the secretary. It was also decided to hold the annual meetings of the National Association at a specified time, but previous to the meetings of the State associations.

Then followed an animated discussion in regard to the most desirable methods for State associations to increase their membership. The mutual fire insurance methods also came up for discussion, it being a line of work that seemed to appeal to every Hardware dealer, and in which they could not do otherwise than take a greater degree of interest as they became more familiar with the economical workings of the movement. A telegram was received from Secretary-Treasurer T. James Fernley, of the National Association, sending his best greetings and hoping that the deliberations of the convention would be, as usual, productive of much good.

#### THURSDAY AFTERNOON SESSION.

The principal feature was the election of officers for the ensuing year, which resulted in the selection of the following list:

##### PRESIDENT.

W. P. Lewis, New Albany, Ind.

##### VICE-PRESIDENT.

Geo. W. Hubbard, Flint, Mich.

##### EXECUTIVE COMMITTEE.

Z. T. Miller, Bloomington, Ill.

H. A. Cole, Council Bluffs, Iowa.

Fred. Neudorff, St. Joseph, Mo.

Irving A. Sibley, South Bend, Ind.

H. G. Cormick, Centralia, Ill.

The constitution and by-laws provided that the Executive Committee should select the secretary and treasurer. The

committee was requested by the convention to meet as early as possible to select these officers, in order to complete an organization. A general discussion of questions involving the good of the Association took place, after which the convention adjourned *sine die*.

#### EXECUTIVE COMMITTEE MEETING.

At the Executive Committee meeting, held on Friday morning, at which they proceeded to fill the offices of secretary and treasurer, the following resolution, which is sufficiently self-explanatory, was unanimously adopted:

*Resolved*, That, whereas, the personal demands upon the time of Secretary Fred. H. Cozzens are such that it is impossible for him to continue the work incident to the secretary's office, greatly to the regret of this committee, it will be inadvisable for him to retain that position longer; therefore be it

*Resolved*, That it is the opinion of this committee that Mr. Cozzens has performed the duties of secretary with commendable zeal and skill, and that his services have been greatly appreciated by our committee; and be it further

*Resolved*, That we do hereby tender Mr. Cozzens a hearty vote of thanks for the able assistance he has given the organization and for the character of the work performed by him.

The committee elected as secretary M. L. Corey, of Argos, Ind., and as treasurer H. T. Helgesen, of Milton, N. Dak. The committee considered a number of other matters in connection with the work of building up the Association, among which was a proposition to admit to membership associations of Hardware dealers in all cities in which such local organizations have a membership of not less than fifty. The members of the committee then adjourned, expressing their gratification with the progress that had already been made in the movement to secure effective co-operation by the different State association in the direction of national effort. They were also gratified to notice that the States represented at this convention were more numerous than at the convention of 1900, and the feeling was prevalent that 1902 would see still further growth, and that under the efficient service of the newly-elected officers the national organization will be made an important factor in the Hardware industry.

#### New Zealand in Twenty-seven Days.

Mails from Auckland, New Zealand, will shortly be delivered in London in twenty-seven days, and from Sydney, New South Wales, in thirty to thirty-one days—a reduction upon the present timing of five days. This result is made possible by the enterprise of the Oceanic Steamship Co., the first to take advantage of the United States subsidy for fast mail steamers. On November 1 three sister ships, 425 feet long, 8000 horse-power and 6000 tons burden, built by Cramps, of Philadelphia, will be put into commission between San Francisco and Sydney, touching at Honolulu, Samoa and Auckland. The vessels can be turned into armored cruisers at thirty-six hours' notice.—*Exchange*.

#### Wire Fence Trade in Mexico.

It is said that more than 15,000,000 pounds of barbed wire were imported into Mexico during 1899 and that the importation of this fencing material this year will probably reach 20,000,000 pounds. The importations of barbed wire come mostly from the United States. It is only in recent years that the construction of barbed wire fences began on the ranches and farms of Mexico, and the new fence is such an improvement over the old and cumbersome stone walls that the demand for the wire has had a remarkable increase.—*Exchange*.

"What made you so long coming?" asked the boss.

"I was long because I was short," said the workman.

"Hay?"

"I had no carfare and had to walk."—*Indianapolis Press*.



## CONSULAR COMMERCIAL COMMENTS.

### PRODUCTION OF CORKS IN RUSSIA.

Deputy Consul-General William A. Heydecker writes from St. Petersburg, February 6, 1901:

The excise department of the Ministry of Finance, which has charge of the alcohol monopoly, has of late been having trouble with the manufacturers of corks. The latter attempted to form a trust against the Government in order to compel it to accept exorbitant prices. This attempt failed; but the department determined, in order to avoid similar recurrences, to open a cork factory of its own. The results afforded by tests made on a small scale and under unfavorable circumstances have proved quite satisfactory.

The yearly consumption of the excise department is about six billions of corks; the Government intends for the present to produce two billions.

As some of the largest cork factories are situated in the United States, it is quite possible that American experience and ingenuity may have devised improved machinery for the production of corks, in which case the manufacturers of such machinery would now have a good opportunity of offering their services.

### HOW TO SELL GOODS IN GERMANY.

Consul Hughes reports from Coburg, January 21, 1901:

I have already called attention to the necessity of sending bright salesmen, with a thorough knowledge of German, if we wish to introduce American goods into this country. This is especially true of the grocery and notion lines, which, if properly introduced, would find a well-paying market. Most American concerns prefer to send their goods through the German middleman, with the result that their sales are not large and the German market is flooded with worthless and impractical imitations of first-class American goods. It is useless to simply show goods in one large city; where the display will do the most good is in the small cities and towns. As an illustration of how goods introduced in this way will sell, an agent from Charleston, S. C., came here with peanuts and popcorn. He had been told that he would do no business here, as the place was too small; but he sold out his stock in just three hours and had to telegraph for extra supplies.

### NON-INFLAMMABLE RUBBER TUBING.

Consul Hughes, of Coburg, Germany, reports that Müller & Korte, of Pankow, near Berlin, have brought out a new kind of rubber tubing, to be used in cases where damage to the rubber is to be feared either from the flame itself or by contact with hot dishes or stands. The rubber tube is sheathed with asbestos and the asbestos coated with incombustible paint, lest the fibers should peel off. The tubing remains pliable and can be cut as before. Burners with such rubber tubes may be placed on sand baths or hot stoves. The protection is, of course, not absolute; for when the heat becomes too strong the rubber inside will give way. The well known pipes with metallic spirals were originally made with the same object, but they have found other useful applications, and they differ from these new tubes by being hard and inclined to break; once leaky, they cannot be mended.

### IMITATIONS OF AMERICAN GOODS IN SWEDEN.

Consul Bergh writes from Gothenburg, January 9, 1901:

My attention has been called to the forks sold by a wholesale Hardware dealer of this city as American products. This fork, an inferior imitation of the original, is sold as an "American manure fork" at a price much lower than that for which a genuine American fork can be offered. This is only one sample of the many German imitations offered

for sale in Sweden and represented to be "best American goods." This, of course, does great harm to the American trade, as the buyer will soon discover that he has bought an article not worth the money, and will blame the American manufacturer. It causes prejudice against everything of American make. Sweden has no law compelling the mark of origin to be placed on imported goods, and it is very easy for German exporters and Swedish importers to flood the market with this kind of goods. The Swedish law says simply that foreign-made imported goods shall not be marked, stamped, or branded so as to make the purchaser believe that the goods were manufactured in Sweden.

### A NEW ALLOY IN GERMANY.

Consul Albert writes from Brunswick in regard to Magnalium, a new alloy of aluminum and magnesium, with a percentage of from 2 to 30 per cent. of the latter metal. Magnalium, it seems, is free from the bad qualities of aluminum, while it retains its light weight, firmness, and tenacity. It is especially applicable in the automobile industry, in electro-technics, aeronautics, and dentistry. It can be worked with the file, lathe, and planing machine; it is also admirable as a solder, and its pliability adapts it as a border for lenses and eyeglasses. Magnalium is absolutely weather-proof and does not rust.

### TOURISTS' POSTAL CARDS IN GERMANY.

Consul Diederich, of Bremen, under date of January 28, 1901, writes in regard to the popularity of tourists' postal cards in that country. There is no city nor hamlet, he says, no place of historical interest, but has cards embellished with some design appropriate to the locality, which offer convenient means of communication with friends at home. Last summer, according to postoffice returns, 20,808,313 cards were mailed in one week. Forty-six per cent. were tourists' cards. The postage collected daily on these cards averaged about \$15,845.33. Berlin furnished the largest quota—137,000 cards. Next followed Dresden, with 38,000; then Hamburg, Cologne, Leipzig, Breslau, Frankfurt, Hanover, Halle, Düsseldorf, Wiesbaden, and Kiel. Bremen stood thirteenth in the list, with a daily average of 8,584 postals.

### FRENCH DEMAND FOR SHIPS' FITTINGS.

Consul Brittain writes from Nantes, February 7, 1901:

Yesterday Mr. Edward Kerr, of 3 rue Gresset, Nantes, called at this office requesting information regarding the largest and most responsible firms in the United States engaged in the manufacture of ships' fittings, such as pumps, scuttles, engine-room steering telegraphs, steering apparatus, patent lavatories, water-closets, etc. There are extensive shipyards at Nantes and at St. Nazaire, west of this city, where quantities of these appliances are constantly being used, and if a determined effort is made by American manufacturers, I have reason to believe they will be able to procure substantial orders. Mr. Kerr is anxious to be placed at once in communication with the most extensive manufacturers. He has previously purchased these goods in England, but wishes to examine American products, and if satisfactory will place orders in our country.

### ICE AND REFRIGERATORS IN BRAZIL.

Consul Giromondi writes from Santos, recently:

The consumption of ice in Santos, and, indeed, in the State of Sao Paola generally, is increasing every day. This is due principally to the unceasing demand for ice in the restaurants, hotels, and other public places where drinks are served. Foreigners—chiefly Americans, Englishmen, and Germans—who are unaccustomed to a tropical climate are

loudest in the call for this commodity. No doubt, the use of ice would be far more general if companies similar to those in the United States were organized, to deliver it from house to house.

I believe also that American refrigerators would sell well in Brazil. In this State, only the best hotels have refrigerators, though they are beginning to be employed in a few saloons, where they have been found most useful and convenient. So far, however, they have not been introduced to any extent in private houses. When I say that only about one out of twenty meat dealers uses refrigerators, one may judge of the opening here for these useful articles. Properly introduced, there is no reason why they should not meet with a ready sale.

#### ICE IN FRANCE.

Consul Haynes writes from Rouen, January 1, 1901:

The French palate, so sensitive and highly educated, knows nothing of the delicacy of frozen dainties. There is an open field throughout the most of France for everything connected with the preparation of the cool drinks. Ice-cream freezers, milk shakers, soda-water fountains, and refrigerators would find a ready sale here if the people knew of the comfort to be derived from their use. The Frenchman has for generations innumerable liked his hot wine and hot rum and hot punch, but he has never thought of, or at least has never cared to try, the effect of an opposite sensation upon his palate. This city of over 150,000 people has no ice factory, though a few people keep ice in their cellars. If the French were given an opportunity to try them, they would not be long in entering the market for ice cream, ice shavers, electric fans, and kindred articles, and the American who introduced them would without doubt put a considerable amount of money in his own pocket.

#### Harnessing the St. Lawrence.

The Massena plant of the St. Lawrence Power Co. has been fitted out with electrical apparatus by the Westinghouse Electric & Mfg. Co. Machines to generate 75,000 horse power have been made in East Pittsburgh. The enormous capacity of the Massena plant is best understood by comparison with that of Niagara Falls. During the last five years, ten 5000 horse power Westinghouse generators, making a grand total of 50,000 horse power, have been installed at Niagara. The station at Massena will contain fifteen 5000 horse power generators.

The natural conditions at Massena are said to be among the most favorable in the world. The volume of water in the St. Lawrence is enormous. It undergoes a fall of fifty feet at the Long Sault Rapids. A canal has been cut through some miles of level country above the falls and it is said that sufficient water will be brought through to develop 150,000 horse power. A power house is being built on the bed rock of the Grass River. It will be 700 feet long and 150 feet wide. Turbines will be placed on horizontal shafts in sets of three each. Two turbines of each set will be sufficient to operate one of the big generators, allowing any one of the three to be cut out without interfering with the work of the other two. Each of the main generators will weigh 175 tons, stand 22 feet above their foundations, and cover a floor space of 22x18 feet. According to a correspondent of the *Pittsburgh Dispatch*, the plan for controlling the great power of the St. Lawrence is simple. One man will do it by a series of electric buttons arranged on small table. The touch of one will direct a power equal to that used by the three largest steamships in the world. The table will be placed on a stand raised some feet above the floor of the power house and in the center of it. Every group of indicating instruments is in plain sight and the operator has under his eye at every movement the fifteen big generators.

Venture not upon the threshold of wrong.

#### Nicholson File Co.'s Most Recent Purchase.

The following circulars, having reference to another important purchase of an old established File plant by the Nicholson File Co., are sufficiently self-explanatory to make much additional comment unnecessary:

Office of Kearney & Foot Co., 100 and 102 Reade Street, New York City.

The Nicholson File Co., of Providence, R. I., having purchased the property of the Kearney & Foot Co., of Paterson, N. J., the business of this company passes wholly into their hands. The works of the company at Paterson, N. J., and Kent, Ohio, will be under their control and management from this date, and all accounts due this company at this date must be paid to them.

The long and successful career of the Nicholson File Co. has made the name a synonym for all that is of good repute, in quality of goods, and in business methods, and will secure to them the ready transfer of the trade which has been so kindly bestowed upon us, and for which we take this occasion to extend our most hearty thanks.

KEARNEY & FOOT Co.,  
JAMES D. FOOT, Pres't.

March 11, 1901.

Office of Nicholson File Co., Providence, R. I., U. S. A.

Having become sole owners of all the property of the Kearney & Foot Co. of Paterson, N. J., the factories of this company at Paterson, N. J., and Kent, Ohio, will be operated by us, in the continued manufacture of the well-known K. & F. brand of files.

All orders and inquiries for prices, all remittances, and all correspondence in connection with the business of the Kearney & Foot Co. should be addressed to the Nicholson File Co. at Providence, R. I.

A stock of the K. & F. files will continue to be carried at the store, 100 and 102 Reade Street, in New York City, for the convenience of those doing business in that city, or in the adjacent cities, whose wants require the immediate filling of small orders.

We hope to retain the trade of all who have heretofore dealt in the K. & F. files, and it shall be our aim in the conduct of our business to merit their continued loyalty to this brand of files.

NICHOLSON FILE Co.,

March 14, 1901.

SAM'L M. NICHOLSON, Pres't.

The Central Supply Co., of Des Moines, Iowa, is a newly incorporated concern. Its members consist of five traveling men, who have formed themselves into a company for the purpose of acting as Western sales agents for Eastern factories. They have completed contracts with the following firms: The Barnes Mfg. Co., of Mansfield, Ohio, Iron Pumps and Fittings; the Baxter Stove Co., of Mansfield, Ohio, Stoves and Steel Ranges; the Moline Pump Co., of Moline, Ill., Wood Pumps and Stock Tanks; the McCormick Mfg. Co., their line of Lawn Swings and Shoveling Boards; the Gurney Refrigerator Co., Fond du Lac, Wis., for their line of Refrigerators and Ice Chests. They expect to add Buggies, Wagons, Buggy Poles and Shafts, Rope and Binding Twine, and take up, from time to time, Hardware and Implement Specialties. They have a large three-story warehouse located on the Des Moines Union tracks for the storage and distribution of the goods they sell. Their goods are arriving now daily, and it looks as though the boys have struck on a good plan for themselves and the factories they represent.

"If we will all pull together, brethren," said the pastor of a church which was in financial distress, "we can do something."

Thereupon the Wealthiest Man in the congregation hastily drew his leg in out of the aisle.—*Detroit Free Press*.

## THE PAN AMERICAN EXPOSITION, 1901.

THE PAN-AMERICAN EXPOSITION TO BE A MAGNIFICENT SURPRISE.

It is promised for the Pan-American Exposition that it will surpass in beauty any previous exposition in the world's history. It is also expected that it will outrival its predecessors in many other ways, for at no time have such wondrous achievements in all arts, such perfection in the hundreds of trades been attained. But the purpose of this article is to treat, in a general way, of the plan of the Exposition, the symmetry of arrangement and the exterior beauty that represents the careful expenditure of several millions of dollars. Accompanying this article is a birdseye view of the

sition, as seen in the foreground just north of the Lake. On the northern shore of the Lake is situated the life-saving station erected by the Federal Government, where daily exhibitions will be given by a crew of ten men showing the uses of modern life-saving apparatus as employed upon our coasts. Hidden from view, upon the southern bank of the Lake, a beautiful casino and boathouse have also been built by the City of Buffalo for Exposition uses.

The symmetrical grouping of buildings will be at once noted by the observer. Beginning at the formal approach, just north of the Lake, the eye follows northward between



Exposition plot, showing the magnificent work in its completed state. The view is from the south and shows an area one mile and a quarter long and half a mile wide, there being 350 acres in the enclosure. In the immediate foreground is a portion of Delaware Park, one of the famous beauty spots of Buffalo. The view shows the Park Lake with the North Bay at the left, and in the left foreground south of the bay may be seen a portion of the Albright Gallery of Art, a beautiful permanent building of white marble, the gift of John J. Albright, of Buffalo, and costing over \$400,000. North of the Bay is the New York State Building, also a permanent structure of marble. These two buildings are in the style of Greek temples, one containing reminders of the Parthenon and the other resembling somewhat the Erechtheum upon the Acropolis at Athens.

Between the North Bay and the Lake the City of Buffalo has built, at large expense, a new and beautiful bridge of heavy masonry, known as the bridge of the Three Americas. This bridge carries the broad thoroughfare which leads from the main southern entrance to the approaches of the Expo-

two rows of ornamental columns to what is known as the Forecourt. East of this are the State and Foreign buildings, forming in themselves a very interesting feature of the Exposition. Near these, also, are the buildings for the special ordnance displays representing the products of several hundred manufactories in this line of work. West of the Forecourt will be the outdoor horticultural displays and the Women's Building. We cross now the Triumphal Bridge, which will be remarkable for its tall piers, richly ornamented with statuary, the product of the genius of Karl Bitter, the Director of Sculpture, and other famous sculptors. On either side are the Mirror Lakes, which form a part of the Grand Canal, more than a mile in length, which surrounds the main group of buildings. We come next to the Esplanade, which is nearly two-fifths of a mile long and 540 feet wide. The western end of the Esplanade is enclosed by the Horticulture, Graphic Arts and Mines Buildings. The eastern end is shut in by the Government group of three large buildings. Sunken gardens, with elaborate fountains and many groups of sculpture occupy the two



arms of the Esplanade, and the decorative features throughout this broad space are very numerous and beautiful. North of the Esplanade is the Court of Fountains, with the Ethnology Building on the right and the Music Building on the left. Two subordinate courts also open into the Esplanade from the north, the one on the right being known as the Court of Cypresses, and the one on the left as the Court of Lilies. Next, north of the Ethnology Building on the right, and fronting upon the Court of Fountains, is the Manufactures and Liberal Arts Building, and on the opposite side the Machinery and Transportation Building. In the Court of Fountains is a large pool, having an area of about two acres, and containing many beautiful fountains. Proceeding again northward we come to the Mall, a broad avenue, half a mile long, extending from the eastern boundary to the western gate of the Exposition. Fronting upon the Mall on the right is the Agricultural Building, and on the left the Electricity Building. We now arrive at the

splendor. More than 200,000 lamps will be used in the electrical illumination.

It should also be added that the Midway at the Exposition will be the most extensive and novel that has ever been prepared. It will be 3,000 feet long, having more than a mile of frontage. Over thirty very interesting features, many of them covering several acres, will make up this gigantic collection of wonders.

#### CASINO AND BOAT HOUSE.

The new Casino and Boat House on the south bank of the Delaware Park Lake, a little to the east of the Bridge of the Three Americas, is, in a sense, a tribute paid to the Pan-American Exposition by the City of Buffalo, though it will be of service for many years after the Exposition has become history. It is a very attractive building, with many conveniences which will be greatly appreciated by visitors.

The first or basement story is built with Buffalo limestone, very rustic in character and decidedly picturesque. In this



most conspicuous feature of the Exposition, the massive Electric Tower, 391 feet in height. This tower stands between the Court of Fountains and the Plaza, in a broad pool, about two acres in extent. This will be the most ornamental feature of the great Exposition, and will be the centerpiece for special and elaborate electrical illumination. Immediately north of the Electric Tower is the Plaza, with its beautiful sunken garden and bandstand in the center, the Propylaea, or monumental entrances, at the north, the entrance to the Stadium on the east and the entrance to the Midway on the west.

It should be understood by every intending visitor that the Exposition will present the most beautiful spectacle that twentieth century genius can provide. By day there will be a most pleasing display of floral and fountain effects. The many buildings with their elaborate and delicate tracery of ornamental plastic work, and their radiance of color, the many groups of statuary in every part of the grounds will constitute a picture never before paralleled. At night all the buildings will glow with the soft radiance of thousands of electric lights, making a scene of unrivaled brilliance and

story will be a restaurant and lounging room. A corridor extends through the entire length of this story of the building, affording ample room for the storage of bicycles, and other uses. The basement story will be surmounted by a balustrade of Indiana limestone with turned balusters. Over a large portion of this story will be an open terrace covered by a pergola. Perhaps the term peristyle would best describe this part of the structure. The columns introduced here are free Doric. The terrace will be of concrete construction, with granolithic floors. The building material above the basement story and aside from the terrace will be white bricks, with a roof of rich red Spanish tiles. The second story will be devoted to amusements, and the third story will be occupied as living rooms by the lessee of the building.

Underneath the basement story is the place of storage for boats during the winter, and extending out over the water is a boat platform, 128 feet long and 22 feet wide.

The building covers an area of 109 by 73 feet. Its cost is \$30,000.

Life is not a holiday, but an education.

### New England Hardware Dealers' Association.

The regular monthly meeting of the New England Hardware Dealers' Association was held at the United States Hotel, Boston, March 13th. About fifty were in attendance. In accordance with their usual custom, the deliberations of the association were preceded by a first-class dinner, succeeding the enjoyable discussion of which the regular business of the meeting was taken up, followed by the usual entertainment in connection therewith. The dinner having been disposed of, Secretary James A. Farless read the minutes of the previous meeting, which were approved. George J. Mulhall, chairman of the Nominating Committee, presented the names of the following as members of the Pricing and Investigating Committees:

**PRICING COMMITTEE**—John B. Hunter, chairman, Boston; Calvin N. Nichols, Dorchester; Henry M. Sanders, Boston; James P. Mackay, Brookline.

**INVESTIGATING COMMITTEE**—D. Fletcher Barber, chairman, Boston; William E. Plummer, Somerville; William D. Parlin, Natick.

These committees were elected by the association.

D. Fletcher Barber was elected auditor of the association for the ensuing year. The first subject taken up for discussion was "How Should the Traveling Salesman Be Treated?" The treatment given the subject by the delegates present was extemporaneous in its character, and was participated in by a number of gentlemen present, including Austin H. Decatur, Elisha J. Neale, D. Fletcher Barber, Albert M. Wiley, E. F. Jones and A. S. Morss, who one and all urged that the treatment of the commercial missionary should be of an extremely courteous character, as he was invariably stocked with more or less new information which it would be desirable the dealer should be placed in possession of. The remarks of Mr. Morss, being largely of a reminiscent character, were listened to with great attention, and were thoroughly enjoyed by his auditors, which may be indicated by the extract we give herewith:

\* \* \* \* \*

The great cloud of salesmen who followed these pioneers were largely men of most estimable character, but few as deferential. On my removal to Boston, I spent much time in obtaining a better style and quality of Mechanics' Tools than could be regularly found in the market. Among other successes in this undertaking, I found the calkers, who then formed a large percentage of Boston mechanics, in possession of Tools infinitely preferable to any in the market. One day a young blacksmith showed me a sample of Calking Tools, embracing many varieties, and with four of his pockets crowded with the Tools said he was making his weekly visit to the yards to supply the workmen, who would use no other make. I offered a liberal price for a sample of each, as he positively refused to make any for the trade. Obtaining a sample, I sent it to a manufacturer, who copied the style and furnished the quality desired, and for half a century has held the market for these goods against all comers. Having secured some desirable Tools for practical workmen, the idea occurred to me to take a trip and show to the trade some of these Tools, or, rather, to realize the experience of a drummer. I first lighted at Detroit, and, making my way to the largest Hardware store, inquired for the leading member of the firm. I found he was engaged and waited until he was released, when I made known my business. Somewhat testily he pointed to a gentleman behind the counter, saying, "You will show your samples to my buyer." I replied (in my crass ignorance of drumming methods), "I wish, sir, for your own personal inspection," and, noticing his movement to leave me, I continued, "You will find it for your interest to look at my samples." Regarding me with a stare he said, "You appear to be in dead earnest, young man. Please to show up what you have."

When my samples met his eye he called out, "Jim, here are the identical goods I have written everywhere down East to find without success." Quickly he asked for prices and as quickly gave a generous order, which was followed later with others. I carried my samples to other stores with good results. After a somewhat limited experience in the drumming line I returned home.

During the course of the meeting Prof. W. E. Floyd, president, entertained the company with a number of new

tricks of sleight-of-hand, and Robert L. Van Buskirk, who can always be relied upon by the Association, favored the company with several solos, which were thoroughly enjoyed. The following entertainment committee for the meeting of April 10th was appointed by the President: William D. Parlin, Natick; S. D. Balkam, Jamaica Plain, and Charles L. Tukey, Chelsea, after which the proceedings were brought to a conclusion, and the meeting adjourned.

### New England Iron and Hardware Association.

The eighth annual banquet of the New England Iron and Hardware Association was held on Tuesday evening, March 19th, at the Hotel Vendome, Boston. In point of attendance it was the most successful banquet they have ever had, about one hundred and fifty members and guests being present. As is characteristic of all New England gatherings, the hospitality was most enthusiastic, and every one present was given a generally enjoyable time, everything being looked after to make the banquet a success in every particular. President Chamberlain was assisted by the following Reception Committee in caring for the distinguished arrivals among their guests and others, which made a very pleasant episode previous to the participation in the banquet proper, the reception being held in the parlors of the hotel:

#### RECEPTION COMMITTEE.

Allan J. Chase,	J. H. Robbins,
H. W. Waite,	Oscar A. Sheppard,
C. S. Bragg,	Henry A. Robbins,
C. F. Dowse,	Harry L. Doten.

The room and tables were handsomely decorated, in which bunting and flowers predominated. Excellent music was furnished throughout the dinner by Daggett's Orchestra, and from a selection of songs which were placed at every table all those present were able to "join in the chorus" frequently during the course of the evening.

Charles Clark Adams acted in the position of toastmaster, in which capacity his qualifications are too well known to make lengthy comment necessary. The dinner was in charge of the Committee of Arrangements, which consisted of John T. Boyd (chairman), H. W. Waite and Allan J. Chase, who might be congratulated upon the successful manner in which they had performed their various duties. It certainly was a great success.

Hon. Thomas N. Hart, Mayor of Boston, being under a previous engagement to deliver an address in another quarter, presented his compliments to the assembled company, and when the dinner had proceeded quite a little way was compelled to retire.

President Chamberlain at the close of the dinner, being received with great enthusiasm and hearty applause, delivered his annual address, from which we take a couple of extracts:

#### OUR ORGANIZATION

is the product of necessity. It came into existence because it was indispensable to the successful prosecution of our business, and not as the outgrowth of sentiment or of a desire to get together for social enjoyment. A comparatively few years ago trade organizations were not needed; profits were large, and in a fair field, with no favor, each individual concern was amply able to take care of itself. Now, however, the increase in the amount and intensity of competition, the consolidation of manufacturers into large corporations, the increased expense of doing business, and the more exacting demands of our customers have made mutual co-operation an absolute necessity to individual preservation. Our association has long since proved the wisdom of its founders, as each of its members can fully testify. It was laid out on broad lines, and its early officers were men of such a calibre that on the foundations which they builded the structure of their successors has been reared with surety and ease.

#### NECESSITY OF TRADE ORGANIZATION.

Let us consider some of the causes which made the end of the nineteenth century conspicuous for the growth of trade organizations. The first of these, and the one most promi-



nently before our minds at the present time, is the consolidation of large manufacturing interests into one controlling body, or trust. How can individuals cope with such a power as the United States Steel Corporation, which has just come into existence? How puny and inconsiderable do our New England jobbing houses seem in comparison with the piled-up millions of these giants of industry, whose capital is so large that we can hardly comprehend it! How can we command the respect to which we are entitled except by standing together for our common good? Experience has fully proven that claims coming from our association receive much more prompt and just attention than is accorded to the demands of individuals, and, moreover, it is but fair to add that the claims of such an association are much more apt to be reasonable and moderate than would those of one isolated firm. The measures that we advocate represent the united wisdom of many, rather than the thought and prejudice of one or two here and there.

He was followed by Hon. C. E. Littlefield, of Rockland, Maine, representing the Second Congressional District of that State at Washington. He delivered an address on "The American Merchant Marine," which was an extremely interesting and thoroughly enjoyable subject, holding the attention of those present nearly an hour. Toastmaster Adams then introduced the Rev. Smith Baker, D.D., of Portland, Maine, who made a brief address, in which his surplus stock of wit and numerous illustrations were given a chance to entertain his auditors. It is needless to say they were thoroughly enjoyed. He was followed by Congressman William Alden Smith, who spoke upon the subject of "Expansion and Its Relation to the Commerce of Our Country." Owing to the lateness of the hour, Mr. Smith's address was much more brief than it probably would have been. The entertainment of the evening was brought to a close by the entire assemblage singing "The Soldier's Farewell."

The banquets of the association are usually on broader lines than is the case with a strictly Hardware association, the members of the New England Iron and Hardware Association being composed of dealers representing a number of such lines as heavy Hardware, Shelf Hardware, Saddlery Hardware, Metal trades, Woodenware, and Paints and Oils—a very compact membership of solid men.

### Linseed Oil and Its Uses.

According to the New York *Tribune* the recent advance in the price of linseed oil has attracted much attention in the commercial world to the condition of this year's crop of flaxseed, from which this important oil is made. The uses of linseed oil are many and varied, but oilcloth and linoleum men are perhaps those chiefly affected by the present high values. Several of the larger oilcloth factories of the country, it is reported from Chicago, are either shut down or able to do little business as a result of the market conditions. Trade in the United States is said to require something like 40,000,000 gallons of linseed oil annually.

Estimates of the year's crop of flaxseed have been steadily reduced of late. The crop year is supposed to begin in September, but it is as yet practically impossible to gauge the yield for this year accurately. The first estimates of the total product were about 25,000,000 bushels. Now the figures are about 16,000,000 bushels.

The commercial uses of flaxseed, the vast amount used in making linseed oil and the methods of handling great quantities in bulk, are matters outside the range of the average man's knowledge. Each bushel of flaxseed yields a little over two gallons of oil. The pulp or cake remaining after the extraction of the oil has a value as fodder, and is an important by-product. While cottonseed meal and rice meal are used to some extent as substitutes for oil meal, yet there has never been found a satisfactory substitute for linseed oil. The painter, the white lead maker, the oilcloth manufacturer must have linseed oil, and so the farmer in the far Northwest tends carefully his flaxseed crop and the mills crush the slippery seed in order that their wants may be supplied.

In the process of extracting the oil from the seed it is crushed by rollers, going through set after set until it appears as fine meal. Then it is steam-heated in tanks to free the oil. As it comes from the tanks, a sticky, sweet-smelling mass, it is shaped by a small press into blocks, and these blocks are put under powerful hydraulic presses. The oil begins to flow in the gutters as soon as the power is put on, but it is an hour before the press is opened and the oilmeal taken out. The oil passes through various refining processes which prepare it for market. The cake is either shipped unbroken for export or is ground into oilmeal for the home market. Germany is a large importer of oilmeal.

### Effect of Machinery.

Three industries are given by the New York *Evening Telegram* as typical of the saving effected by the substitution of machinery for hand labor. Forty years ago one man took 750 hours to perforate 150,000 bank checks, for which he was paid \$150. Now the same work is done by machinery, six men being employed an aggregate of nine hours and fifteen minutes. They get about double the wages per hour, yet the labor cost is only \$3, instead of \$150. Seventy years ago, using quills and ruler to rule paper, it took 4800 hours to do work that is now done by machines in two and three-quarter hours. The hand workers got \$1 a day, while the operator of the machine is paid \$3.50 a day. The labor cost of producing a given quantity is 85 cents, as compared with \$400 in the old way. Machinery now makes 100 pairs of men's cheap grade shoes in 154 1-2 hours, as compared with 1436 1-2 hours by hand, the labor cost being \$400 by hand and \$35 by machinery. Instead of one man being employed to do everything in the manufacture of women's shoes, it now takes 140, each doing an entirely different operation on the machines. What required thirteen hours of labor forty years ago is now done in an hour. The third example is in bread making. One thousand pounds of dough for biscuits is rolled, cut, and prepared for baking in three hours and fifty-four minutes, as against fifty-four hours by hand. These instances are typical of a hundred other industries in which time and labor have been saved by machinery, while the market has been broadened, prices of the product cheapened, and wages advanced.

### American Farm Tools for Germany.

Baron Hermann, agricultural expert of the German embassy, has received word from the German Government that a specialist, designated by the agricultural societies, will leave Berlin soon for the United States to make careful inquiry into the use of American agricultural machinery, with a view to its introduction into general use in Germany. Baron Hermann for some time has been urging on the German authorities the marked advantages of American agricultural machinery. He looks upon the move as one likely to prove beneficial both to German agriculture and to American manufacturers. The agricultural sections of Germany are being depopulated, while the manufacturing centres are being overcrowded, and it is felt by the German Government to be desirable to give every modern facility to the agricultural class to increase the productive capacity of the farms to their full limit.—*Exchange*.

The Manufacturers' Trading Co. is the name of a new firm who, as manufacturers' agents, have established offices at 296 Second Street, Memphis, Tenn. They purpose giving manufacturers permanent representation in the South, selling on account of the manufacturers, they shipping and billing direct, and crediting the company with their commission as selling agents. They intend traveling from three to five men, and feel that it would be greatly to the interest of reliable manufacturers to open correspondence with them. It is a section of the country where it costs more to travel than any other part, hotel rates and railroad fares being higher than in the East or West, and this keeps out the representatives of a number of manufacturers whose products might be of interest to the buyers in quantities in that territory.



### Southern Hardware 'Jobbers' Association.

C. B. Carter, the Secretary-Treasurer of the Southern Hardware Jobbers' Association, recently forwarded the following letter to the members, having reference to the annual meeting in June next:

To the Members of the Southern Jobbers' Association.

Gentlemen—The meeting in Asheville of the Executive Committee of our association, adjourned after three days' deliberations.

The most important matter under consideration was that of the dates and place for our eleventh annual convention. The vote of our individual members was greatly in favor of Asheville, and after the members of the committee had looked over the city, ascertained the hotel facilities, transportation accommodations, etc., and had viewed the magnificent scenery in and around the "Land of the Sky," they too recognized the many advantages of Asheville for our annual convention, and accordingly cast a unanimous vote for that point. The dates for the convention were fixed for the 4th, 5th, 6th and 7th of June, and the Battery Park Hotel for our headquarters. The committee was very sorry indeed to disappoint our Cleveland friends, who were so anxious for our association to come to that city; however, they recognized the fact that sentiment should not prejudice them in selecting the place, and knowing the best interests of the

association would be promoted by the convention being held in Asheville, they accordingly decided in favor of that point. We shall give you further information regarding Asheville very shortly, in order that you may fully appreciate the attractions and advantages of this point.

Many matters of great interest to the Southern Hardware jobbers were considered and acted upon at the meeting, which will be presented to you in the near future. We would also state that a very interesting programme for the annual meeting has been outlined, and it is very important that each and every member of our association should be present this year to receive full benefits for the meeting, and we hope you will make your arrangements to meet with us this year without fail.

### Hammers Made of Rawhide.

"The common idea of a hammer, no doubt," said a dealer in tools, "would be that it was an implement made to pound with, and having a head of iron or steel. The pounding part of that would certainly be all right, but not all hammer heads are made of metal; there are some hammers, in fact, with head made of rawhide.

"Where the head would be on an ordinary hammer there is on the rawhide hammer seat at right angles across the end of the handle, a short section of iron pipe. The rawhide that forms the hammer head is first cut into an oblong strip, which is then, beginning at one end, snugly rolled up. The roll thus formed is put through an iron pipe, being made long enough so that it will project an inch or more at either end. The ends of the solid rawhide are trimmed off flat and true, like the face of any hammer, making this a two-faced hammer.

"The rawhide hammer is used for various purposes, largely in place of a mallet, for instance, for pounding on punches,



## Paint Prospects

This season is the paint dealer's opportunity. There will be more paint sold than ever before.



Our constant gains in S. W. P. sales show us this. We never before had so many new agents on our books nor so many gallons of paint ordered from us. Past years have shown big gains, but the percentages this year far exceed all others for the same period.

S. W. P. dealers all over the continent anticipate a big year in good paint. They are preparing to take advantage of the opportunity the good times offer.

It is not too late for you to get in line. We can make prompt shipments. We can give you advertising helps that will bring the trade your way. We can help you personally and put more spirit and "go" into the paint business than your locality ever saw before.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

CHICAGO,  
NEW YORK,

NEWARK,  
MONTREAL,

CLEVELAND,  
BOSTON,  
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SAN FRANCISCO,  
KANSAS CITY.



Write 31 Michigan Street, Cleveland for the  
"B-13" illustrated booklet on our Paints and Methods.

and on chisel handles. It is used where pounding is to be done on polished metal surfaces; it serves the purpose without scratching the metal. Rawhide hammers are made in various sizes.

"Then there is a rawhide implement that is called a mallet, in which the head is formed in the same manner as the rawhide hammer head, but joined in the handle direct, without being held there in a holder. The rawhide mallet is also made in various sizes; it is a smaller and lighter tool than the hammer.

"Another rawhide pounding tool is the rawhide maul, heavier than the hammer, and made in various sizes. The head of the rawhide maul is made of disks of rawhide laid together to a sufficient thickness and held together by iron caps top and bottom, through which, as of course through the rawhide as well, the maul handle passes. The block of rawhide thus made is turned into the usual maul form. Built up as it is of compacted layers placed crosswise of the handle, the striking surface of the maul, as is the case with the hammer and the mallet in the manner in which they are made, presents the rawhide in a mass edgewise. The rawhide is used, for example, by artificial flower makers, pounding all day long on dies and punches, cutting out flowers and leaves.

"These rawhide hammers and mallets and mauls cost about three times as much as corresponding wooden mallets would cost—they last about ten times as long."—*Exchange*.

"You used to be something of an altruist," said the friend.

"Yes," answered Willie Washington. "I was a Theosophist for a while, too. But I had to give it up. I've tried being a whole lot of things, but I never get far enough along to find out what the names by which they are called actually mean."—*Washington Star*.

## RECENT TRADE PUBLICATIONS.

W. J. ADAM, Joliet, Ill. Pamphlet catalogue, 48 pages, covering the line of Adam's Woven Wire and Ornamental Steel Fencing, Steel Posts, Steel Gates, Slat Fencing, Portable Corn Cribbs, Window and Door Guards, Stable Fixtures and Jail work; in fact special Steel Work of all kinds, including Bale Ties, Green Bone Cutters, etc. The catalogue is fully illustrated, with all the articles referred to above, together with descriptions and dimensions and other particulars necessary to facilitate the sale of articles of this description. This includes a number of wire specialties not usually found in an ordinary catalogue, such as Grave Guards, Cemetery Fence, also Hay Racks and other stable fixtures.

GRAY & DUDLEY HARDWARE Co., Nashville, Tenn. Illustrated catalogue of Saddles and Harness and Saddlery Goods manufactured by them, the catalogue being denominated Saddlery Department No. 5, full catalogue size, 9 1-2x12 inches, and comprising 108 pages. It is well printed on good paper, fully illustrated, in which every article is displayed in a manner that would be readily understood by the dealer. List prices are attached to everything shown, and a discount sheet accompanies the catalogue, which is intended for dealers only. Included in its contents are Saddles in large variety, Harness, all the usual separate parts of the same, Halters of every description, Horse Collars and Hames in every variety, Whips and Whip Lashes, Curry Combs, Horse Brushes and Spurs; in fact an extremely large variety of the class of goods usually represented in a catalogue of this character.

F. A. HERRICK Co., Jackson, Mich. Pamphlet catalogue of 24 pages, covering their line of store fixtures, including their Patent Tool Racks, Tool Brackets, Sampling Hooks, Auger and Bit Cases, Hammer and Hatchet Cases and Axe Racks, a line of important appliances that would be found useful in any Hardware store in the United States. These have all been tried and tested for years by the trade, and wherever introduced have met with increasing popularity. There is a want for appliances of this character in all properly equipped Hardware stores. A saving of time can be had by an equipment of this character, a much better exhibition is given of the goods displayed, and in fact great convenience is one of the most prominent characteristics in each of these store specialties. It would be good policy for our readers to write to the company for one of their catalogues and thus stimulate a want that they have no doubt frequently experienced.

R. D. CONE Co., Winona Minn., have recently issued their Spring Circular of imposing pretensions, of 128 pages, covering their wholesale line of Shelf and Heavy Hardware, Iron, Steel, and Wood Stock. The catalogue is fully illustrated throughout, being actually filled with illustrations describing fully the articles represented, which take in the usual assortment emanating from a jobbinghouse of this character, an enumeration of all the various lines being given on the fourth page of cover under the heading of "We carry in stock a full assortment of the following lines of goods for which we respectfully solicit your mail orders," with the statement that mail orders are shipped on day of receipt, and goods billed at lowest market prices. When it is considered that the lines enumerated count up 140, some idea may be entertained of the stock of goods carried by this progressive house.

LUFRIN RULE Co., Saginaw, Mich., 1901 Catalogue No. 6, embracing the line of Measuring Tapes, Rules and similar goods manufactured by this well known house, including "Reliable" Steel Measuring Tapes in several varieties, "Rival," "Challenge" and Engineers' Pattern Steel Tapes. Metallic Measuring Tapes in all the popular styles, including the "Junior Metallic" and "Sterling" pocket steel and linen tapes. Included in the contents are illustrations and full descriptions of the "Universal" Measuring Tapes, a leading production of this company, which are shown in all their various styles and varieties, and are popular goods with the Hardware trade. Folding Steel Pocket Rules and Folding Steel Rules of other kinds are also included in the assortment of this catalogue, which takes in as well Hickory Board Rules in a number of styles and Log Rules. This is a catalogue that should be in the hands of a Hardware dealer wherever found.

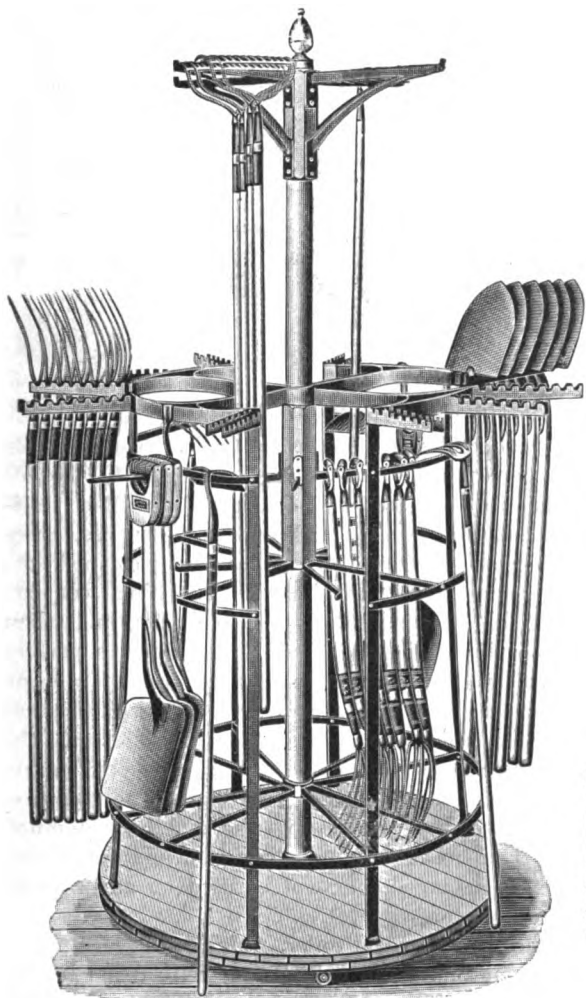
STOWELL MFG. & FOUNDRY Co., South Milwaukee, Wis. 1901 Special Catalogue No. 5. Pamphlet catalogue of 48 pages, embracing their entire line of Door Hangers and Rail. The various other lines representing goods manufactured by this extensive plant form a special and separate catalogue running from No. 1 to No. 6, No. 1 representing their General Line, No. 2 Registers and Furnace Goods, No. 3 Railroad Hangers and Supplies, No. 4 Wire Workers' Goods, No. 5 Hangers and Rails, and No. 6 Malleable Hardware. This will give a pretty good idea of the extent of the production of these well known works. In the catalogue under review, full descriptions are given of the Stowell Steel Parlor Door Hangers, with graphic illustrations showing the operation of the same; Matchless, Nansen, Atlas, Magic and Inter-State Door Hangers, together with the styles that have been longer on the market, Climax, Wild West, Anti-Friction Railroad and Street Car Hangers, etc. This is a very neat catalogue, covering a line of goods all by themselves that would be found useful to any Hardwareman carrying such goods in stock.

GENEVA TOOL Co., Geneva, Ohio, have recently issued one of the most attractive catalogues that have been brought to our notice, covering their line of production. They state in their prefatory remarks: "Our factory facilities are the most complete to be found in the steel goods business. We have ample capacity, and the most improved machinery, enabling us to successfully meet the large and constantly growing demand for high grade goods. Our growth has been steady and substantial, and the opening of the new century finds us grateful indeed for the successes of the past." The contents of the catalogue would justify this statement. It is a pamphlet catalogue of 96 pages, printed on superior coated paper, and filled with illustrations of the highest style of art. It is printed with a great deal of taste, and altogether presents an appearance that would be sure to attract not only our domestic buyers but those abroad. Every line of goods represented has its accompanying illustration. No economy in regard to properly displaying the goods is manifest in any part of the catalogue. Full descriptions are given throughout with list prices printed and a discount sheet accompanying each catalogue. A telegraphic code is given in connection with the catalogue, covering all possible requirements for ordering goods. A description of the various grades of steel goods made by them occupies a full page, and hoes are treated in a like manner.

## NEW GOODS AND SPECIALTIES.

### Herrick's Tool Rack No. 1.

F. A. Herrick Co., Jackson, Mich., are the inventors and manufacturers of the valuable article of Hardware store equipment of which we give an illustration in the course of this article. It is called Herrick's Tool Rack, No. 1, and in its utility is capable of holding 292 Tools and Handles. It is a well-known fact in all Hardware stores that it is a dif-

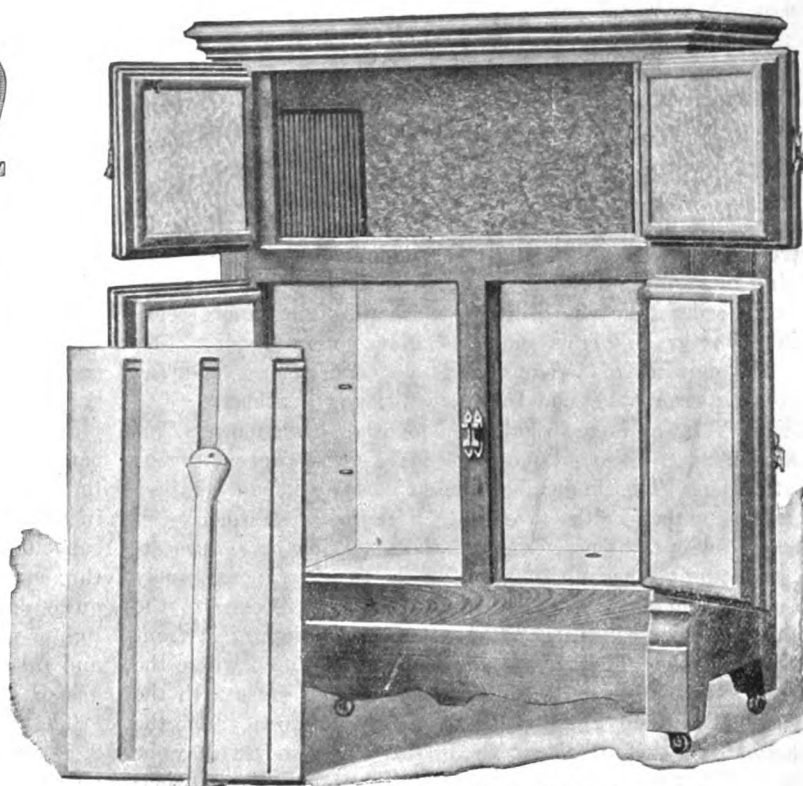


HERRICK'S TOOL RACK No. 1.

ficult matter to make a proper display of haying tools and garden rakes, manure forks, shovels, etc., from the fact that convenient appliances are not usually found in a Hardware store where a large number of these specialties may be distributed and economize space. From this necessity, the article that we illustrate herewith was invented and placed on the market, and wherever it has been introduced throughout the country it has seemed to be a welcome addition to the usual equipment of a Hardware store, and as the number of testimonials which the manufacturers will gladly furnish any dealer requiring the same, will admirably demonstrate. As the manufacturers state in the circular they send the trade, this is one of the several articles manufactured by them that is gotten up by "a Hardwareman who knows the needs of Hardware merchants," and they argue that such fixtures are silent salesmen, the zeal of which can always be depended upon, as the goods are placed in a salable shape before the possible customer, and may be handled and placed and replaced with impunity without giving the proprietor of the store any anxiety. Our subscribers should write for a complete catalogue showing several other articles of equal utility.

### Glass Lined Refrigerators.

Cooper & McKee, 113-121 Gwinnett Street, Brooklyn, N. Y., in addition to their regular line of new Columbia, new Domestic, Champion and Household Refrigerators, have lately placed on the market an entirely new line of Glass Lined Refrigerators, a cut of which we give in this article. After two years of expensive experimenting, the actual demonstration has resulted in perfecting plans whereby they are now able to place before the public a superior refrigerator manufactured on absolutely hygienic principles. Their improved system of construction for this important class of refrigerators is new, and they have been able to add many novel features that cannot be found in any other make. In their construction they have embodied all the important



GLASS LINED REFRIGERATOR.

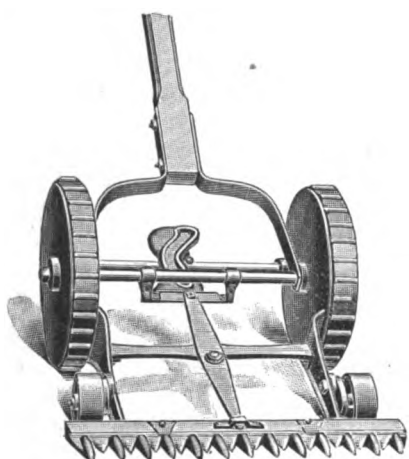
improvements that concentrated action and science have devised. They are of cabinet workmanship, and are handsomely finished, the trimmings, combination spring catch locks and hinges being of solid bronze. They are provided with ball-bearing wood wheel casters, and an automatic syphon attachment which is under absolute control of the lower door. These refrigerators are made of hard wood, golden oak finish, heavy raised panels, double walls all over filled with "Neptune Insulator," consisting of two thicknesses of non-absorbent fiber, together with one-half inch of pure hair between and formed into shape by a most ingenious quilting loom, thus insuring uniformity in thickness and density. It has proved from actual tests to have no equal for resisting outside temperature, thus causing a great saving in the consumption of ice. The ice chamber is made of sheet steel galvanized, therefore practically indestructible. The structural detail of the ice chamber is made on lines so near perfection that at no time can an access of moisture accumulate. The hot and cold air flues are so scientifically arranged that a cold, pure, dry air is always in circulation. The food compartment, also doors to same, are lined with one-quarter inch opalescent, milk white, polished plate glass.



No metal is used in corners to rust and corrode. All glass is set glass to glass, with ground edges. The shelving is constructed from aluminum, which will not rust, corrode nor tarnish. The waste pipe can be easily removed and the whole interior cleansed in a few moments. The lowest possible temperature is gained and maintained.

#### The Clipper Lawn Mower.

The Clipper Lawn Mower Co., Norristown, Pa., are placing on the market, through the Hardware and Implement trade, the Clipper Lawn Mower, which is a light mower designed more especially for the clipping of weeds, dandelions



THE CLIPPER LAWN MOWER.

and plantain, which, by the aid of a machine of this construction, may be cut as closely and finely as grass, and being made for the express purpose, is less liable to get out of order than the ordinary mower designed more especially for grass. It is in point of size more readily used in the mowing of irregular surfaces and spaces, such as those between posts and fences, walks and shrubbery. The Clipper Mower is not analogous to other lawn mowers, inasmuch as it does not mow down the grass preparatory to cutting it. The finger bars and fingers thereon as they progress gather in the grass with a degree of uniformity in nearly an upright position, and the vibrating or reciprocating motion of the knives shears off the grass in an extremely thorough manner. It will be noticed, by reference to the illustration herewith, that the cutter bar is directly in front of the wheels. The wheels travel over the ground where the grass is cut, never rolling down the standing grass with the wheels. The small gauge wheels at the side are to gauge the height you desire to cut the grass. The knives may be readily sharpened in the machine with a small file or whetstone, or they can be taken out and ground. It is made in five sizes: 12, 15, 18, 21 and 24 inch.

#### Griswold Field Fence.

The Dillon-Griswold Wire Co., Sterling, Ill., who have been manufacturers of wire fencing for a number of years,



GRISWOLD FIELD FENCE.

have recently placed upon the market a new field fence to which they call the attention of the trade. The main features, the manufacturers argue, of a good fence, lie in its construction. The claim is made that the Griswold Field Fence is scientifically correct, every effort being made to increase its strength, extend its durability and still preserve the ornamental appearance that should be a characteristic of any metallic fence. An indication of its strength may be obtained from the fact that the top and bottom wires are No. 9 gauge; the intermediate bars No. 11, and the mesh or side wires No. 13. The stays are placed 9 inches apart,

and the fence is constructed so that the lower heights are made, in the parlance of the implement trade, pig tight, while the higher fence is so made that it forms the usual obstruction for cattle. It is made in several heights, according to the demands of the trade, the 18-inch having 5 bars; 24 and 33 inch, 7 bars; 39 and 50 inch, 9 bars, while the 56-inch is constructed of 11 bars. It is put on the market in rolls containing lengths of 10, 20 and 40 rods.

#### "Wagner" Household Specialties.

Wagner Mfg. Co., Sidney, Ohio, are the manufacturers of a number of household specialties that have been found

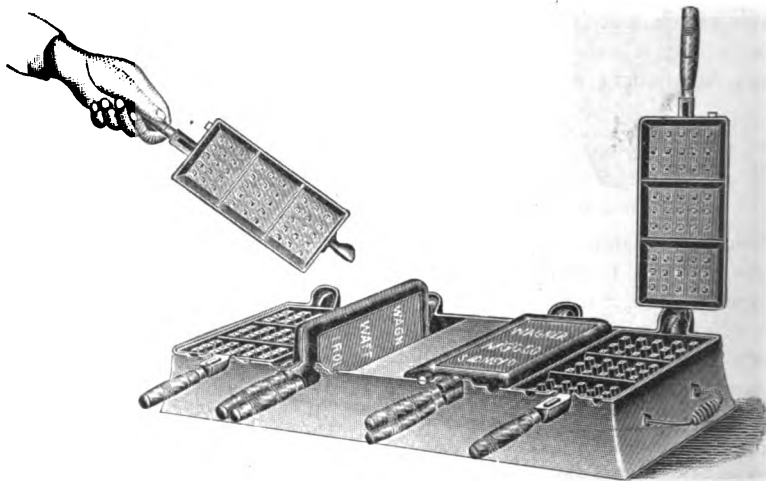


FIG. 1.—HOTEL WAFFLE IRON.

very popular sellers by the Hardware trade. Among these we illustrate herewith the Hotel Waffle Iron (Fig. 1). These irons are made in a new and desirable style, as will be indicated by the cut, and operate with equal ease on gas, gasoline or ordinary cook stoves. They are easily cleaned, the pans readily separating at the hinges. The hinge consists simply of two half balls cast solid on the pans, and when placed together in the socket of the frame form a perfect ball bearing. One iron is adapted for the use of a large family or boarding house. Its capacity is six waffles, three in each pan. A larger one is also made for hotel use, the capacity of which is twelve at one filling, each pan baking three waffles, each 2 5-8 x 4 inches in size. The pans are quite deep, allowing the batter to raise and bake a much lighter waffle than if baked in a shallow pan, and the frames and pans are so arranged they can be used on any regular gas or gasoline stove.

The "Wagner" Improved Broiler, which is shown in Fig. 2, is made in one piece, and can be used with equal results on gas, gasoline or ordinary cook stoves. The channels in the broiler catch the juices of the meat, and the openings allow the heat to pass through, being only on the sides of the

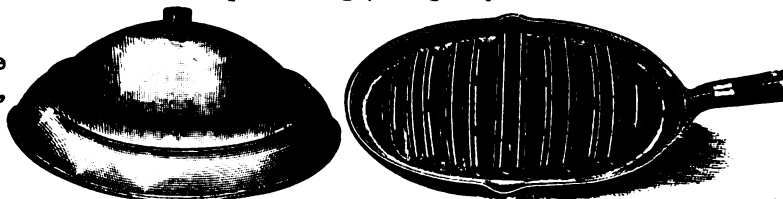


FIG. 2.—"WAGNER" IMPROVED BROILER.

raised channels, the juices being retained and not destroyed. The long wood handle is a feature that will be appreciated.

#### Gem Flue Stops.

The J. L. Clark Hardware Co., Rockford, Ill., are the manufacturers of the Gem Flue Stops, which are patented by them for a number of useful improvements in this simple article. The special merit of these stops lies in the method of their fastening. This consists of two wires, arched in form, and crossing at right angles to each other. Where the wires cross they are notched, which locks them securely. In this manner four points of contact are obtained instead of two, as in the case with the majority of other stops on the market. To the centre of the blank the

wires are secured by a cleat. This method permits the wires to fold down flat and facilitates packing. Fig. 1 shows a flat stop, which is a novelty inasmuch as previously there has been but little attention paid to making a stop of this character. Being Flat, it permits being papered over after being placed in its desired position. Otherwise it combines all the essential features of the ordinary stop with the addi-

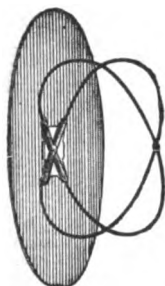


FIG. 1.

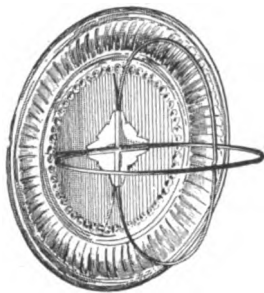


FIG. 2

tion of a patent fastening. These stops are finished in a grey-colored lacquer, with an artistic chromo glued to the centre. No. 2 is a brass-finished flue stop, ornamented with a chromo above referred to. The cleats at the centre are not soldered on the blank, but are fastened by means of four ears that go through four slots in the blank, and these ears are clinched on the opposite side, preventing any loosening at the fastening or dropping down. Fig. 3 is also a brass-finished article, similar to Fig. 2 in style. This stop differs from Fig. 2 in regard to securing the wires to the blank. Instead of the cleat at the centre of the blank, these

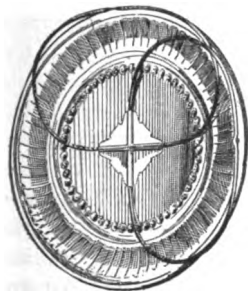


FIG. 3.



FIG. 4.

have raised sockets formed from the stock of the blank itself near the outer embossed rim. The shape of the wires differs from that of the other styles, the sides being straighter, thus allowing a longer bearing on the sides of the thimble. All the Gem Stops are held so securely that they cannot be blown or jarred out in any manner, and are claimed to be absolutely dust and soot proof. They are put up in boxes of one dozen each, containing an assortment of chromo designs, and the general appearance of Figs. 2 and 3 is shown in Fig. 4, giving a very good idea of the ornamental appearance of these stops when placed in position.

#### U. S. Ratchet.

The Chain Stay Fence Co., Sterling, Ill., are the inventors and manufacturers of the U. S. Ratchet, which is an article

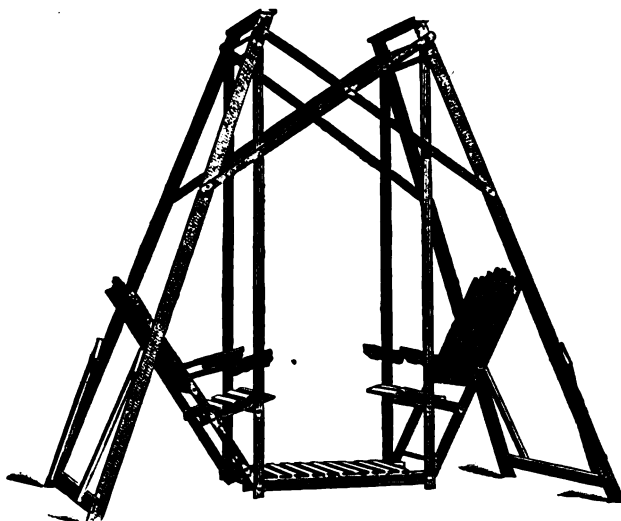


that is in great demand wherever the construction of wire fence is desired. We illustrate this article herewith. It has a number of admirable features that recommend it to the trade. It is not only complete in its construction for the purpose designed, but the frame is made of steel, making it a very strong and durable article. It makes it unnecessary for holes to be made in the end post, as it can be

attached to any kind of a post, either wood or iron, and whether large or small. It overcomes the objectionable feature of the wires corroding or rusting, as in the use of the ordinary ratchet where the wires must pass through the end post. It allows the wires to be slackened or the tension to be increased with equal ease. It is provided with no small parts that are separable and apt to get lost. It requires no special wrench to operate. Any wrench that will fit on the square part of the shaft can be used. It can be used on any kind of fence, whether smooth or barbed. Taking it altogether, for a little article of such general utility, it should be part of the Hardware stock of every dealer in the country.

#### Tippecanoe Lawn Swing and Reclining Chair.

The Tipp Building & Mfg. Co., Tippecanoe City, Ohio, are the manufacturers of the Tippecanoe Lawn Swing and Reclining Chair, an illustration of which we present in this article. It is made by the company suitable for two passengers or four passengers, the one we illustrate herewith being the two-passenger design, and is made of hard wood painted a bright vermilion and varnished; has an adjustable back; is built extra strong, having reference to the rough usage which such an article receives in constant use. It is designed to be first-class in every particular, and will carry 600 pounds safely. They have found in the distribution of the Tippecanoe Lawn Swing that a regular demand



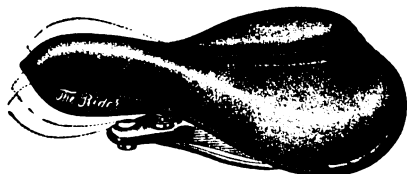
TIPPECANOE LAWN SWING AND RECLINING CHAIR.

exists in all sections of the country for something of this description, and it has proved beyond doubt to be one of the most popular articles they have ever placed on the market. While originally intended for the amusement of children, the manufacturers state they have found that grown people find actual comfort and complete rest in its use. In point of size it is 8 feet high, 4 feet 9 inches wide, has 8 feet 4 inches spread, and the sides are 9 inches wide, there being 32 inches space between seats. They are distributed packed one in a crate, the weight of which is 110 pounds. A special feature of the Swing is its noiselessness, which is made possible by the manner in which the Swing is attached to the rod of the stationary part. This company has been in business since 1864, and has shipped goods in this line to every part of the United States.

#### "Rider" Bicycle Saddle.

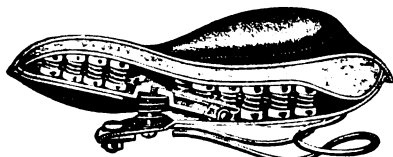
The Rider Saddle Co., 188 Grand River Avenue, Detroit, Mich., are placing before the Hardware and Bicycle Sundries trade their latest improved Bicycle Saddle. It is claimed to possess unique features of its own that place it beyond the pale of competition. The principal point to which reference is made, and it is made with sufficient justification to back it up, is that "its nose is adjustable, soft and flexible." It is constructed throughout of the very best material for the purpose; base is of the best cold rolled steel plate; the springs for upholstering the seat are 26 in

number and are of tempered steel. Each spring is held in place by a light brass socket securely fastened to the base at the lower end, and to a leather covering at the top end, thus retaining each spring in its proper position indefinitely. Over this is placed a half-inch covering of best wool felt; then the whole is covered with superior 4 ounce saddle leather. It is intended that this peculiar construction shall give perfectly free circulation of air, and make possible a cool and comfortable saddle. They have been on the market



"RIDER" BICYCLE SADDLE.

for upwards of a year, and have been extremely popular wherever introduced. A guarantee goes with them that they will last for years, and prove as good as new. The unique features of its construction are the upholstered seat and the adjustable nose. These features make the saddle popular. The nose can be made perfectly rigid in order to make it suitable for racing men, or can be adjusted so as to allow its deflecting full length, thus preventing its touching the body at any particular point. These improved features



SECTIONAL VIEW.

make it a desirable saddle for the trade to handle, and an inquiry regarding the same should be followed up.

#### Ole Olsen Lawn Rake.

The Piqua Handle and Mfg. Co., Piqua, Ohio, are the manufacturers of the Ole Olsen Lawn Rakes and C. M. Avery & Co., 165 Lake Street, Chicago, Ill., are the selling agents for the same. This improved lawn rake, of which we give an illustration (Fig. 1), has met with great success in its distribution through the Hardware trade. The manufacturers state that the handle, head and teeth are made of well-seasoned, straight-grained, hard wood, all of which are oil-finished. The malleable ferrule, which connects the head to the handle, is possessed of considerable strength and forms an attractive feature of the rake, giving it an appearance of its solidity and strength. The teeth are made of extra selected stock, and so constructed that when once driven into position there is no fear of any shrinkage taking place. They have an even temper, and differ from metal teeth, as they cannot bend nor clog. In Fig. 2 the knob is shown at the end of the teeth, being set by a patented

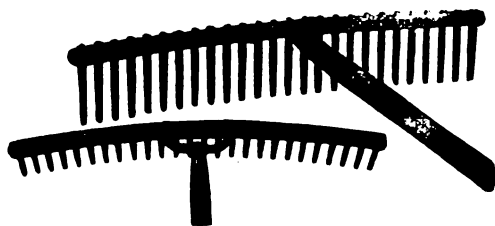


FIG. 1.—OLE OLSEN LAWN RAKE.

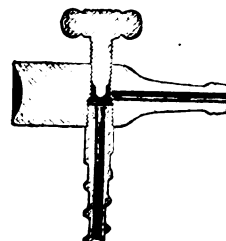


FIG. 2.

process which holds the teeth rigidly, and prevents them from dropping out at any time. Attention is called to the fact that the curved heads of the rakes admit of only four to six teeth coming into contact with the surface of the lawn at one time, the teeth on either side of the centre doing their work perfectly without tearing up the grass. Another advantage obtained from the head being curved is that in raking the materials are thrown toward the centre of the rake. When desired, however, the rakes can also be furnished with straight heads.

#### No. 1900 Champagne Tap.

The C. T. Williamson Wire Novelty Co., Newark, N. J., among their numerous specialties, are placing before the Hardware and Housefurnishing trades, an especially desirable Champagne Tap, which we illustrate in the course of this article. Quite frequently the requirements of a sick room, especially during the convalescent stage of an illness, make an article of this description very essential. It has



NO. 1900 CHAMPAGNE TAP.

frequently been difficult to secure one that will hold the gas after the tap has been inserted in the cork. The one illustrated herewith is the No. 1900 Champagne Tap, which has been recently improved, and is confidently placed before the trade guaranteed to meet all the possible requirements, being so constructed as to have a Seat and Direct Cut-Off, which prevents any escape of gas. These two features, which will be noticed in the illustration, make this tap absolutely airtight, and therefore impossible to leak while a drop of wine remains in the bottle, so it keeps it in just as good condition as the first that is drawn off. The tap is made from the best material; nickel-plated, and polished; is sent out wrapped in tissue, packed one each in a paste-board box, and accompanied by a gimlet for boring the requisite hole in the cork. Each and every tap is carefully tested before leaving the factory, and the manufacturers guarantee it will not leak.

#### Cars Built in the United States in 1900.

The total number of cars that have been built by the car building works in the United States during 1900 is 124,106. This, of course, does not include the cars built by the railroads in their shops. Of the 124,106 cars 113,070 are freight, 1515 passenger, and 6091 street cars for use in America, and 2561 freight, 121 passenger and 748 street cars for export. In 1899 the total output of these same works was 123,893 cars, divided as follows: 117,982 freight, 1201 passenger, and 4710 street cars for use here, and 1904 freight, 104 passenger, and 206 street cars for export. The extension of the steel car industry is shown by the fact that of the total freight cars that will have been turned out last year 14,464 were all steel, 447 of these being for export. In 1899 the total was 10,500, while in 1898 but 2700 were built. More cars for passenger service will probably be built in 1901 than were in 1900.—*Exchange*.

Merchant vessels built in the United States and officially numbered by the Bureau of Navigation, Treasury Department, during the calendar year 1900, comprised 1102 of 365,791 gross tons, compared with 954 of 267,542 gross tons during 1899. Steel steam vessels numbered 92 of 196,957 gross tons, compared with 86 of 126,768 gross tons in 1899. The greater part of this increase is on the great lakes—from 14 vessels, 50,836 tons, in 1899, to 33 vessels, 108,511 tons, in 1900. Steel steam vessels built on the Atlantic coast numbered 51 of 78,982 gross tons, compared with 63 of 73,808 gross tons in 1899.—*Exchange*.

# PATENTS

Preliminary Consultation Free.

HENRY J. MILLER,

55 Equitable Building,

BOSTON.



# REVIEW OF THE MARKETS.

**Wire Nails:** The demand for Wire Nails still continues extremely large. The indications point to a fear among the dealers that an advance may possibly take place at an early date, and orders have in consequence been more than usually liberal. Quotations continue as previously quoted, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in 10 days.

To jobbers in carload lots.....	\$2.30
"    less than carload lots.....	2.35
To retailers in carload lots.....	2.40
"    less than carload lots.....	2.50

**New York Prices:** There is no let-up on the demand for Wire Nails, all the reports being that purchases are made freely. Complaints are made by the jobbers that deliveries are not as prompt as they would like to have them, and seem to fear somewhat the supplying the demands of their own customers. Quotations remain as follows:

To retailers, carload lots on dock.....	\$2.53
Small lots at store.....	\$2.55 to 2.60

**Cut Nails:** The quotations on Cut Nails are now made in conformity with a resolution of the manufacturers at their last meeting, in which they adopted a plan of making a delivered price f. o. b. Pittsburgh plus the actual freight to point of destination, instead of following the previous plan in accordance with "the manufacturers' rate book." The trade regard this change as being a desirable one. Cut Nails are in excellent demand, and quotations are as follows, f. o. b. Pittsburgh plus actual freight to point of destination, terms 60 days, or 20 per cent. discount in ten days.

Carload lots.....	\$2.00
To jobbers in less than carload lots.....	2.05
To retailers in less than carload lots.....	2.10

**New York Quotations:** With an increasing demand for Cut Nails, New York quotations have been fully sustained. These deliveries have been made in accordance with the understanding referred to above in regard to charges for freight. The quotations are as follows:

To jobbers in carload lots on dock.....	\$2.15
"    less than carload lots on dock.....	2.20
To retailers in less than carload lots on dock.....	2.25
Small lots from store.....	\$2.25 to 2.30

**Barb Wire:** Barb Wire continues in steady demand, which interferes somewhat with prompt delivery from the mills. They are using every possible facility to supply the trade at this period of the year when the demand is ordinarily a large one. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in ten days.

To jobbers in carload lots, Painted.....	\$2.60
"    Galvanized.....	2.90
"    less than carload lots, Painted.....	2.65
"    Galvanized.....	2.95
To retailers in carload lots, Painted.....	2.70
"    Galvanized.....	3.00
"    less than carload lots, Painted.....	2.80
"    Galvanized.....	3.10

**Ellwood and Baker Wire** is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

**Plain Wire:** The market on Plain Wire is well sustained, the demand being a heavy one, orders from manufacturers and others being large, indicating the prosperous conditions surrounding all grades of manufactures in which wire is largely used. The market is firm at the following quotations, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off for cash in ten days:

	Base sizes.	
	Plain.	Galv.
To jobbers in carload lots.....	\$2.25	\$2.65
"    less than carload lots.....	2.30	2.70
To retailers in carload lots.....	2.35	2.75
"    less than carload lots.....	2.45	2.85

The above prices are for the base numbers, 6 to 9. The

other numbers of Plain and Galvanized Wire take the advances indicated in the following table:

Nos.	Plain Fence Wire Advances (Catch Weights).	Galvanized.
6 to 9.....	Base.....	\$0.40 extra.
10.....	\$0.05 advance over base.....	.40 "
11.....	.10 " " " ".....	.40 "
12 and 12½.....	.15 " " " ".....	.40 "
13.....	.25 " " " ".....	.40 "
14.....	.25 " " " ".....	.40 "
15.....	.45 " " " ".....	.75 "
16.....	.55 " " " ".....	.75 "
17.....	.70 " " " ".....	1.00 "
18.....	.85 " " " ".....	1.00 "

For even weight bundles, 50 pounds or over, 5 cents per bundle advance on above.

**Strap and T Hinges:** Under date of March 15th an entirely new price list of Strap and T Hinges was adopted by the manufacturers. We give the new list below, by which it will be observed there is considerable of a change in many of the list prices, which, no doubt, has been done with a view of allowing a larger base discount than previously prevailed. The list we give is issued by the Stanley Works, New Britain, Conn., and is, we understand, in conformity with corresponding lists issued by other manufacturers who have all agreed upon the same.

LIGHT STRAP.							
3	4	5	6	7	Inch.	Per Dozen	Pairs.
\$1.55	2.05	2.50	3.25	3.95			
8	10	12	14	16	Inch.	Per Dozen	Pairs.
\$4.55	6.30	9.15	12.00	14.85			
HEAVY STRAP.							
	4	5	6	Inch.	Per Dozen	Pairs.	
	\$3.15	4.30					
6	8	10	12	14	16	Inch.	Per Dozen
29	27	26	26	26	26	cents per pound.	
LIGHT T.							
3	4	5	6	7	8	Inch.	Per Dozen
\$1.50	1.60	2.00	2.35	2.70	3.00		Pairs.
9	10	12	14	16		Inch.	Per Dozen
\$3.85	4.40	6.00	7.80	12.20			Pairs.
HEAVY T.							
4	5	6	8	10	Inch.	Per Dozen	Pairs.
\$1.80	2.10	2.50	3.15	4.60			
12	14	16	18		Inch.	Per Dozen	Pairs.
\$6.40	8.85	10.75	11.45				
EXTRA HEAVY T.							
	4	5	Inch.	Per Dozen	Pairs.		
	\$3.60	4.90					
6	8	10	12	14	16	Inch.	Per Dozen
30	29	27	27	27	27	cents per pound.	
LONG CHEST.							
6	8	10	12	Inch.	Per Dozen	Pairs.	
\$2.20	2.95	3.30	4.80				
HINGE HASPS.							
3	4½	6	8	10	12	Inch.	Per Single Dozen.
\$1.00	1.25	1.60	2.10	3.00	4.20		
HINGE HASP STAPLES.							
3	4	6	8	10	12	Inch.	Per Single Dozen.
\$0.40	.40	.45	.60	.75	.75		
Crate Hasps (Single Swivel), No. 920, 3-inch.....							
Crate Hasps (Double Swivels), No. 918, 3-inch.....							
Crate Hinges, No. 916, 3-inch.....							
CORRUGATED HEAVY STRAP.							
4	5	6	8	10	12	Inch.	Per Dozen Pairs.
\$3.15	4.30	5.70	9.20	13.80	21.30		
CORRUGATED EXTRA HEAVY T.							
4	5	6	8	10	Inch.	Per Dozen	Pairs.
\$3.60	4.90	6.30	10.40	13.70			

The discounts announced by the Associated Manufacturers to apply to the list herewith given, we give below. There is beyond this an extra discount given the large trade in accordance with the size of the order:

	Discount.
Light Strap.....	75 %
Heavy Strap.....	80 %
Light T.....	70 %
Heavy T.....	75 %
Extra Heavy T.....	75 and 10 %
Long Chest.....	60 %
Hinge Hasps and Staples.....	60 %
Crate Hinges.....	75 %
Crate Hasps.....	60 %
Corrugated Heavy Strap.....	80 %
Corrugated Extra Heavy T.....	75 and 10 %

**Japanned and Galvanized Strap Hinges:** The Stanley

# THE ARCADE FILE WORKS

NOW OWNED AND CONTROLLED  
BY THE

## NICHOLSON FILE CO.

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should be addressed to the

MAIN OFFICE  
AT  
PROVIDENCE

Where they will receive  
prompt attention

S. M. NICHOLSON, Pres. and Gen'l Mgr.

NICHOLSON FILE CO., PROVIDENCE, R. I.

Works, New Britain, Conn., in connection with the change in discount on Strap Hinges, announce the following, which applies to the list prices in their 1895 catalogue:

	Discount.
Japanned Light Strap.....	60 %
Japanned Heavy Strap.....	50 and 10 and 5 %
Japanned Light T.....	60 %
Japanned Heavy T.....	50 and 10 and 5 %
Japanned Extra Heavy T.....	55 %
Japanned Hinge Hasps.....	50 %
Japanned Long Chest.....	60 %
Japanned Crate Hinges.....	60 %
Galvanized Hinges with Iron Pins.....	65 and 10 %
Galvanized Hinges with Brass Pins.....	60 and 10 %

**Carriage Bolts, Machine Bolts, etc.:** In common with other goods in the heavy Hardware line, a slight advance has been made in Carriage and Machine Bolts, Lag Screws, etc. We give the complete set of discounts, although a few of them are the quotations that have been current for some time, and have not been advanced:

	Discount.
Common Carriage Bolts.....	70 %
Machine Bolts with H.P. or C.P. Plain Nuts.....	70 and 10 %
Machine Bolts with C. & T. Nuts.....	70 %
Machine Bolts without Nuts.....	70 and 20 %
Machine Bolts, Blanks.....	70 and 10 %
Bolt Ends with H. P. or C. P. Plain Nuts.....	70 and 10 %
Bolt Ends with C. & T. Nuts.....	70 %
G. P. Coach Screws.....	75 and 15 %
Cone Point Lag Screws.....	80 %
Skein Screws.....	75 and 15 %
Forged Set Screws and Tap Bolts.....	65 %
Plow Bolts and Guard Bolts.....	60 and 10 %
Washer Head Coach Screws.....	75 and 10 %
Stud Bolts.....	70 and 10 %

**Nuts:** The manufacturers of Hot Pressed and Cold Punched Nuts, at a meeting held recently, announced the following advanced prices, which contemplate the usual extras to large buyers:

	Off list.
Hot Pressed, Square, blank, or tapped.....	5.60c.
Hot Pressed, Hexagon, blank or tapped.....	6.30c.
Cold Punched, Plain, Square.....	5.20
Cold Punched, Plain, Hexagon.....	5.60c.
C. T. & R., Square.....	5.40c.
C. T. & R., Hexagon.....	6.10c.

The demand for these goods has been remarkably good for some time, and the slight advance indicated by the above quotations is not deemed to be of a character to affect the market unfavorably.

**Wrought Butts:** In sympathy with the revised quotations on Strap and T Hinges, manufacturers of Wrought Butts state that an advance of 10 per cent. has been made over the quotations that formerly obtained in the market.

**Spiral Screw Drivers:** In our Review of the Markets in our issue of March 10th, the types made us misquote the revised prices on the Spiral Screw Drivers controlled by Voigt, Starr & Co., 67 Reade Street, New York. Jones Reversible No. 1 should be \$13.50 per dozen net, and No. 2 \$12.00 per dozen net. With these two exceptions the prices given at that time are correct.

**Steel Shears:** The Carrier Cutlery Co., of Elmira, N. Y., announce the following quotations on their make of Straight and Bent trimmers:

Japanned, 70 and 10 per cent. discount from regular list. Nickel-Plated, 66 2-3 per cent. discount from regular list.

**Cotton Belting:** The Rossendale-Reddaway Belting and Hose Co. announce the following as their current quotations: Sphinx brand stitched cotton belting, 60 per cent.; Competition brand, 70 per cent. Quotations on Endless Thresher Belts of their make are as follows:

4 ply, 6 in., 12 cents; 7 in., 14 cents; 8 in., 16 cents.

**Linseed Oil:** The Dean Linseed Oil Co., under date of March 15th, 1901, quote as follows:

In lots of less than 5 barrels.....62 cents per gallon.  
In lots of 5 barrels or more.....61 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Bolled Linseed Oil, 2 cents per gallon higher than Raw.  
Calcutta Oil, 85 cents per gallon.

### THE PHILADELPHIA TRADE.

The tone of the Hardware market to-day is unquestionably strong, while the Springlike weather is having a very beneficial effect on trade. Not only are orders fair in number, but the frequency of the word "Rush" indicates the goods are wanted for immediate consumption; in fact, there are many reasons for believing that stocks throughout the country are low, and that a good demand may be expected during the coming Spring.

Locally, one of our worst draw-backs is the threatened strike in the coal regions, and, while it is difficult to get at the facts of the case, it does not seem as if the sympathy of the public was as strongly with the miners now as during their last strike, and it must be recognized that public sentiment is a great aid in matters of this kind. Trade in the coal regions has already been affected greatly by the threat of the strike, and is not likely to be improved until this matter has been finally settled, but elsewhere the outlook is bright, while the successful advances in prices are imparting a feeling of confidence to the trade, which results in much freer buying. During the past few days advances have been announced in Strap and T Hinges, Wrought Butts, Washers, Screw Hook Hinges, Screws, Hames and other lines, and we hear of others which are in contemplation.

BIDDLE HARDWARE CO.

### THE BALTIMORE TRADE.

Due to seasonable though unsettled weather, trade continues active, but not brisk, and we find the retailers are still not inclined to purchase speculatively, although most of them realize the possibility of much higher values prevailing shortly.

Strap and T hinges, tacks, and a few other items have gotten into line for revision of prices, and numerous other goods are trembling, as it were. Collections are coming in more freely, and we are now awaiting the advent of the Spring boom.

H. W. WEBB & SONS.

**THE BIRMINGHAM TRADE.**

We are daily receiving notices that, owing to the heavy advance on raw material, our friends are compelled to withdraw prices and take advantage of at least a part of the advance, and are kind enough to still leave us a part for our share. It is wonderful to note how the concentration of manufacturers produces such an effect on raw material. It may be that these advances arise naturally out of the conditions, and are justifiable. If so, then we are glad, for we are always happy to see improved conditions which will give volume to trade and a firm tone to the market. We hear that the conditions in the eastern hemisphere are not so jubilant, and the prospects are not so bright. We would like to see the conditions everywhere more hopeful; then we would feel less fear that our prosperity was temporal. We are glad to see Mr. Andrew Carnegie set our wealthy people such a generous example, which we feel sure will do much good, even beyond the expenditure of his own money. His example should be emulated, and no doubt it will. The true philosophy of life is to love your neighbor as yourself, and if such doctrine shall be the foundation principle of these large corporations our anxieties would be relieved, and we would look on them as benefactors, rather than a threatened evil. The business world has long sought relief from competition and to reach a point where they would have a monopoly. Possibly this idea has been dominant in the formation of the consolidations. What is to become of individual effort? Human nature is so constituted that we need some stimulus to urge us to our best efforts, and the question is, If we can get away from competition, will we not relax into a state of ease, and cease to make progress, as we have done under the force of competition and rivalry? We are hopeful, however, that good will come, even though we do not see fully how it is to be worked out. We have a great country and a great people, and we have hopes that they will solve all questions for the best, even though we cannot see the result.

MOORE & HANDLEY HARDWARE CO.

**THE CLEVELAND TRADE.**

The large orders for goods may mislead manufacturers. The tendency to advance in prices has created a speculative demand that may not continue, and the increasing output may create a surplus.

The present condition of England and Germany indicates that we may not expect continued orders after the old orders are completed. The intense activity will surely moderate. The large amount of paper being issued by telephone and suburban railroad companies, combinations and new banks cannot always remain unpaid. So much of it is being held on a margin that conservatives begin to think the danger line is in sight.

It is hardly possible that all business rules are abrogated or so radically modified by our prosperity that caution will be relegated to old-fogysm.

Anticipation of advance has largely stimulated purchases, and the amount of speculation that has been induced needs to be carefully considered before we are stamped into a boom.

Cool heads can hardly be expected under such remarkable conditions, but it is to be hoped that a "remnant," although submerged now, may be on the "topmost wave" later when sanity returns.

A big nation and a big people are subject to economic laws and must pay the penalty of disobedience. It is better to have a day of fasting occasionally than to wait until it is forced upon us.

Trade is excellent, many prices advancing.

THE LOCKWOOD-TAYLOR HARDWARE CO.

**THE PITTSBURGH TRADE.**

Pig iron, steel and iron continue to advance in price, notwithstanding the large production is taxed to its utmost. A still larger consumption has developed in this marvelous

country of ours, and buyers force prices up by demanding early deliveries and offering a premium for same.

England and Germany wonder at the productive capacity of our works per man employed, and even at half our wages cannot compete, because it takes three or more men to do the work of one here.

Building is very active in Pittsburgh this year, especially in the large class of houses, office buildings, etc.

Our Exposition Company lost its main building by fire last Sunday and this will be immediately rebuilt on a larger scale, and contain a large music hall.

St. Patrick's Day ushered in Spring weather, the six weeks of ground hog weather having been completed on that day. We expect a rush of business from this time on, as the cold weather held back those buyers who do not stock up until goods are called for.

We note in the reports of recent State Conventions of Retail Hardwaremen, the general expression of opinion that trade should move through the old established channels from manufacturers, through jobber and retailer, to the consumer. Of course, trade, like the forces of nature, will move in the direction of least resistance, despite resolutions and conventions, but we believe the jobber and the retailer can distribute to the consumer, to better advantage than the catalogue house upon the same conditions and terms, and that it is to the advantage of both jobber and retailer, to respect each other's rights, and work together for our common good.

LOGAN-GREGG HARDWARE CO.

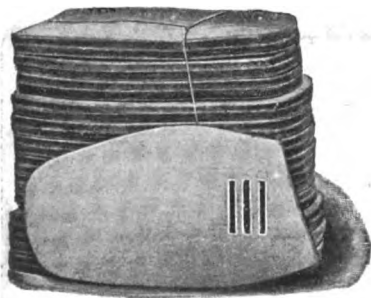
**THE MINNEAPOLIS TRADE.**

We are having our first considerable snowstorm of the season, and while it is not quite as pleasant as the spring-like weather we have had so much of during the past few weeks, we cannot help feeling that it is just the thing that we require. We have had very little snow during the Winter. This will do a great deal of good in the way of helping to draw out the frost, and as it melts will largely go into the ground, where it will be needed later.

Last Fall the farmers had ample time, and with good weather conditions, to do their Fall plowing; now, with plenty of moisture assured for seeding, conditions could not possibly be any better so far for good crops, and with good crops and fair prices, we are absolutely sure of good business.

The prospect for building in the city here, we are told by many of the older contractors, was never so bright as it is at the present time—more work in sight than ever before, and considerable large work. There are the new Chamber of Commerce, a flat building, with fifty-six apartments; another with thirty—all strictly modern and up to date, while in the retail district there is considerable building. The new heavy Hardware house is getting well under way, and the new jobbing Hardware house is getting its building in





**THREE-BAR LEATHER**  
shoe-soles and top-lifts (for heels) are the best.

Write us; we'll give you points.

**Baxter Schenkelberger & Co,**

350 Congress street, Boston

shape for occupancy. We understand it is purchasing its goods and getting ready to do business. A very satisfactory feature of this is that there is undoubtedly room for these new establishments, as the country that they will cover is growing rapidly, and will absorb a great many more goods than it has been possible to dispose of heretofore. There is probably trade enough going away from the Twin Cities to furnish them with all the business that they will care to handle.

Logging operations are about over for the season. They have had a remarkably good Winter and a very large quantity of logs has been put in. The price of lumber is somewhat higher than was prevailing a few years ago, but there seems to be no reduction in the volume of business—in fact, we believe the trade has never been in so prosperous a condition as it is now, and has been for the past two years, with every indication that it will continue for some time to come. They are getting the mills ready for an early start. This gives steady employment throughout the season to several thousand men—in fact, there undoubtedly will be a shortage of help in almost every line here this coming season.

W. K. MORISON & Co.

#### THE DAVENPORT TRADE.

Trade continues lively, especially in staple and seasonable goods.

There is apparently no speculative demand, for the orders are small, indicating that consumers are buying for present wants only.

It is difficult getting enough of the best brands of barb wire and field fencing to fill urgent requirements. Manufacturers of rope and binder twine predict a famine in these lines, unless Manila fibre comes in in larger quantities, and that very soon.

It is impossible to forecast the future market on goods close to the raw material made from steel and iron.

Notwithstanding the unusually wretched weather, even for March, and the almost impassable condition of the roads, the sales footings so far this month exceed those of a year ago.

The Iowa Hardware Jobbers hold their regular quarterly meeting at Des Moines on the 20th inst.

SICKELS, PRESTON & NUTTING Co.

#### THE CHICAGO TRADE.

Business with us is "booming," so much so that our capacity is being taxed to the utmost. The indications also are that it will so continue during the entire Spring season. The upward tendency of the market has seemed to enthruse most of the trade, as orders coming to us by mail and from

our salesmen are for good, liberal quantities, instead of broken packages, as has been the case for some time. The advances that have taken place recently will doubtless be followed by a great many more, which the trade at large appears to realize; consequently are taking advantage of the opportunity to cover their probable requirements now, at prices ruling at present. Our city trade is very active indeed, and as soon as the building season opens up proper, we look for a very heavy demand on edge tools and builders' Hardware particularly.

WELLS & NELLEGAR Co.

#### THE SAGINAW TRADE.

The season is very backward. The river is frozen over, and we had sleighing here Saturday, March 16th. The ship owners are painting their boats and getting ready for the opening of navigation. Business is about the same as last year. They have commenced building the sugar-beet factory; also the plate-glass factory. It will take the production of seven thousand acres of beets to keep the sugar-beet factory going.

MORLEY BROS.

#### THE SAN FRANCISCO TRADE.

Local trade conditions remain as noted in this correspondence two weeks ago—remarkably favorable. Drier weather has enabled fruit-growers to begin plowing their orchards, and the same clear skies have given an impetus to the growing grain all over the State. Crop conditions were seldom better than at present, though there is plenty of time for frost and north winds to do damage. Wholesalers and exporters report a continued active demand for most kinds of merchandise, and few, if any, of the retailers are complaining. In the same line of thought embraced in the standard commercial reports the middle of the month, it might aptly be said of structural material that it is still a feature, and that the rapid development of newly discovered California oil fields is creating an unusual demand for plates, pipes and drilling machinery. Funds are still in ample supply, and collections are up to the average. The shipping trade of the port is still heavy.

Secretary and Manager O. F. Sites, of the Palace Hardware Co., and President of the California State Retail Hardware Association, remarked to-day (March 16) that within the next week full executive committees representative of the several Hardware associations in the State will be officially notified to meet at Sacramento as the executive board of the State association to ratify or otherwise deal with the constitution and by-laws and formation of the State society that has thus far resulted from the work of the minority number of the members of these several executive committees.

As distinguished guests of the city, twenty-four members of the Chicago Commercial Club, including a few of this club's guests representing the commercial clubs of Boston, Cincinnati and St. Louis, are here for a few days. Among


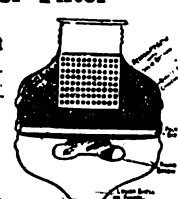
**"BARON'S B. B." Water Filter**  
(PATENTED)

Will Fit any Plain or Hose Faucet

Filtering material of charcoal and quartz.  
Flow of water not decreased by use of Filter.  
Filtering material easily cleaned and replaced. All parts interchangeable.

**PRICE 50 CENTS**  
Write for Discounts

**A. L. BARON MFG. CO.**  
2-4 Howard Street, NEW YORK

General View

Sectional View

**Miller's Patent**  
**Catalogue Case.**

Send for Descriptive Circular.

**Roy Miller, Box 60, Alma Center, Wis.**

# STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

## Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

this list of visitors are William J. Chalmers, President of Fraser & Chalmers, manufacturers of mining machinery, Chicago; Adolphus C. Bartlett, Vice-President of Hibbard, Spencer, Bartlett & Co., wholesale Hardware merchants, Chicago; Franklin H. Head, iron manufacturer, Chicago; Christopher Hotz, of Schuttler & Hotz, wagon manufacturers, Chicago; Edwin C. Goshorn, manager of the National Lead Co, Cincinnati, and Isaac W. Morton, of the Simmons Hardware Co., and H. N. Davis, President of the Smith & Davis Mfg. Co., both of St. Louis.

Articles of incorporation were filed in the office of the Secretary of State, at Sacramento, last week, for the J. H. Barker Co. The incorporators are J. H. Barker, Mrs. Alice Barker, A. B. McClure, Thomas Barker and Mrs. Jennie Curran. The capital stock is fixed at \$10,000, and the new enterprise will transact a general Hardware business.

TRADES PRESS ASSOCIATION.

### Law of £ s. d.

If you deposit money in a bank and leave it there for over six years without adding to it, drawing on it, or dealing with it in any way, it comes under the statute of limitations, and is lost to you forever.

Suppose you bought a gold ring and, without saying anything about payments or delivery, you turned round to examine a clock and a magpie flew in and carried off the ring, it would be your loss. You would have to pay the jeweler, while he need not give you another ring. If you bought a horse, and said you would call for him in the evening, and if the stables were burned and the horse destroyed before you called, you would have to bear the consequences. But if anything remained to be done to the property purchased, the seller would be responsible. Suppose he undertook to put a nail in the horse's shoe, or suppose the jeweler said he would polish up the ring, then the loss would fall on him, not you.

If you wrote from London to a miller in Bristol offering to sell him a cargo of wheat at 30 shillings a quarter, and he wrote a letter accepting your offer and posted it the same

day, the contract would be completed. Suppose, now, the letter got lost, you concluded that he was not going to buy, and you sold the cargo to some one else you would be liable for damages to the first buyer. And the worst of it is you could get nothing out of the Postmaster-General.

Every one knows that he cannot be made to pay for any beer or spirits he drinks in a public-house after the event. But it is not generally understood that if you lend money to a man to buy drink, or if you give him the loan of a jug to bring home the beer, you cannot recover either loan at law. But if the thing drunk was only soda-water, lemonade, or ginger-ale, the law would enforce payment.—*Answers.*

### Furnace Gas for Motive Power.

Of particular interest to iron smelters is the utilizing of furnace gas as motive power. Whereas formerly this gas was only used for reheating and for producing steam for the fan machinery, it is now used directly in specially constructed gas machines. It is first cleansed from dust and cooled by means of flowing water. Besides small gas machines which drive electric light machines, gas motors are now built which drive fans of 600 horse power. According to Weddinf, a recognized authority, the furnaces of Germany alone produce gas of 500,000 horse power; those of the whole earth, some 2,500,000 horse power. From this it is evident that startling developments may be expected in the iron industry.—*Exchange.*

### Professional Reader.

A large industrial corporation in New England keeps a young woman constantly employed in reading trade journals. She has a regular system of marking items to call the attention of various heads of departments thereto, and makes clippings for scrap books of articles pertaining to the business. Every large industry would find profit in such a plan. Many valuable ideas are lost because people are too busy to read the papers for themselves.—*Exchange.*

### HORSESHOE-H-CALKS. (Neuss' Patent.)



Always Sharp! No Slipping of the Horse!  
No injuries as caused by other Calks.  
Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free.  
Patentees and Sole Manufacturers,

**LEONHARDT & CO.,**  
BERLIN-SCHOENEBERG, GERMANY

"PERFECT"



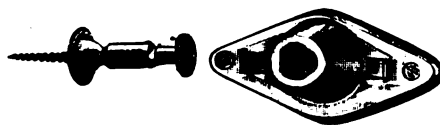
**OILER.**

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

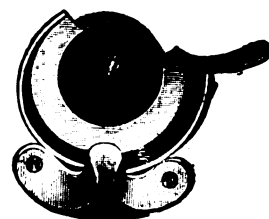
CUSHMAN & DENISON Mfrs. 240-2 W. 234 St. N. Y.

### ACME BASEMENT WINDOW HARDWARE,

In Sets Complete, with Butts and Screws.  
SAVE TIME.



AN AUTOMATIC CATCH  
To hold sash open. Much easier than Hook and Eye.



PAT. APPLIED FOR.  
A Fastener which binds sash tightly into frame, excludes cold air and prevents rattling.

Write for Circular.

**Caldwell Mfg. Co.,**  
4 JONES ST., ROCHESTER, N. Y.

## MERCHANT'S HIGH-GRADE ROOFING PLATES

Made by the Palm Oil Process. No Wasters. Evenly Coated.

The Brands are: { "Merchant's Old Method," "Merchant's Roofing,"  
"American Old Style," "Camaret," "Alaska."

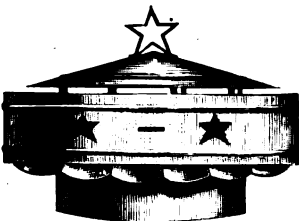
Each Sheet Stamped.

Send for booklet, "HOW ROOFING TIN (good and bad) IS MADE"

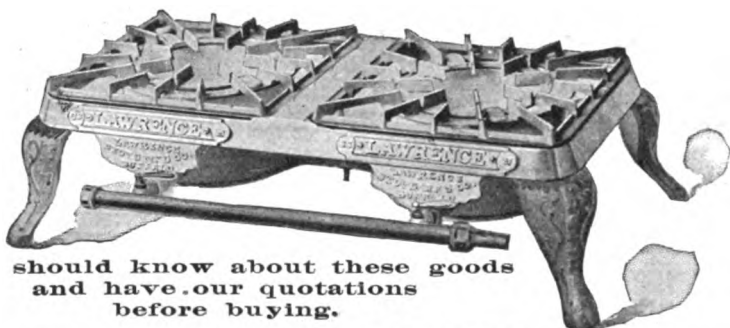
**STORM-PROOF The Star Ventilator EFFECTIVE**

For Ventilating Factories of all kinds, Foundries, Machine Shops, Power Houses, etc

Philadelphia **MERCHANT & CO., Inc.** Chicago  
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## "LAWRENCE" and "SENECA" FRAME STOVES and HOT PLATES



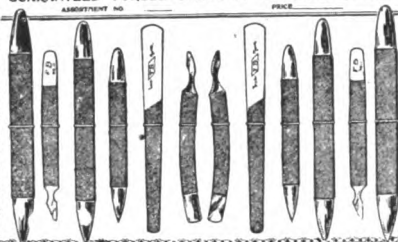
You should know about these goods  
and have our quotations  
before buying.

Catalog "H." **LAWRENCE STOVE MFG. CO., BUFFALO, N. Y.**

ASSORTMENT No. 932.  
List \$2.25 per dozen.

ALWAYS GET THE BEST, 'TIS CHEAPEST IN THE END  
**NAIL FILES**

GUARANTEED FORGED STEEL OF SUPERIOR QUALITY



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A Card of the best selling and most practical

## Nail and Manicure Files.

Each File in a Leather Case.

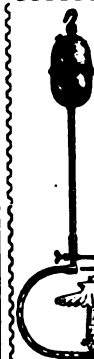
**ONE DOZEN ON DISPLAY CARD.**

If you want good files and the right styles,  
ask your jobber for

**F. B. NAIL FILES.**

Send for Catalogue to

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## The Peoria Vapor Lamps

Are the oldest and most reliable  
Vapor Lamps on the market.  
Simple in construction, low in  
price, 90 to 100 candle power of  
**PURE WHITE LIGHT**

Approved by the insurance underwriters. Safe, a child can operate them.

**BIG MONEY FOR AGENTS.**  
WRITE FOR PRICES TO-DAY.

**Peoria Vapor Lamp Co.**  
418 So. Washington Street,  
PEORIA, ILL.

## Howard Iron Works, BUFFALO, N. Y.

Manufacturers of



## BENCH VISES.

Price Lists Sent on Application.



## "APEX"

Hand and Horse Lawn Rollers,  
Land and Road Rollers.

Circulars and Prices on application.

**JOHN W. DOUGLASS,**

61 Beekman St., New York City.

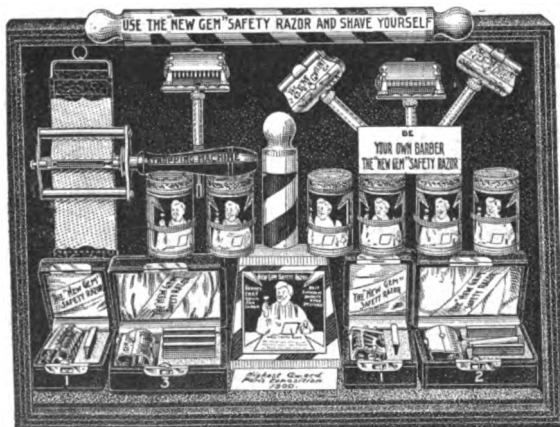
## FEDERAL BENCH SHEAR.

**STRONG**, compact and well  
made. Cuts sheets or bars to  
3-16 in. thickness. Stands 8 in  
high. Weighs 30 lbs. Send  
for circular.

**CHANDLER & FARQUHAR,**  
131 Congress Street,  
BOSTON, U. S. A.

## AMERICAN SUPPLY RAILWAY COMPANY.

BAGGAGE HOTEL & TIME CHECKS METAL  
FIGURES & LETTERS & EVERYTHING IN  
THE LINE OF STAMPED METAL GOODS.  
**24 PARK PLACE NEW YORK.**



## The New Gem Safety Razors

bear the strongest guarantee in the world. A new razor or your  
money back if they don't shave the hardest as well as the  
mildest beards.

### THE DISPLAY CASE

shown here is given to DEALERS free of charge, providing the  
following goods are bought to fill it:

A few of the numerous jobbers who carry a full  
line in stock are named here.

—FOR SALE BY—

SIMMONS HDWE. Co. St. Louis, Mo.  
HIBBARD, SPENCER, BARTLETT & Co. Chicago, Ill.  
DUNHAM, C. BRIGAN & HAYDEN Co. San Francisco  
BALDWIN, ROBBINS & Co. Boston, Mass.  
BIGELOW & DOWNE Co. Boston, Mass.  
A. BALDWIN & Co. Ltd. New Orleans, La.  
GRAY & DUDLEY HDWE. Co. Nashville Tenn.

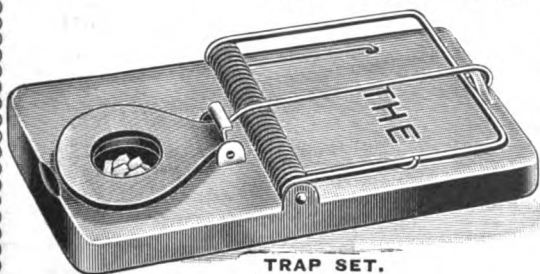
Half Dozen "New Gem"	
Razors,	\$6.00
Two Cases No. 1,	3.00
One Case No. 2,	2.25
One Case No. 3,	3.00
One Wood-Handle Strop- ping Machine and Strop,	1.25
	<b>\$15.50</b>

OR THE GEM CUTLERY CO.,  
34 READE ST., N.Y. LONDON OFFICE: 13 BILLITER ST., E. C.



## A 20th CENTURY PRODUCTION "THE" TRAP IS "AT THE TOP"

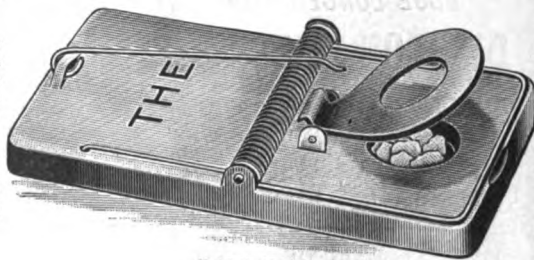
As compared with all other traps, it is SUPERIOR. It is ALL METAL and will never warp nor split like wood block traps. It can be washed and kept clean. "THE" Trap will never spring of its own accord, but will always spring for a mouse. It is easy to set. It has the safest set and quickest trigger ever produced.



TRAP SET.

The manner of baiting "THE" is superior, crumbs of bait being put in the bait box either before or after it is set, and "THE" trap can then be put in a less accessible place, frequented by mice.

The bait cannot be touched by mice without springing "THE" trap.



BAIT BOX, SEE?

"THE" stamped on every trap, and is a guarantee that it is the BEST.

FOR SALE BY JOBBERS EVERYWHERE.

J. K. OSBORN MFG. CO.

HARRISON, N.J., U.S.A.

## READY FEBRUARY 1. OFFICIAL COMMERCIAL DIRECTORY of the Entire WEST INDIES,

Complete, Accurate and Up-to-Date. Including CUBA, PORTO RICO, HAITI, THE DOMINICAN REPUBLIC, BERMDA, THE BAHAMAS, BARBADOS, JAMAICA, CAICOS AND TURK'S ISLANDS, THE WINDWARD ISLANDS, TRINIDAD, TOBAGO, THE LEEWARD ISLANDS, GUADELOUPE, MARTINIQUE, ST. THOMAS, ST. CROIX, ST. JOHN AND CURACAO.

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PRICE, \$5.00

A most important work containing in its 1,000 pages ONE HUNDRED THOUSAND of the principal Business Houses, Individual Traders, Planters, etc., of the West Indies, whose names are of commercial value, CLASSIFIED by OCCUPATION and LOCATION in the 250 CITIES and TOWNS covered by the Directory, and a complete presentation of the latest import and export duties and customs regulations, together with local statistics, populations, routes of communication and transportation facilities, financial, commercial, industrial and manufacturing conditions, etc., etc.

FOR SUBSCRIPTIONS AND BUSINESS ANNOUNCEMENTS APPLY TO THE

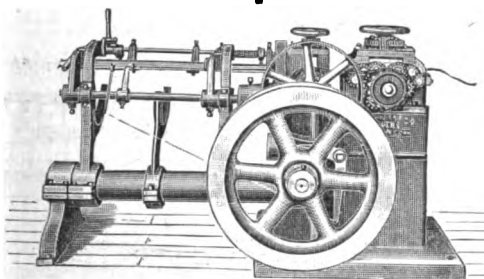
SPANISH-AMERICAN DIRECTORIES COMPANY,

SINGER BUILDING, 149 BROADWAY,

NEW YORK.

Telephone 1249 Cortlandt.

## Automatic Strip Metal Straightening and Cutting Machine.



Straightens and cuts strip metal in lengths of 36 inches and shorter at the rate of 200 feet per minute.

This machine can be built to cut 20 feet and shorter lengths. Is built in various sizes to handle material from 1/2 to 4 inches.

Write for Catalogue.

THE F. B. SHUSTER CO., New Haven, Conn.  
Formerly John Adt & Son.

## Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,  
THE  
AMERICAN STEEL ROOFING CO.  
Middletown, O.

THE SCHWERDTLE STAMP CO.,  
STENCILS - BURNING BRANDS  
STEEL STAMPS & DIES  
SEALS - MACH. PLATES - CHECKS  
BRIDGEPORT, CONN.

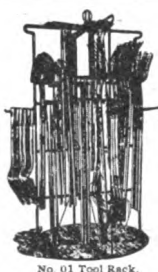
## Are You Using one of Herrick's Tool Racks If Not, Why Not?

F. A. HERRICK & CO., Walker, Iowa.  
I have been using Herrick's Patent Tool Rack for nearly one year, and do not hesitate to say it is far superior to any device for the purpose I ever saw. It holds a complete variety of steel goods in neat, strong and compact. In fact, I do not see where any improvement could be made. It shows goods to good advantage. Customers can see at a glance what they want. I believe anyone will sell enough more goods in one session to pay for the rack. I would not be without one for twice the price of them. Respectfully,  
H. M. HAMBLIN.

All we ask is a trial in order to get testimonials like the above.

F. A. HERRICK CO.,

JACKSON, NICH.



No. 01 Tool Rack.

## FRYING-PAN CLOCKS

Are unique and ornamental as well as useful. They come in two sizes, 10 in. dial, with raised figures, and 6 in. dial, with painted figures. . .

Also Tilt, Program and 60-Day Clocks.

SEND FOR CATALOGUE NO. 1000.

The Prentiss Clock Improvement Co.,

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## "VALUE VERY HIGHLY."

Ausable Horse Nail Co., New York. [Horse Nails]: We value HARDWARE very highly as an advertising medium.

## "EACH YEAR RECEIVED BETTER RESULTS."

Standard Tool Co., Cleveland Ohio. [Tools]: During the four years we have had an advertisement in HARDWARE we have each year received better results.

**THE "DISSTON SAW" WILL DO MORE WORK**

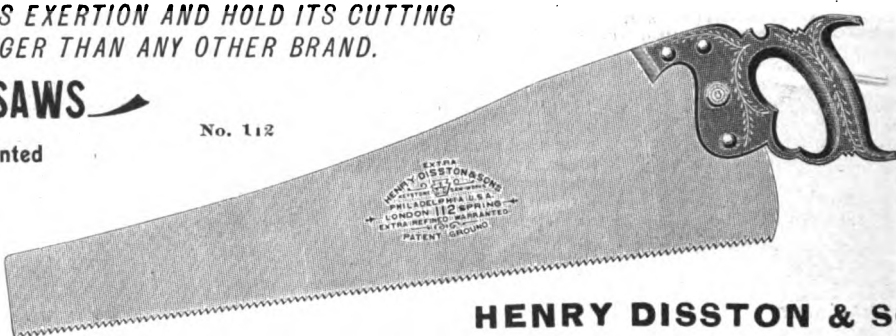
WITH LESS EXERTION AND HOLD ITS CUTTING  
EDGE LONGER THAN ANY OTHER BRAND.

**DISSTON SAWS**

Are Fully Warranted

As to  
Material  
and  
Manufacture.

No. 112

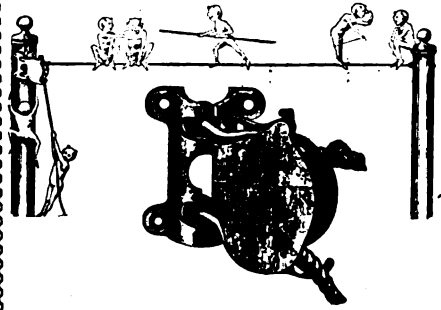


Owing to the  
Demand for a  
**SKEW BACK SAW**  
of the superior quality  
and finish of our No. 12  
we have placed on the  
market the  
No. 112.

**HENRY DISSTON & SONS, Inc.,**  
Keystone Saw, File, Tool and Steel Works,  
**PHILADELPHIA, PENNA.**

**WE HELP YOU SELL IT**

In fact with our working model  
and window cards our



**Automatic Rope  
Attachment**

**SELLS ITSELF.**

**A CLOTHES LINE FASTENER.**—It holds  
the line secure and does away with poles and  
props.

**FOR HAMMOCKS.**—Swings with the ham-  
mock and does not wear the rope like a hook.

**FOR AWNINGS.**—Just what is wanted. Pull  
and let go—it holds all the slack.

Order from your Jobber  
or direct from

**THE NEWTON MFG. CO., Erie, Pa.**

Ask for further particulars and prices.

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REDUCED PRICES

**F. E. MYERS & BRO.**

PHILADELPHIA

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**WELL  
TANK &  
SPRAY  
PUMPS**

HAY CARRIERS,  
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Victories!**

At Sea Girt, Aug. 31, Sept. 8,  
1900, Great International Rifle,  
Revolver and Military contests.

**Peters Cartridges and  
King's Semi-Smokeless**

Took all the following prizes

WIMBLEDON CUP, 1000 yards,

SCHUETZEN MATCH,

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NEW JERSEY RIFLE  
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MATCH,

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MATCH,

REVOLVER TEAM MATCH;

in fact almost everything  
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with the famous King's Semi-  
Smokeless.

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**AN  
ODORLESS  
LAMP**



The "ARGAND" is absolutely  
without odor. That's a big point  
when you are showing a lamp to a customer. A  
long list of arguments for the ARGAND will be  
sent for the asking

**GOOD PROFITS TO DEALERS.**  
Retail for \$4.00 and upwards.

**ARGAND VAPOR LAMP CO.,**  
DETROIT, MICH.

**THE BUCKEYE CHURN.**

Awarded First Premium at every State  
and County Fair and every Dairy  
Association where exhibited.

Made of white oak, no iron comes in contact  
with the cream.  
Easily operated. Easily cleaned.

The farmer wants it,  
why don't you sell it?

Ask for Catalogue and Prices.

**BUCKEYE CHURN CO.,**  
**SIDNEY, O.**



**The Only First Hand Source of  
GENUINE  
MARTY  
TRAPS**



is with  
**BURDITT & WILLIAMS,**  
Sole Importers.  
BOSTON, MASS.



**THE BURR PATENT  
STEEL  
SAFETY LIFT BLOCK.**  
A Perfect Self-Locking Rope  
Tackle Block.

Runs as freely as an ordinary  
rope tackle block.  
Holds more securely than a  
chain block.  
Locks instantly and does not  
cut the rope.  
Allows the load to be lowered  
safely and slowly, the operator  
using only one hand.  
Cannot stick nor jam when  
the load is to be lowered.  
Adopted by the Penna. R.R. Co.,  
Western Union Tel. Co.,  
and many others.  
**Liberal Discounts to Hardware  
Dealers.**  
Send for circulars and prices.

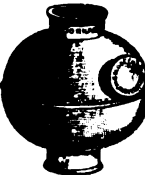
.. THE ..  
**BURR MANUFACTURING CO.,**  
223 Society for Savings Bldg.,  
Cleveland, Ohio, U. S. A.



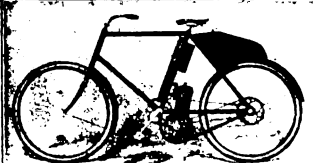
USED AS A WIRE STRETCHER.



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Mfg. & Supply Co.**  
Manufacturers  
And Dealers in  
Railway and Mill  
Supplies.  
Send for Catalog.  
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THE IMPROVED  
**GLOBE WATER FILTER**  
Never gets out of order.  
Send for Catalogue  
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71 Gold Street, New York.

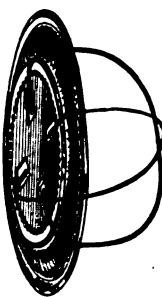


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Cycles.**  
Prices.  
\$25 00  
40 00  
AND  
200 00

The Patee Motor Cycle is the only thoroughly high  
grade Motor Cycle ever built in America. In fact the  
only one that is constructed for a motor cycle through-  
out. No bicycle parts are used. It is fully guaranteed,  
and money will be refunded if not found as repre-  
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have our agency.  
Prices and terms free. Write to-day.  
**PATEE BICYCLE CO.,**  
Indianapolis, Ind., U. S. A.



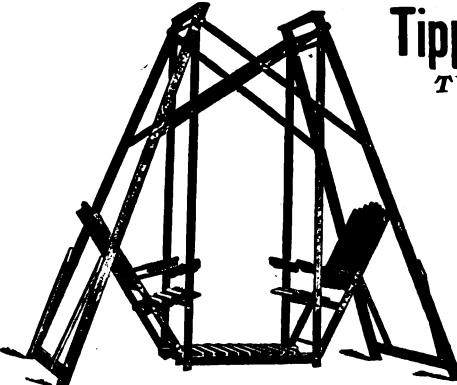
**STANDARD ENG. CO.**  
OF NEW YORK.  
THE KEY TO OUR SUCCESS LIES IN OUR  
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**It's a Gem**  
that securely stops the flue-hole, and is absolutely dust  
and soot proof. . . . .

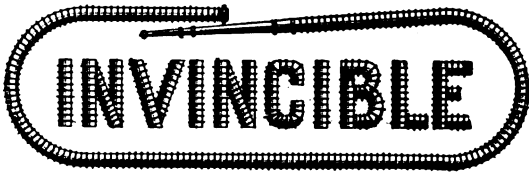
**Clark's Gem Flue Stops**  
are the acme of SIMPLICITY and can never be blown or jarred  
out of place—because they have four points of contact.  
Our new circular—"SOME MODERN IDEAS ABOUT FLUE  
STOPS"—with prices, sent upon request. . . . .

**J. L. CLARK HARDWARE CO.,**  
497 STAY STREET, . . . . .  
ROCKFORD, ILLS.



**Tippecanoe Lawn Swing,**  
TWO and FOUR PASSENGER.

Neat, Attractive, Durable,  
Noiseless and Easily Operated.  
The Lawn Swing is beyond doubt one of the most  
popular articles ever placed on the market. It is  
found everywhere. The children find it a source of  
never failing amusement, while the grown people  
find actual comfort and complete rest in its use.  
Made of Selected Hardwood, Finished in Red.  
The best in the market for the money.  
Send for Circular and Prices.  
MANUFACTURED BY  
**The Tipp Bldg. & Mfrg. Co.,**  
TIPPECANOE CITY, O.




**INVINCIBLE**  
7 CENTS PER FOOT.

A FIRST-CLASS 4 inch 8-ply  
RUBBER HOSE, wound with  
heavy steel wire, complete with  
brass couplings and bands.  
I FULLY WARRANT this  
Hose for the season of 1901 and  
will replace any proving defect-  
ive.  
I will be pleased to have you favor me with an order for a sample length, and have  
you give it a thorough trial before you place your order for this season's hose.  
Send for Illustrated Catalogue of Rubber Goods and Fittings.  
**J. W. BUCKLEY RUBBER CO., - 69 Warren Street, New York.**



**"THE WOODS" No. 100 CAN OPENER**  
Two Can Open-  
ers in One.  
The Best not  
the Cheapest!

The Cutters are made from CUTLERY STEEL, finely tempered. The Shank is Drop Forged Cold Rolled Steel,  
Handsomely Nickel Plated. Hot-Water-Proof Enameled Handles. Samples 2c. postpaid. Write for Prices to  
**FRANK WHITE, (Manufacturer) or THE WOODS, BACON CO.,**  
76 Park Place, New York, U. S. A. 197 Duane St., New York, U. S. A.



**AMES SWORD CO.,**  
OHIOOPEE, MASS.  
MANUFACTURERS OF  
**Patent Perfection  
Padlocks.**  
All sizes, 1/2 in. to 2 1/2 ins. Send for Catalogue.



## HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Hardware Stores.

Albany, Tex.—Dodson Bros.

Boston, Mass.—The Burditt & Williams Co. has been incorporated to deal in Hardware; capital, \$75,000; promoters, Charles A. Burditt, Joseph Williams, James A. Munroe, Joseph H. Williams.

Bloomington, Ill.—J. V. Milner Hardware Co. has been incorporated; capital stock, \$10,000; incorporators, John V. Milner, Walter Milner and Jennie F. Milner.

Columbiana, O.—The Columbiana Hardware Co., capital stock, \$100,000, has been incorporated by W. F. Carr, P. H. Tolles, C. H. Gale, E. A. Foote and William S. DeGarmo.

Guthrie, Okla.—Jacob Anderson, 124 E. Oklahoma Street.

Lebanon, Pa.—Unger & Zimmerman.

Lyons, N. Y.—A. E. Marshall.

Lynchburg, Va.—Shanks & Bell, 921 Main Street.

Marion, O.—Edward F. Weber, East Centre Street.

Milford, Mass.—Norris & Staples, 18 Exchange Street.

Milwaukee, Wis.—A. G. Kiefer, 435 Milwaukee Street.

Monroeville, Ind.—J. D. Shefferly.

New Haven, Conn.—Articles of incorporation of the George H. Baker Co., with a capital of \$4,000, have been filed with the State secretary.

Prescott, Ark.—The McDaniel-Milburn Hardware Co. has filed articles of incorporation with the Secretary of State. The capital stock is \$50,000. The officers are: John M. Milburn, president; P. S. Harrell, vice-president; O. R. McDaniel, secretary and treasurer.

Salisbury, N. C.—The Rowan Hardware Co. has been chartered, with headquarters at Salisbury. The incorporators are R. B. Wood, J. T. Sassamon and P. A. Hartmon. The capital stock is \$10,000.

Sauquoit, N. Y.—H. A. Hull.

South Lima, O.—Wm. Nungester.

Toledo, O.—H. O. Porter, West Side.

Williamstown, Mass.—Perry A. Smedley.

### Changes and Improvements.

Ann Arbor, Mich.—The Moore Hardware Co. has decided to go out of business, as the store which it occupies has been sold to other parties.

Baton Rouge, La.—The Hardware firm of A. Doherty & Co., composed of William Garig and Anthony Doherty, has ceased by limitation. Mr. Garig filed a suit in the district court asking that a receiver be appointed, and in the meantime that the assets of the firm be sequestered. The concern is perfectly solvent, but the partners failed to agree upon a liquidation of its affairs.

Cambridge, Mass.—The Hardware business of H. E. Fitzpatrick & Co., 1174 Cam-

bridge Street, has been purchased by E. Totman & Co., who will continue the business.

Cheboygan, Mich.—John H. Clune has purchased the Hardware stock of the late Capt. John R. Clark. The price was \$1100.

Elbow Lake, Minn.—A. J. Hauge has sold a half interest in his Hardware store to his brother Jens, and the business will be conducted hereafter under the firm name of Hauge Brothers.

Claremont, N. H.—Henry O. King has bought an interest in the Hardware business of Geo. H. Stowell.

Fabius, N. Y.—Lewis Bramer, Hardware merchant, has sold one-half interest in his business to Edward Rowley. The firm is now Bramer & Rowley.

Green Bay, Wis.—The J. J. St. Louis Hardware Co. has changed its place of business from the present location on Pine street. The company will move into the postoffice block.

Jonesboro, Tenn.—W. R. Lowry, of Madisonville, recently bought John B. Simpson's Hardware store.

Lincoln, Ill.—The Hardware store of Frank Frorer has passed into control of E. W. Yeager & Son, the consideration being in the neighborhood of \$12,000.

Lockport, N. Y.—The final papers have been signed whereby Leroy L. Chadwick and Fred D. Morris have bought the business of the F. D. Morris Co., formerly J. S. Woodward & Son, and in future will conduct this Hardware store as a co-partnership, under the firm name of Chadwick & Morris, at the old stand, 38 Main Street.

Louisiana, Mo.—The Frier-Jasquin Hardware Co. has purchased the Lynott business house, on Main Street, and are having it remodeled into a commodious and up-to-date business house for their own use.

Oneida, N. Y.—Henry M. White has purchased the Hardware stock of the estate of the late Charles H. Conley and will continue it with his plumbing business, and will cater to the trade in the store on Madison Street, where the Hardware stock is now located.

Oxford, N. Y.—The Hardware firms of Hopkins & Meade and W. P. Boname have consolidated and will hereafter be known as The Oxford Hardware Co.

Riverside, Cal.—The Hardware store of A. B. McCormick and the extensive pipe, plumbing and tinning business of D. Ormand has been consolidated. The business of Mr. Ormand has been moved to the building now occupied by A. B. McCormick, at the corner of Main and Eighth Streets, and other buildings and yards will be prepared as soon as possible to accommodate the increased business.

Syracuse, N. Y.—Diel & Co., Hardware dealers, have consolidated with the Syracuse Hardware Co. They will continue to

carry on their business at 225 West Fayette Street until May 1, in the meantime selling as much of their stock as possible. Whatever is left at that time will be added to the stock of the Hardware company, and the store closed.

Thomasville, Ga.—F. B. Coleman, formerly of West Plains, Mo., has bought out the Hardware business of Wertz & Son. The latter will continue their repair business.

Uhrichsville, O.—The Hardware stock of Samuel H. Adams, deceased, has been sold at public auction.

Urbana, O.—W. W. Lindley has purchased J. C. Glenn & Sons' Hardware store and will conduct the business at the old stand. He will put Frank L. Hutchins in charge of it.

Waterford, N. Y.—The Hardware firm of Carter & Lund has been dissolved, Nelson Lund retiring.

### Business Embarrassments.

Marshall, Tex.—W. H. Sedberry, Hardware dealer, has filed a petition in bankruptcy.

Port Chester, N. Y.—James W. Davis, dealer in Hardware and paints, has filed a petition in bankruptcy here, with liabilities \$9,964, and assets \$7,670.

Poughkeepsie, N. Y.—Charles E. Schou, Hardware dealer at 273 Main street, has made an assignment to Mayor George M. Hine.

### Fires in Hardware Stores.

Braddock, Pa.—Edmunds & Williams. Loss, \$3,000.

College Springs, Ia.—Stevenson & Co. Loss, \$16,000; partially insured.

Creston, Neb.—Florer & Co. Partially insured.

Dayton, Ohio.—Kramer & Viet. Loss, \$1,500. Fully insured.

Fountain, Colo.—Thompson & Eichel. Partially insured.

Granger, Tex.—S. D. Davis. Loss, \$12,000; insurance, \$1,500.

Great Barrington, Mass.—Platt & Turner. Total loss.

Omaha, Neb.—Morton & Sons Co., 1511 Dodge Street. Damaged by water; fully insured.

Park River, N. D.—Lofthus, Bannerman & Booth. Loss, \$5,000; insurance, \$3,000.

Wapakoneta, O.—Fisher Hardware Co. Small loss.

### Burglaries in Hardware Stores.

Eveleth, Minn.—E. M. Osborne. Knives and revolvers.

Marlin, Tex.—W. M. Gunnell. Firearms.

Marlin, Tex.—C. B. Spencer. Pistols.

Minneapolis, Minn.—J. H. Smith Hardware Co., 214 Hennepin Avenue. Razors and cutlery.

Norwich, N. Y.—C. H. Latham. Small loss.



# WHEN YOU SEE VARNISHES

BEARING THIS LABEL

You may be sure

they are the best made.

**CARRIAGE VARNISHES,  
RAILWAY VARNISHES,  
PIANO VARNISHES,  
WOOD FINISHES**

VARNISHES AND JAPANS OF ALL GRADES, AND FOR EVERY USE KNOWN.

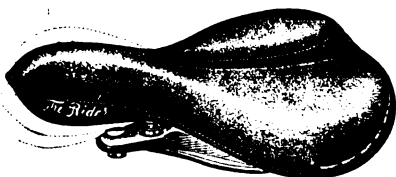
**BERRY BROTHERS LT'D.**

NEW YORK, 252 PEARL ST., BOSTON, 520 ATLANTIC AVE., BALTIMORE, 22 E. LOMBARD ST.,  
PHILADELPHIA, 26 & 28 N. FOURTH ST., CHICAGO, 15 & 17 LAKE ST., CINCINNATI, 304 MAIN ST.,  
ST. LOUIS, 112 FOURTH ST., SAN FRANCISCO, 12 FRONT ST.

**FACTORY & MAIN OFFICE, DETROIT.**

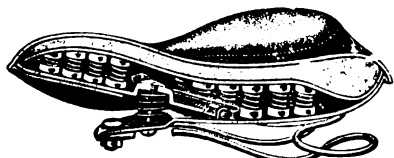
**IF YOU HANDLE VARNISH IT WILL PAY YOU TO DROP US A LINE.**

## "THE RIDER"



The Only Bicycle Seat made that is Absolutely Comfortable and Durable.

In the "Rider" Saddle we have all the objectionable features eliminated. Its unique features are its upholstered seat and adjustable nose.



"Its Nose is Adjustable, Soft and Flexible," Hence impossible to hurt or injure.

THE PRICE WILL SURPRISE YOU. Ask about it.

—MADE BY—

**RIDER SADDLE CO.**

194 Grand River Ave.,  
Detroit, Mich., U. S. A.

## MANUFACTURERS

By our co-operative plan of mailing circulars to the Hardware dealers we save you five sixths of your present cost. Some of the largest manufacturers in the country are our patrons. A postal brings full particulars.

We Print and Mail 15,000 Circulars to 15,000 Hardware Dealers for \$35.00

The U. S. MAILING & ADVERTISING CO.,  
CLEVELAND OHIO.

## THE NULITE

750 Candle Power

### ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

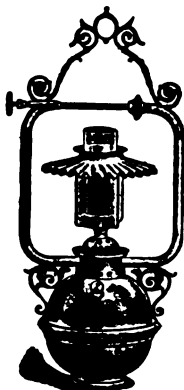
NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.

They are Portable. Place them anywhere.

Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.

They sell at sight. Big discounts to Hardware men. Write for Catalog and Prices.

CHICAGO SOLAR LIGHT CO. 81 Fifth Ave., CHICAGO.

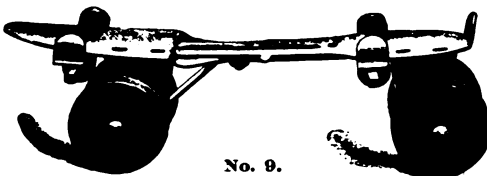


Indoor.



Outdoor.

## ROLLER SKATES.



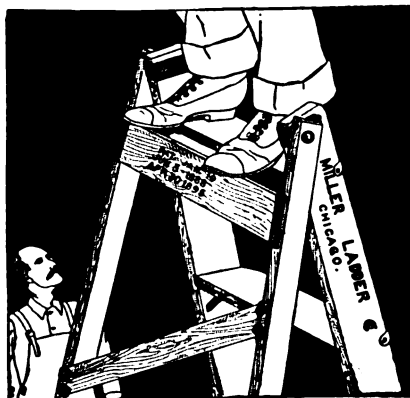
No. 9.

A Full Line for  
**SIDEWALK AND RINK.**

Send for Catalogue.

**Union Hardware Co.,  
TORRINGTON, CONN.**

N. Y. Office in charge of TOWER & LYON,  
95 Chambers St., New York.



BRIE, PA., March 13th, 1900.  
GENTLEMEN:—Replying to your favor of the 9th would state that we have received the Miller ladders and have given them a very good test, and would say that we consider them the best ladder we have ever had.

Yours very truly,  
EDISON ELECTRIC LIGHT & POWER CO.

For Catalogue and Description, Write to

**MILLER LADDER CO.**  
204 Orleans St., Chicago, Ill.

The "Miller" is a radical departure from the conventional style of step ladder. It has an individuality entirely its own which has won for it recognition as the standard ladder in the decorating trades.

## HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Etc.

Camden, N. J.—Beaver Tool Co. has been incorporated; principal office, New Jersey Corporation Guarantee and Trust Co. Building; objects, manufacture tools and Hardware of all kinds; capital, \$50,000. Incorporators: W. C. Hack, W. J. Stokes and A. W. Simon.

Camden, N. J.—The Springer Mfg. Co. has been incorporated. Principal office, New Jersey Corporation Guarantee & Trust Company Building. Objects, manufacture of machinery, tools, etc., for creamery, dairy and farm use. Capital, \$100,000. Incorporators: William H. Ramsford and Max Phillips.

Dalton, Ga.—The Dalton Union Stove and Mfg. Co. has been organized, with \$10,000 capital. Sherry McCuley has been elected president; A. J. Showalter, vice-president; C. G. Spencer, secretary, and P. B. Trammell, treasurer. Work and contracts have been begun.

Dover, Del.—The Magneto Electric Co. of New York has been incorporated; capital, \$1,000,000; incorporators: Louis E. Niles, Springfield, Ill.; William S. Van Prockin, Amsterdam, N. Y.; William H. Rower, Jr., Troy, N. Y.

Louisville, Ky.—Ikluza Eye Bolt Co. has been incorporated; capital \$5000.

New Castle, Pa.—New Castle capitalists have formed a company to be known as the New Castle Stove and Range Co. It will be capitalized at \$500,000 and all the stock will be held in this city. The works will be the largest of the kind in the country and will employ 1,000 men. The promoters are Wm. Patterson, Geo. W. Johnston, Hon. John P. Brown, C. H. Akens and Chas. J. Kirk.

Rochester, N. Y.—The Gas Stove Improvement Co. has been incorporated in Albany, with a capital of \$25,000. The directors are: Jennie Schwarzschild, W. F. Balkam and Sol Wile, of Rochester.

St. Louis, Mo.—St. Louis Trunk, Hardware and Mfg. Co. has been incorporated. Capital stock, \$10,000. Joseph Christopher, William Herkert and Frederick Herkert are the incorporators.

Springfield, Ill.—Carbon Drill Co. has been incorporated, capital stock \$5,000; incorporators, James R. B. Van Cleave, Nicholas Dubois and James L. Cook.

Syracuse, N. Y.—The Schillinger Stove Co., of this city, has been incorporated at the office of the Secretary of State, with a capital stock of \$20,000. The directors are: Louis Schillinger, Jr., L. J. Schillinger and J. T. Shea, all of this city.

Youngstown, O.—The Mahoning Rubber Co. has been organized with a capital stock of \$400,000. The following officers were elected: President, H. K. Wick;

vice-president, A. E. Adams; secretary and treasurer, John Tod; superintendent, J. S. McClurg.

### Changes and Improvements.

Hartford, Conn.—The copartnership heretofore existing between C. P. H. Cook and E. E. Lathrop for the manufacture of Hardware, etc., under the firm name of The Cook & Lathrop Co., has been dissolved by mutual consent. Mr. Lathrop retires from said firm, and the business will be continued by Mr. Cook, who assumes all indebtedness and will collect all accounts.

Marietta, O.—The Marietta Stone Co. have about completed arrangements to build a large grindstone shop upon a strip of ground just leased by them near their prospective quarries at Mile Run. The company expect to put up the buildings at once, so as to get started early in the Spring.

Meriden, Conn.—Architect David Bloomfield has completed the plans and specifications for the two-story brick addition to the Miller Brothers' Cutlery Co. factory, which is to occupy a space thirty-five feet wide and seventy-three feet long. This will make over 5000 square feet of floor space in the factory.

Peoria, Ill.—Stockholders of the Avery Planter Co., one of the leading manufacturers of farming implements in the West, have voted to increase their capital stock from \$600,000 to \$1,000,000, growing business demanding the increase.

Philadelphia, Pa.—The G & H. Barnett Co., Black Diamond File Works, have recently purchased two properties, one 36 x 100 feet, the other 90 x 100 feet. These properties adjoin the Barnett Company's present works and will be used to further extend their facilities for the manufacture of files.

Racine, Wis.—Wolf, Fayer & Heller, of Chicago, manufacturers of refrigerators, bar fixtures, etc., have consolidated with the Racine Refrigerator Co., of this city, and the combined companies have purchased a site for a factory near Racine Junction. It is expected to have the factory in operation June 1 and 150 men will be employed at the start.

Somersworth, N. H.—Assignee B. F. Nealley of the Somersworth Machine Co. has sold the stove works of the company at Salmon Falls to parties in Plymouth, who will continue the business under the name of the Somersworth Foundry Co.

Southbridge, Mass.—J. M. Cochran, counsel for United States Knife & Cutlery Co., of Southbridge, has filed a petition in Supreme Court for dissolution of the corporation, and an order of notice was issued returnable on first Monday of May.

Westerly, R. I.—The co-partnership heretofore existing between Charles D. Wilcox and John B. Sullivan, under the name of Sullivan and Wilcox, and doing business under the name of the Westerly Granite

### Recent Embarrassments.

Horseheads, N. Y.—The Terry Mfg. Co., manufacturers of Hardware specialties, and L. G. Terry & Co., manufacturers of wire and hemp cordage, the latter firm being composed of Le Grand G. Terry, Arthur S. Terry, Arthur Perkins, special partner in L. G. Terry & Co., have filed a petition in bankruptcy court and have been adjudicated bankrupts. All parties reside in Horseheads.

### Recent Fires.

Brooklyn, N. Y.—The immense plant of the Standard Rope and Twine Co., at the corner of Waterbury and Ten Eyck Streets, has been damaged by fire.

Gardner, Mass.—The plant of the Central Oil and Gas Stove Co. has been damaged to the extent of \$200.

### Miscellaneous.

Cleveland, O.—The Cleveland Cap Screw Co., which was recently incorporated at Columbus with a capital stock of \$25,000, has completed its organization by election of officers, as follows: President, D. J. Kurtz; vice-president, Fred E. Bright; general manager and treasurer, H. V. Bright; secretary, S. M. Mathews. The company has just purchased the plant of the Grant Machine Tool Co., located between Clarkwood Avenue and the C. & P. railway crossing, giving 35,000 square feet of floor area.

Le Roy, N. Y.—The Le Roy Plow Co. have chosen the following directors: Butler Ward, C. N. Keeney, P. Gleason, Edwin Hall, T. W. Larkin, O. F. Woodward. The directors have elected the following officers: President, Butler Ward; vice-president, C. N. Keeney; secretary and treasurer, T. W. Larkin.

Norwich, Conn.—The Hopkins & Allen Arms Co., at its annual meeting, elected the following named officers: President, A. H. Brewer; vice-president, Charles H. Osgood; secretary and treasurer, Charles B. Lee.

Syracuse, N. Y.—At the annual meeting of the stockholders of the Syracuse Chilled Plow Co., the following directors were elected: Austin C. Chase, Francis Hall, Joseph C. Willetts, James Manning, Thomas J. Leach, Jonathan C. Chase, Harry Wiard, Carlton A. Chase and William W. Wiard. At a subsequent meeting of the directors the following officers were chosen: President, A. C. Chase; vice-president, Francis Hall; secretary, Joseph C. Willetts; assistant secretary, William W. Wiard; treasurer, James Manning; assistant treasurer, Carlton A. Chase; superintendent, Harry Wiard.

Wrightsville, Pa.—At a meeting of the stockholders of the Wrightsville Hardware Co., held recently, the old board of directors were elected to serve for the ensuing year.



# IMPROVED TO PERFECTION.



The Linke,  
Acorn, and  
Advance  
STONE  
WATER  
PURIFIERS.

Cleaned in a few  
seconds without  
taking apart. . . .

## The "ACORN"

Is conceded the best Filter made to screw  
on a faucet.

A constant new surface is produced on  
stone and Filter is washed clean  
for every filtration.

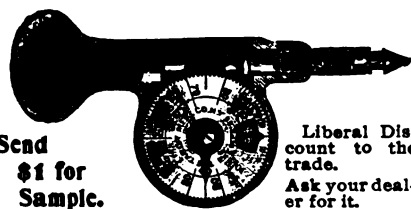
Booklets and Display Cards with all orders.

PATENTEES AND MFRS.,

**T. LINKE & CO.,**  
1559 BROADWAY,  
NEW YORK.

# TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in  
shaft and then for your watch while  
balancing on a ladder. . . . .



Send  
\$1 for  
Sample.

Liberal Dis-  
count to the  
trade.  
Ask your deal-  
er for it.

The Tabor Revolution Counter,  
Elizabeth, N. J.

# ALUMININE.

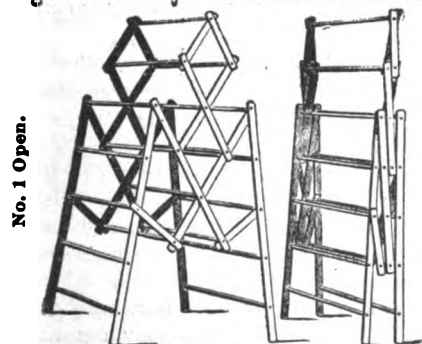
The original and patented Aluminum Finish for  
Stoves. Carried by jobbers in all parts of the  
country. Send us your order and we will forward  
to the one nearest you. Manufactured only by

**ALUMININE PAINT & POLISH CO.,**

707 W. Lake St., Chicago, Ill.

RUTLAND FIRE-CLAY CO., Rutland, Vt., Eastern Agts.

# Rogers' Patent Adjustable Extension Clothes Rack.



No. 1 Open.

No. 1 Closed.

A QUICK SELLER.

Made of hard or soft wood, with or without oil finish, as  
desired. Hanging surface 50 feet. Write for our Cata-  
logue of Household Specialties. Established 1880.

**ROGERS & SON,** Kendallville, INDIANA.

# Sell Sargent's Squares

because they are first class tools, made of the  
best steel and well liked by all mechanics who  
use them. "The Steel Square and its uses,"  
a book that is regarded by the best workmen  
as an authority on the subject of which it treats,  
speaks very highly of Sargent's Square No. 100.  
We have other numbers; our line is complete.  
Ask our salesmen about Squares, or write to  
us for information. \* \* \* \* \*

**Sargent & Co.,** Manufacturers,

New Haven, Conn.

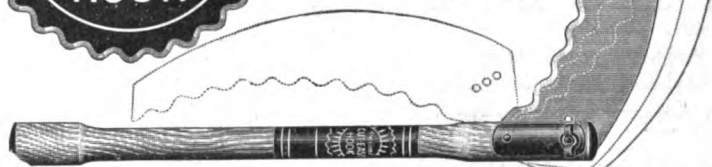
New York.

Philadelphia.

Boston.



DO YOU SEE THAT EDGE?  
IT'S SINOUS.  
IT'S BEVELED.  
IT'S SHARP.



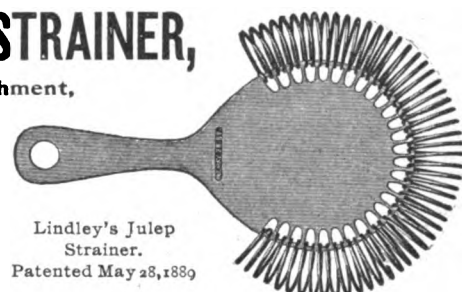
FOR CORN, TOBACCO, HEDGES, Etc.

**The Iowa Farming Tool Co.,** . . . MAKERS . . .  
FORT MADISON, IOWA.

# LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing  
into the glass. Fits any glass. Easily  
cleaned. Nickel silver, special quality sil-  
ver plate. No place, where drinks are  
served, is complete without one. . . . .  
Send for price list. . . . .



Lindley's Julep  
Strainer.

Patented May 28, 1889

Sample Prepaid, 50 Cents.

**The Holmes & Edwards Silver Co.,** BRIDGEPORT, CONN.

**THE WALLACE BARNES CO.,**  
BRISTOL, CONN., U. S. A.

Manufacturers of

**SMALL SPRINGS**

of every description;

and dealers in

**WIRE and COLD ROLLED  
STEEL.**

ESTABLISHED 1857.

## BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

### New Companies, Agencies, Etc.

Alliance, O.—J. H. Gelston, repairing.  
 Auburn, N. Y.—Whipple & Foreman, 70½ Genesee Street.  
 Batavia, N. Y.—Thomas Bros.  
 Branford, Ont.—B. M. Prescott.  
 Boston, Mass.—C. S. Sprague, 206 Devonshire Street.  
 Brockton, Mass.—George J. Donahue, Main Street.  
 Brighton, Mass.—A. J. Fay, 1605 Beacon Street.  
 Centerville, Mass.—Clarence Phinney.  
 Charlottetown, P. E. I., Can.—P. G. Armour, repairing.  
 Chicopee, Mass.—Grady & Minie.  
 Chicopee, Mass.—Levi P. Booth has opened a bicycle repair shop at 46 Cabot Street.  
 Deep Creek, Va.—H. E. Trent.  
 Essex, Conn.—Axel Alson, repairing.  
 Findlay, O.—Gunderman Bros.  
 Florence, Mass.—James Duffy, repairing, reopening.  
 Girard, Ill.—W. G. Howland, repairing.  
 Grand Rapids, Mich.—W. D. Phippen, 237 East Fulton.  
 Great Barrington, Mass.—C. E. Cross.  
 Hartford, Conn.—Gillette Bros., 198 Pearl Street.  
 Jamaica Plain, Mass.—Charles E. Johnquist, 106 Boylston Street, reopening.  
 Jefferson, Mass.—Frederick Taylor, Main Street.  
 Little Falls, Minn.—Charles Guernon, repairing.  
 Malden, Mass.—V. Chisholm.  
 Mattapan, Mass.—Walter Thompson, 11,631 Blue Hill Avenue.  
 Medford, Mass.—F. H. Greaney, Park and Washington Streets.  
 Montender, Minn.—Axel Hansen, repairing.  
 Muncie, Ind.—H. H. King.  
 Nazareth, Pa.—Rowland Arner.  
 Newburyport, Mass.—Pentucket Cycle Co., State Street, branch of same concern at Haverhill.  
 New Haven, Conn.—B. M. Prescott.  
 New Haven, Conn.—Charles A. Boleduc, 373 Grand Avenue.  
 Newton, Mass.—F. J. Read, reopening.  
 New York, N. Y.—E. I. Horsman & Co. has been incorporated to deal in athletic goods; capital, \$25,000. Directors: E. I. Horsman, E. I. Horsman, Jr., and A. W. Bowie, Brooklyn.  
 New York, N. Y.—Straus Rubber and Tire Co. has been incorporated; capital, \$25,000. Directors: J. A. Straus, Alexander Straus and Annie Straus of New York city.  
 Norwalk, Conn.—J. W. Colby.  
 Quincy, Mass.—William St. Pierre, Franklin Street, reopening.  
 Rockford, Ill.—Burr Bros.

Rockland, Mass.—Chapman & Co., School Street.

Salem, Mass.—Cooper & Wing, 289 Essex Street, reopen.

San Francisco, Cal.—Saxton Steam Wagon and Automobile Co. has been incorporated. Directors: J. C. Saxton, G. Nathan, W. M. Fonda and W. A. Richardson, of San Francisco. Capital stock, \$100,000.

Sloatsburg, N. Y.—Aaron Taylor, reopening.

Springfield, Mass.—F. L. Harvey.

Southport, Conn.—W. C. Jennings has opened his bicycle store under the Chronicle office.

Torrington, Conn.—L. H. Holley.

Trenton, N. J.—Arthur Hendrickson, of Olden avenue, has rented Amisson's bicycle shop on East State Street and will accept a bicycle agency.

Urbana, O.—Sylvester Dickenson, North Main Street.

Utica, N. Y.—John F. Coupe has opened a general bicycle store at 218 Bleeker Street. He will manufacture a line of bicycles under his name at \$25, \$35 and \$40 each and will do a general wholesale and retail business in sundries and supplies. He will also have a very complete repair department and will do brazing, enameling and vulcanizing. He will also carry all kinds of sporting goods.

Waterbury, Conn.—T. H. Graham, rear 63 East Main Street.

### Changes and Improvements.

Allegan, Mich.—Phillips Bros. succeed Abell, Phillips & Co.

Arlington, Mass.—James Underwood succeeds the Mosely Cycle Agency.

Aurora, Neb.—J. W. Eaton succeeds Wales & Eaton.

Batavia, N. Y.—H. J. Thomas, of Buffalo, has relinquished his position, and will return to Batavia where he, in connection with his brothers, George P. and Charles F. Thomas, will conduct a bicycle store at 46 Main Street.

Beaman, Ia.—G. T. Cowgill has sold out.  
 Bethany, Mo.—E. H. Collins succeeds George L. Owens.

Bloomfield, Neb.—W. B. Frymire succeeds Frymire & Son.

Brooklyn, Ia.—A. F. Bosworth & Co. succeed Leonard & Drake.

Burlington, Kan.—J. B. Young & Son have sold out.

Burr Oak, Kan.—Ross & Taylor succeed O. N. Ross.

Chicora, Pa.—E. F. Harp & Son succeed E. F. Harp.

Clinton, Tenn.—Grone, Gamble & Co. succeed J. M. Gamble & Co.

Cottonwood Falls, Kan.—Harris & Duckett succeed R. B. Harris & Co.

Easthampton, Mass.—B. W. Smith has closed.

Fairdale, Ill.—W. I. Miller has sold out.

Fairfield, Ia.—A. B. Camp succeeds B. E. Ramsey.

Girard, Kan.—Barker & Hitch have sold out.

Gloversville, N. Y.—W. H. Loft has removed to Elm Street.

Indianola, Ind.—W. H. Wadsworth has sold an interest to C. W. Dow.

Ithaca, N. Y.—Nathan Hanford, North Cayuga Street, is making extensive improvements.

Jacksonville, Ill.—George Wolke succeeds George Wolke & Co.

Keene, N. H.—C. W. Brooks & Co., Church Street, have purchased Knowlton & Stone's stock of bicycles and sundries, and are adding a repair shop.

La Crosse, Wis.—M. Sendelbach has closed his business at Arcadia and removed to La Crosse.

Lincoln, Neb.—The H. E. Sidles Cycle Co., E. F. Reave retires.

Littleton, N. H.—Bellows & Baldwin succeed Bellows & Son.

Marysville, Cal.—E. O. Webb has removed from Palo Alto.

Melrose, Mass.—C. J. Wing, 131 Myrtle Street, has removed to 40 Essex Street.

Mesopotamia, O.—Sealy & Meige succeed C. E. Holcomb.

Milton, Vt.—Washburn & Mulvihill succeed E. D. Teachout.

Mobile, Ala.—T. T. Wentworth has sold out.

Veedersburg, Ind.—William Archey succeeds J. H. Fowler.

Vienna, Ill.—J. F. Harris succeeds F. M. Simpson.

Vincennes, Ind.—L. D. Scott has bought out Hoggmann & McAndrews.

Waterville, Me.—Beach, Scates & Co. succeed H. N. Beach.

West Leesport, Pa.—Morris Bossler has built an addition.

Wheeling, W. Va.—Friedrichs & Dillon succeed Friedrichs Novelty Works.

Wolffboro, N. H.—W. H. Sweet succeeds Thomas L. Thurston.

Woodland, Cal.—Breen & Norton succeed Frank De Maneze.

Wren, O.—Myers, Cully & Co. succeed Myers & Jones.

### Recent Fires.

Cambridge, Mass.—W. L. Porter, Massachusetts Avenue; damage about \$150.

Greenfield, Ind.—Lacy & Gappen; no insurance.

Detroit, Mich.—The Olds Motor Works, manufacturers of gas engines, automobiles and other vehicles, situated at 1308 to 1318 Jefferson Avenue, has been completely destroyed by fire, entailing a loss of over \$75,000. The building was a three-story brick structure, covering half a square, and was erected about a year ago. The entire season's output of the Olds Works, which was stored in the large building, was destroyed. Officers of the company say the plant was insured for \$45,000.

New York, N. Y.—Henry Messenger Cycle Sundries Co.; loss \$2000.

# MORROW

COASTER AND BRAKE.

Over 100,000 Sold  
Last Year.

Everyone Giving Satisfactory  
Service.

Make Your Cycle Saleable and  
Desirable by Fitting it with  
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ECLIPSE MFG. CO., ELMIRA, N. Y.  
NEW YORK BRANCH:  
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THE SCHWERTLE STAMP CO.,  
STENCILS-BURNING BRANDS  
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## THE CHAMPION SASH LOCKS



ARE  
UNEQUALLED  
IN  
MERIT,  
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and  
all finishes. . . . .

Catalogue on Application.

The Champion Safety Lock Co.,  
CLEVELAND, OHIO.

## Hardware Dealers, Do You Know

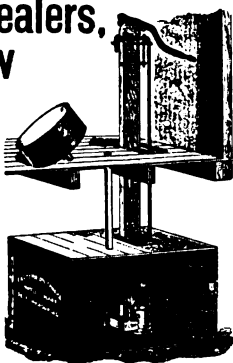
That if you are in need  
of a Self-measuring Oil  
Tank, you will save big  
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the Best, Simplest  
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Send for catalogue,  
containing price and  
points of merit.

All Outfits War-  
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146 Fletcher St., Lowell, Mass.



THE SCHWERTLE STAMP CO.,  
STENCILS-BURNING BRANDS  
STEEL STAMPS & DIES  
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**CANFIELD**

WEIGHT MOST DURABLE  
LEAST COST PARTS EFFICIENTLY DESIRABLE

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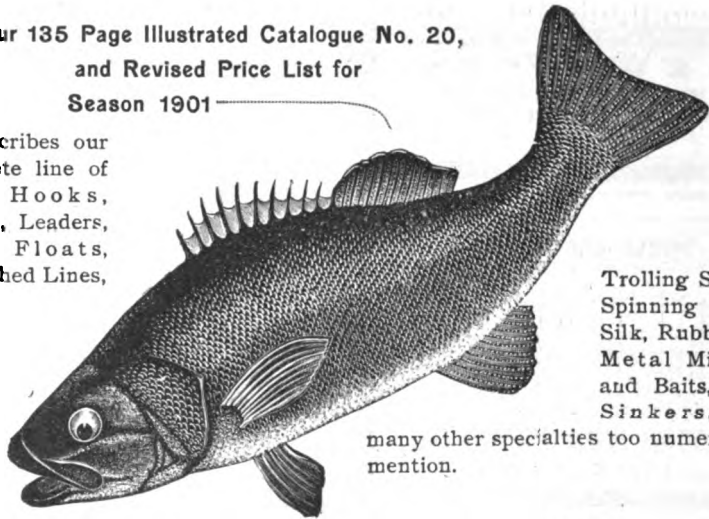
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# Mr. Fishing Tackle Buyer!

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and Revised Price List for  
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Describes our  
complete line of  
Reels, Hooks,  
Flies, Leaders,  
Snells, Floats,  
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Trolling Spoons,  
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Silk, Rubber and  
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and Baits, Lead  
Sinkers, and

many other specialties too numerous to  
mention.

THE ENTERPRISE MANUFACTURING CO.,  
The Largest Manufacturers of Fishing Tackle in the United States.  
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## Columbian 1000-Shot Air Rifle.

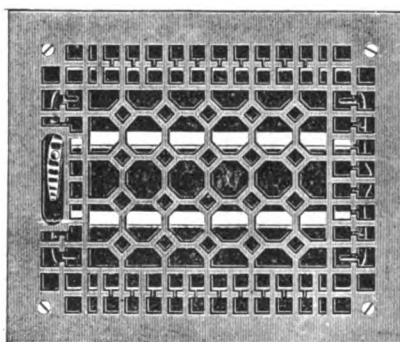
Patented  
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CHAMPION  
MODEL.

This Air Rifle possesses advantages over all the Air Rifles now  
on the market. The materials used in its construction are  
the best. The appearance and workmanship is far ahead of  
any other Air Rifle made. It has an adjustable sight it shoots stronger  
and more accurate, less liable than any other to get out of order, all  
parts are interchangeable. We think we have the right to claim this as  
the "Champion" of all Air Rifles. List, per doz., Enameled, \$30.00; Full Nickel, \$42.00.  
Write for Discounts to Trade.

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## SQUARE and CONVEX REGISTERS

JAPANNED, BLACK OR WHITE.

Ask for our Catalogue of  
Hardware Specialties, Arctic Stove  
Trimmings, &c.

## SOMETHING NEW IN KNIVES.

Smith's Pat. Blade is made of german silver, when  
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Send 52 two-cent stamps to E. H. H. SMITH, 40 Murray St., N.Y., for a Beautiful Sample Knife.



Improved Quick and Easy Ris-  
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500

## HARDWARE DEALERS

Handle Our Goods  
At a Profit of 100%.

We make WHITE ENAMELED LETTERS,  
House Numbers, Name Plates,  
ENAMELED STREET SIGNS, Number and  
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Free Samples to Prospective Customers.  
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**IRON & WIRE FENCING**  
ELLIS & HELFENBERGER,  
500 SENATE — INDIANAPOLIS, IND.

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**O. C. & E. P. TOWNSEND,**  
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**SHEARS**, Steel Laid and Hard Cast, in great variety. Nail Pullers, Screw Drivers, Pliers, Wire Cutters, etc. Metal Goods of any kind to order on large contracts.



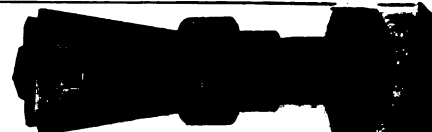
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Established 1870.



Now in our new plant with greatly increased capacity.  
We manufacture everything in Files.



**The POSITIVE EXPANSION BOLT.**  
**D. C. SEAMAN & CO.,**  
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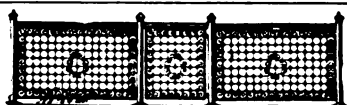
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**JOIST  
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Elevator Enclosures and Cars.  
FIRE ESCAPES, WIRE WORK, ETC.  
**J. E. BOLLES IRON AND WIRE WORKS**  
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State your line of business. Send for Catalogue H.

### ADAM'S STEEL & WIRE WORKS,

Wire Fencing,  
Ornamental Steel  
Fencing,  
Window Guards,  
Wire Signs,  
Jail Work, etc.



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24 Duane St.,  
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### General Hardware

Agent for Atlantic Screw Works.  
Wood Screws of Every Description.  
Agent for Maynard's Socket Shovels.

### VERY SATISFACTORY.

National Cement & Rubber Mfg. Co.,  
Toledo, Ohio. [*Bicycle Supplies, Rubber Goods, Vulcanizers, etc.*]: The returns we have had from *Hardware* have been very satisfactory, indeed.

## Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

**ALL OTHER NOTICES**, twenty-five cents per line.

### Help Wanted.

**BOOKKEEPER.**—Young man, not over 25 years of age, who has had experience in Hardware and Factory Supplies. Must be correct at figures and a good penman. Good position to the right party. Business located within 25 miles of New York City. Address BROAD, care HARDWARE, 275 Broadway, New York. 194

**SALESMAN WANTED.**—Garden hose. Season's commission granted for famous brand which for 20 years has sold itself. Address "FACTORY," P. O. Box 1371, New York. 186

**STORE MANAGER WANTED** with capital. A thorough, up-to-date man to take charge of branch store. A splendid opening in the best section of the West. Should have from \$10,000 to \$25,000 to invest. Correspondence solicited. Address Box 5, Durango, Colo. 187

### Situations Wanted.

**A FIRST-CLASS ACCOUNTANT**, book-keeper and cashier, understanding matters of finance and office work in every particular, desires to connect himself with some prominent house, or corporation, where integrity and strict attention to business would meet with fair compensation. Address R. D. FIELD, care HARDWARE, 275 Broadway, New York. 142

**BOOKKEEPER AND SIGN WRITER**—Man, 32 years of age, with nine years' practical experience in retail Hardware as clerk and buyer, At double entry bookkeeper and sign writer, wants like position. First-class reference. Address S., care HARDWARE, 275 Broadway, New York. 197

**BUYER, MANAGER OR SALESMAN.**—A gentleman of 38 with a creditable business career of 20 years in Hardware, House Furnishing, Paints, etc., seeks position. Address S. F., care HARDWARE, 275 Broadway, New York. 165

**ENGINEERING SALESMAN** wants to make connection with A1 house, and travel in New York City and State; has good circle of acquaintances and will work for reasonable terms while developing business; good references. Address E. L. I., care HARDWARE, 275 Broadway, New York. 168

### Situations Wanted.

**EXPERIENCED BOOKKEEPER** is open for engagement. Has knowledge of general office work; also Hardware and Gas business. Address BOOKKEEPER, 55 Dupont Place, Johnstown, Pa. 190

**EXPERIENCED ENGINEER** and estimator in machinery, steam heating and general iron work, and having acquaintance with architects and builders of Greater New York, would like to take position with concern doing structural steel building work, doing outside work, soliciting, superintending, etc., to get more perfect knowledge of estimating, etc. Good references. Small salary only expected at start. Address D. EDWARDS, 441 W. 51st Street, New York. 189

**EXPERIENCED HARDWAREMAN** is desirous of finding a concern willing to pay \$2000 a year for the services of a man 32 years of age with 13 years' experience in manufacturing and jobbing Hardware business. Address WHOLESALE, care HARDWARE, 275 Broadway, New York. 141

**EXPERIENCED SALESMAN** desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

**EXPERIENCED TINSMITH**—Tinsmith of 20 years' experience desires a steady position. Can do furnace and range work, roofing and all inside work of every description; also corrugated iron work. Address B. A. BROOKS, 171 E. 108th Street, New York. 176

**EXPERT ACCOUNTANT**—An accountant of 20 years' experience in the Hardware business as bookkeeper, cashier, office manager and proprietor desires a position with a large firm or company whose integrity and ability would be fairly remunerated; All references given. Address G. H. B., care HARDWARE, 275 Broadway, New York. 170

**FOREMAN OR TIMEKEEPER.**—Situation wanted by a man (32) as foreman or timekeeper. A hustler; can handle any kind of help; thoroughly posted on piece work system; 12 years' reference from last place. Address J. H. L., care HARDWARE, 275 Broadway, New York. 200

**HARDWARE AND IMPLEMENT CLERK.**—Position as clerk in Hardware and Implement Store in some Northwestern or Coasts State. Would invest some capital in the business if agreeable. Address P. O. Box 142, Madison Square Branch, New York City. 135

**HARDWARE CLERK.**—Young married man with eight years' experience in general Hardware and housefurnishing goods, desires a situation with wholesale or retail store. Best of references. Address CLERK, care HARDWARE, 275 Broadway, New York. 131

## Situations Wanted.

**HARDWARE CLERK.**—A position by a thoroughly experienced Hardwareman as clerk in a retail Hardware or general store in a good live town. Is desirous of locating permanently if satisfactory. Western town preferred; best of references; twelve years' experience. Address F. H. SICKELS, 15 N. 6th Street, Minneapolis, Minn. 151

**HARDWARE CLERK.**—Situation in retail Hardware store by young married man of 24. Have had seven years' experience, wholesale and retail. Have no bad habits. Am willing to make myself useful anywhere. Can come immediately. Address C. C. C., 1133 Third Street, Fort Madison, Iowa. 157

**HARDWARE CLERK OR SALESMAN.**—A competent Hardware business man, 25 years' experience as buyer and manager in large retail business, understands the builders' line; also plans and specifications; age 40 years; would like the export business or the wholesale branch. Address EXPERIENCE, care HARDWARE, 275 Broadway, New York. 167

**HARDWARE CLERK OR SALESMAN.**—Situation wanted in retail Hardware store. An all-around man; ten years' experience. Address C. E. F., care HARDWARE, 275 Broadway, New York. 191

**HARDWARE DRUMMER.**—Position wanted by experienced Hardware drummer well known to the trade of Greater New York. Address DRUMMER, care HARDWARE, 275 Broadway, New York. 132

**HARDWARE SALESMAN** of 14 years' successful experience, as direct representative for leading manufacturer to jobbers throughout the country, will be open for engagement after June 1. Highest references. Address SALARY, care HARDWARE, 275 Broadway, New York. 199

**HARDWARE SALESMAN.**—Experienced salesman desires to handle on commission line of Hardware or house-furnishing goods for Pittsburgh, Allegheny and vicinity. Address W. C. MCINTYRE, 936 Kirkpatrick Avenue Allegheny, Pa. 163

**HARDWARE TRAVELER.**—Competent Hardwareman with sixteen years' experience as a retail merchant, desires to travel for a good Hardware or Stove house. Pacific Coast preferred. Address O. H., care HARDWARE, 275 Broadway, New York. 149

**MACHINERY SALESMAN.**—Experienced man wants to represent special or general machinery and supplies, to establish New York office, or travel and install. Address EDWARDS, care H. Mfg. Co., 121 Front Street, New York. 193

**OFFICE ASSISTANT.**—Wanted situation by a young man (20) where there is a chance for advancement. Address J. E. K., care HARDWARE, 275 Broadway, New York. 146

**PLUMBER, STEAM AND GAS FITTER.**—Plumber, steam and gas fitter desires work in city or country; first class in all its branches, estimating, etc. Neat mechanic; sober, honest; references. Twenty years' experience. Address JAMES E. USHER, 475 E. 115th Street, New York. 184

**SHIPPING CLERK.**—Shipping and receiving clerk. seventeen years' experience in shipping heavy and general Hardware, machinery, agricultural implements, etc., seeks a position with large firm or manufacturer that desires the services of a strictly first class and up-to-date man. All references. Address REX, P. O. Box 142, Atlanta, Ga. 134

**SHIPPING CLERK.**—Assistant shipping and stock clerk desires position. Salary \$7 per week. Two years' experience with New York Hardware manufacturer. Honest and reliable. Age 20. Address TOWNE, care HARDWARE, 275 Broadway, New York. 185

**SHIPPING CLERK.**—Young man desires position as shipping and receiving clerk. Four years' experience in shipping general Hardware and machinery. Can furnish all references. Address W. E. B., care HARDWARE, 275 Broadway, New York. 192

**STORE MANAGER.**—First-class all man, good address, up-to-date ideas, understands cutlery, capable of selling goods at a profit and making money, desires an inside position where his abilities will be of value. Address GOOD INVESTMENT, care HARDWARE, 275 Broadway, New York. 198

**TINNER.**—Tinner, gasfitter and good jobbing hand—locks, etc. Twelve years' experience as clerk. Good recommendations. Distance no object. Address C. E., care HARDWARE, 275 Broadway, New York. 127

**TRAVELING SALESMAN.**—Hardware salesman desires a position as traveling salesman in Maryland and Eastern Pennsylvania, or will handle a few good lines on commission. Have had twelve years' experience in the Hardware business. Address W. S. CATHER, Winchester, Va. 128

**TRAVELING SALESMAN.**—Experienced salesman, who has sold in Virginia, Maryland, and Washington, D. C., over 18 years, is open for a good line on commission. Address BUCHTA, 1427 East Monument Street, Baltimore, Md. 164

## Side Line Offered.

**CUTLERY SALESMEN.**—Salesmen to sell a good line of cutlery and specialties to the Hardware trade. Good commission. CRESCENT MFG. CO., Fremont, Ohio. 196

**GOOD CHANCE** for Hardware salesman to sell the "Argand" Lamp as a side line; liberal commissions. Address ARGAND VAPOR LAMP CO., Detroit, Mich. 152

**HARDWARE SALESMEN.**—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG. CO., Cleveland, Ohio. a

**HARDWARE SALESMEN.**—Good chance for hustling Hardware salesmen to sell our lamps on commission. PRORIA VAPOR LIGHT CO., 413 Washington St., Peoria, Ill. 171

**LIVE HARDWARE SALESMEN** wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

**TRAVELING SALESMEN** calling on Hardware trade, wanting a first-class novelty to sell as a side line, should write us at once. An easy seller, weight 14 ounces. Sample can be carried in pocket. Address NEWTON MFG. CO., Erie, Pa. 182

**TRAVELING SALESMEN** visiting Hardware, Implement and General Store trade in the States east of Illinois, to handle on good and prompt commission a splendid profitable side line. Sales by photograph; two photos cover the line. Many salesmen in Western States are making a good profit by it. Address H. F. BRAMMER MFG. CO., Davenport, Iowa. 145

**TRAVELING SALESMEN.**—Traveling Hardware salesmen to sell as a side line our Rapid Air Rifle and Vest Pocket Hardware Specialties. Address RAPID RIFLE CO., Ltd., Grand Rapids, Mich. 180

**TRAVELING SALESMEN** to sell, as a side line, on commission the American Corn and Fodder Shock Compressor. A good seller. Address J. B. HUGHES, Greensburg, Ind. 174

**TRAVELING SALESMEN,** to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

## For Sale.

**CONTRACTOR'S PLANT.**—28,500 feet wire rope, only been used a few days. The lengths of these ropes will run from 150 feet up to 1,000 feet long. The sizes are  $\frac{1}{2}$ ,  $\frac{3}{8}$ ,  $\frac{1}{4}$ , 1 inch and  $1\frac{1}{2}$  inches. Can be bought at a bargain. E. J. KANE, 260 Front Street, New York City. -95

**A STOCK OF HARDWARE.** Will average about \$5,000. Building, 30 x 70, 3 floors, brick, for \$5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

**AN UNUSUAL OPPORTUNITY.**—Wholesale, retail stock of Hardware, good will business, located enterprising city, New York State. \$12,000 to \$14,000 consisting Builders' Hardware, Paints, Oils, Glass, Stoves, Ranges, Furnaces. Will be sold at bargain if bought immediately to close out partnership. Address G. M. S., care HARDWARE, 275 Broadway, New York. 172

**THE PATENTS AND MACHINERY** for manufacturing the Dickson Transom Lifters and Openers. The best transom lifter in the market. Formerly manufactured by the Brainerd, Tanner, Gallien Co. An excellent opportunity to acquire at a reasonable figure a successful manufacturing business. For terms and particulars inquire of HENRY B. KETCHAM, Receiver, 35 Wall Street, New York. 201

**TINNERS' SHOP TOOLS.**—An almost complete set, all in good order, at a very low price. For particulars address NICHOLSON & FAY, Lock Box 329, Belmont, N. Y. 169

## Agency Offered.

**LIVE HARDWAREMEN.**—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

## Agents Wanted.

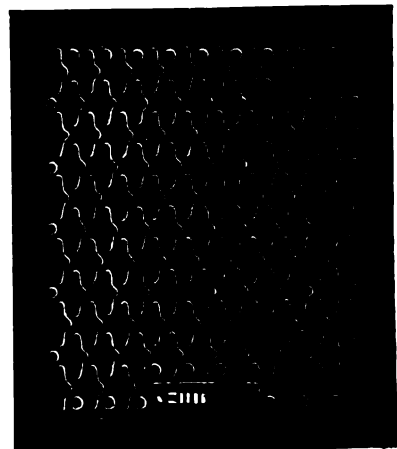
**TO SELL THE "NULITE,"** our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

WRITE FOR QUOTATIONS

**ESCUTCHEONS AND PUSH PLATES.**BRASS GOODS MANFG. CO.  
102 Third St., BROOKLYN, N. Y.—MANUFACTURERS OF—  
METAL GOODS IN BRASS, BRONZE, AND TIN.  
LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS.SPECIAL GOODS MADE TO ORDER. THIS CARD CHANGES  
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GET OUR PRICES BEFORE ORDERING

Mention "Hardware."

**Sheet Steel  
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Made of Sheet Steel.

**ABSOLUTELY NON-BREAKABLE.***Exceeds all others in Strength, Air  
Capacity, Workmanship  
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Full line of sizes.

Finished in various styles.

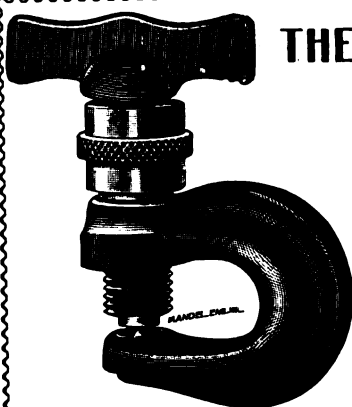
Let us tell you about them.

Catalog and Prices upon application.

**The Canton Steel Roofing Co.**

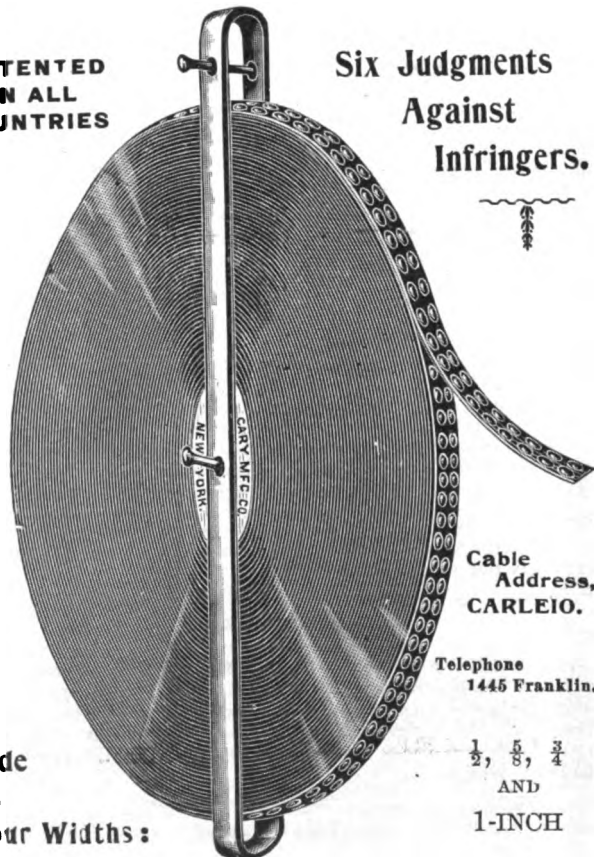
Manufacturers,

CANTON, OHIO.

**THE "HANDY" RIVETER.**

A neat and compact tool for mending broken harness, straps, belts, etc. Simple in construction, unbreakable in use and powerful in operation. Can be carried in the pocket, an indispensable tool for the Farmer, Liveryman, Mechanic, Engineer, Driver and Harness-maker. Body and screw are made from malleable iron; sleeve from cold rolled stock; plunger of hardened tool-steel. Will clinch any size of tubular or bifurcated rivet and make a perfect job. Weighs only 5 ounces.

MANUFACTURED BY

**Milwaukee Automatic Machine Co.,**  
MILWAUKEE, WISCONSIN.**CARY'S UNIVERSAL BOX STRAP.**PATENTED  
IN ALL  
COUNTRIESSix Judgments  
Against  
Infringers.Made  
in  
Four Widths:Cable  
Address,  
CARLEIO.Telephone  
1445 Franklin. $\frac{1}{2}$ ,  $\frac{5}{8}$ ,  $\frac{3}{4}$   
AND  
1-INCH**CARY MANUFACTURING CO.,**

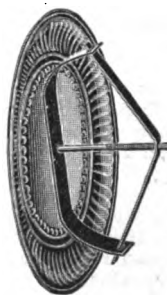
19 and 21 Roosevelt St., New York.

**WE WANT DEALERS  
TO HANDLE OUR****Iron Fence and Lawn Furniture.**

Send for Catalogue "35 B."

**THE STEWART IRON WORKS, Cincinnati, O.****The "Stay in" Flue Stopper****Guaranteed Absolutely Soot Proof.**Can't be PULLED, JARRED OR BLOWN OUT  
after it is once fastened in,  
unless unfastened.**BRASS FINISHED.****NICELY DECORATED.****SELLS ON SIGHT.**Ask about our Asbestos Mats, Flour Sifters,  
Peoria Fruit Presses and full line of pieced tinware

— Sold by Jobbers. —

**STUBER & KUCK,**

Peoria, Ill.



# PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

<b>Adzes—</b>	
House Carpenters, Ogden's	50%
Ship Carpenters	50%
Railroad	50%
<b>Ammunition—</b>	
CAPS, PERCUSSION—\$ 1000—	
U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	85c
<b>CARTRIDGES—</b>	
Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25&5%
Cent. Fire, Military and Sport-	
ing.	15&5%
Blank Cartridges, 32 cal.	10&5%
Blank Cartridges, 32 cal.	10&5%
Primed Shells and Bullets	15&5%
B. B. Caps, Round Ball	25&10%
B. B. Caps, Con. Ball, Swgd	net
<b>PRIMERS—</b>	
Berdan Primers	5%
B. L. Caps (for Starrevant Shells)	5%
All other Primers	10%
<b>SHELLS—</b>	
First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge	20%
New Club, New Rival and Climax	38&4%
brands, 10 and 12 gauge	15%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	38&4% 10%
Acme	38&4% 10%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and	65%
Climax	65%
<b>SHELLS, LOADED—</b>	
"New Club," Black Powder	40&5%
"New Rival," Black Powder	40&5%
"Smokeless," Nitro Powder	40&10% 10&5%
"Acme," Dense Nitro Powder	40&10% 10&5%
"Trap," Nitro Powder	40&10% 10&5%
<b>GUN WADS—\$ 1000—</b>	
B. E., 11 up	60
B. E., 9 & 10	70
B. E., 8	80
B. E., 7	80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50
<b>SHOT—</b>	
Tatham Bros., List June 11, 1900: \$ bag	
Drop Shot, sizes smaller than B.	1.35
25-b bags	35
Drop Shot, sizes smaller than B.	1.60
5-b bags	40
Drop Shot, B and larger sizes,	1.60
25-b bags	40
Drop Shot, B and larger sizes,	1.60
5-b bags	40
Buck Shot, 25-b bags	1.60
Buck Shot, 5-b bags	40
Chilled Shot, 25-b bags	1.60
Chilled Shot, 5-b bags	40
Dust Shot, 25-b bags	2.10
Dust Shot, 5-b bags	.50
<b>POWDER—</b>	
Lafin & Rand Powder Co.:	
<b>CANISTER POWDER—</b>	
Orange Lightning,	Each
Nos. 1, 2, 3, 4, 5, 6, 7, in canis-	
ters of 1 lb	.75
Orange Ducking,	
Nos. 1, 2, 3, 4, 5, in canisters	
of 1 lb	.45
Orange Rifle "Extra,"	
F. FF, FFF, in canisters of	
1 lb	.25
F. FF, FFF, in canisters of	
1/4 lb	.15
F. FF, FFF, in canisters of	
1/4 lb	.12
<b>KEG POWDER—</b>	
Orange Ducking,	
Nos. 1, 2, 3, 4, 5, in kegs of	
25 lb	8.00
os. 1, 2, 3, 4, 5, in 1/4 kegs	
of 12 1/2 lb	4.25
a. 1, 2, 3, 4, 5, in 1/4 kegs of	
3/4 lb	2.25

Du Pont U. S. 30 Calibre  
Smokeless Rifle Powder,  
per lb. 1.25  
Discounts on application.

**Animal Pokes—**  
Iowa Farming Tool Co.: \$ doz.  
Hawkeye 38.25  
Western 3.75

**Anti-Rattlers—**  
Fernald, Wire. 50&10%  
Burton's. 50&10%  
Gem. 60%  
Steel Drive. 40%  
Kohler's. \$ gro.  
Invisible, No. 3. 36.00  
Perfect, No. 2. 7.00  
Bolt Holder, No. 1. 9.00

**Anvils—**  
American "Horse-Shoe" 92c  
Armstrong's Mouse Hole. 94c  
Cincinnati. 25&10%  
Eagle Anvils, \$ lb 9c. 15&15&5%  
Hay Budden, Wrought. 88c  
Peter Wright's. 94&10&4c  
Samson. 40&10%  
Trenton. 9c

**ANVIL AND VISE COMBINED—**  
Cheney Anvil and Vise. 40%  
Holt's. 40&40&10%  
Millers Falls (with drill), \$18.00. 15%

**Augers and Bits—**  
Boring Machine. 70%  
Com. Auger Bits. 80&10&10&70%  
Forstner Pat. Bits. 25%  
C. E. Jennings & Co.:  
Double Spur pattern car, No. 30. 50%  
Nobles Double Spur, No. 32. 50&10%  
No. 10 Extension Lip. 40%  
No. 10 Extension Lip Car Bit. 40%  
Car Bits, No. 10. 40%  
Car Bits, No. 30. 50%  
Ring Augers. 70%  
Jennings' Pattern. 50&10%  
Snell's Auger and Car Bits. 60%  
Swan's:  
Jenning's Pattern Auger Bits,  
50&50&10%  
Jenning's Pattern Car. 4%  
Jenning's Pattern Machine. 25%  
Russell Jennings' Augers and Bits.  
35&10&2&4%

**HOLLOW AUGERS—**  
Ames. 25&10%  
Bonney's Adjustable, No. 4. \$24.00.  
25&25&10%  
Cincinnati Nos. 1, 2 and 3. 25&10%  
Douglass'. 25&10%  
Ives'. 25&10%  
Millers Falls, Goodell. 15&7&4%  
Swan's. 30%  
Universal, each \$4.50. 20%

**EXPANSIVE BITS—**  
C. E. Jennings & Co. 38&4%  
Clark's small, \$18. 50&10%  
Clark's large, \$26. 50&10%  
Ives' Model, \$ doz. \$60. 50%  
Swan's. 50&10%

**DOUBLE CUT GIMLET BITS—**  
Common. 40&10&50%  
Mayhew's Diamond \$ doz. \$1.25. 40%  
Swan's. 40%  
C. E. Jennings & Co. 45%  
Ladda. 60&10%  
Mayhew's. 40&10%  
Snell's. 40&10%  
Snell's Bell Hangers. 50%

**BIT STOCK DRILLS—**  
Cincinnati Tool Co., for wood, 40&10%  
for metal, 60%  
Cleveland Wood Bits for Brace. 50&10%  
Detroit. 60%  
K. & F. 60&10%  
Morse. 50&10%  
Swan's, for wood. 40&10%  
Syracuse, for wood. 40%

**TWIST DRILLS—**  
Cleveland. 60&10%  
K. & F. Straight Shank. 60&10%  
Morse Straight Shank. 50&10%  
New Process. 60&10%  
Standard. 60&10%  
Standard Oil Tube Drills. 15%  
Syracuse. 60&10%  
W. & B. Diamond. 60&5&60&10%  
W. & B. Universal Self-Oiling. 10%

**SHIP AUGERS AND BITS—**  
L'Hommiedieu's. 15&15&10%  
Snell's. 30&10%  
Watrous'. 33&4%  
**Awl and Auger Handles—**  
See Handles  
**Awls—**  
Handled Brad. 40&10%  
Handled Scratch. 40&10%  
Patent Peg. 50%  
Sewing, Com. 88c&\$1.00  
Shouldered Peg. 50%

Shouldered Brad. 50%  
Socket Scratch \$ doz. \$1.00  
Stanley Rule & L-vel:  
Handled Brad. 30&10%  
Patent Pegging. 50&50&10%

**Awl and Tool Sets—**  
Aiken's Awls and Tools:  
No. 10, \$ doz. \$7.50; No. 20, \$ doz.  
\$10. 60%  
Brad Sets:  
No. 42, \$10.50; No. 45, \$12.50. 70%  
Fray's Adj. Tool Hds., Nos. 1, \$12;  
2, \$18; 3, \$12; 4, \$9; 5, \$7. 50%  
Ios Awls. 55%  
Millers Falls Adj. Tool Holders:  
Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18.  
15&15&10%  
C. E. Jennings & Co.'s Adjustable  
Tool Handles. 38&4%  
Stanley's Excelsior, No. 1, \$7.50;  
No. 2, \$4.00; No. 3, \$5.50. 30&10%

**Axes—**  
First quality, best brands. \$6.50&7.00  
First quality, other brands. 6.00&6.50  
Beveled, add 25c. \$ doz.

**HATCHETS—**  
Hunt's, Underhill's or Blood's. 40&10%  
Peck's:  
Champion Blade. 45%  
Empire Brand. 50&10%  
Fayette R. Plumb:  
Broad, New List. 33&4&2&4%  
Lathing. 38&4&5%  
Shingling. 33&4&5%  
Warehouse. 38&4&5%  
Vulcan Tool Co. 40&5%  
D. Simmons & Co.:  
Broad. 40&10%  
Shingling and Claw. 50&5%  
Lath, Hunters', etc. 50&5%  
M. C. Ogden's:  
Broad. 40&10%  
Shingling, Claw, etc. 40&10%  
Handled Axes. 40%  
Boys. 50%

**Axle Grease—**  
Dixons' "Everlasting":  
1-b box. 15  
2-b box. 25  
10-b pail. \$1.30  
25-b keg. 2.75  
50-b keg. 5.00

**Balances—**  
Chatillon's:  
Light, Class A. 40&10%  
Circular Balances, Class C. 50%  
Ice Balances, Class B. 50%  
Straight Balances, Class A1 and A2. 40%  
Large Dial, Class D. 30%  
**Balances, Sash—**  
Pullman's. 50&10&60%

**Barn Door Hangers—**  
See Hangers.

**Barrel Drainers—**  
National. 30%

**Beef Shavers—**  
Enterprise:  
Japanned, each, \$7.50. 25&30%  
Tinned, each, \$9.00. 25&30%

**Bells—**  
HAND—  
Extra Heavy Brasses. 60&60&10%  
Light Brasses. 60&10%  
Pure Bell Metal. 55%  
Globe (Cone's Patent). 35%  
Silver Chime. 35%  
White Metal. 55&5%

**DOOR—**  
Trip, Gem. 40%  
Alarm, Abbe's. 40%  
Alarm, Yankee. 50%  
Gong, Abbe's. 40%  
Gong, Yankee. 50%  
Lever, R. & E. Mfg. Co.'s. 50&10%  
Multi-Stroke. 40%  
New Departure. 45&50%  
COW—  
Common Wrought. 75%  
Kentucky. 70&70&10%  
Kentucky, Sargent's List. 70%  
Texas Star. 50%  
Western, Sargent's List. 70%

**Bellows—**  
Blacksmiths'. 70%  
Hand. 25&10%  
Moulders. 25&10%

**Belting, Rubber—**  
Boston Belting Co.:  
"Boston". 50%  
"Imperial," seamless, stitched. 40%  
Cleveland Rubber Co.:  
Buckeye. 60&10%  
Shield High Grade. 50&10%  
War, 2 XL. 40%  
Common Standard. 75&10%  
Extra. 60&10&5%  
N. J. Car Spring & Rubber Co.:  
Extra Para. 40&10%  
Reliable. 50&10%  
Staple. 60&10%  
Standard. 70&10%

**Bench Stops—**

Cincinnati.....	25&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....	40&10%
Seymour Smith & Sons.....	25&10%
Terrell & Sons, 1 and 2, \$3.00; No. 3, \$3.00 per doz.....	25%
Miller's Falls.....	15&10%
Weston's.....	40%

**Bicycle Material—**

The Beckley-Ralston Co., Chicago, Ill.:

**BELLS—** Price per Doz.

The Electro, 1 1/4 inch, Electric Stroke.....

The Allen Rotary Tire.....

The Mossberg No. 1 Chime-Tire Bell.....

The Mossberg No. 2 Chime-Tire Bell.....

The Mossberg No. 10 Cuckoo Bell, 2 1/4 inch.....

The Mossberg No. 12 Electric Stroke, 2 1/4 inch.....

No. 211, Bristol, 1 1/4 inch.....

No. 212, Bristol, 2 inch.....

No. 111, Bristol, 1 1/4 inch.....

No. 112, Bristol, 2 inch.....

No. E 3, New Departure, 2 1/4 inch, Electric Stroke.....

No. E 5, New Departure, 2 1/4 inch, Electric Stroke.....

No. E 7, New Departure, 2 inch, Electric Stroke.....

No. E 9, New Departure, 1 1/4 inch, Electric Stroke.....

No. 1017, New Departure, Flag Top, 2 inch, Electric Stroke.....

No. E 7 1/4, New Departure, 2 inch, Electric Stroke.....

No. E 9 1/4, New Departure, 1 1/4 inch, Electric Stroke.....

No. 1015, New Departure, Flag Top, 2 inch, Electric Stroke.....

No. R 5, New Departure, 2 1/4 inch, Electric Stroke.....

No. T 9, New Departure Chime-Tire Bell.....

No. 415, New Departure Push Button Bell, 2 inch.....

No. 811 P, New Departure Push Bell, 1 1/4 inch.....

No. 1046, New Departure, 2 inch, Electric Stroke.....

Handsome Emerald Jewel in Center. No. 1076, New Departure, 2 inch, Electric Stroke. Ruby Jeweled Turtle and Embossed Serpent design.....

No. 1136, New Departure, 2 inch, Electric Stroke. Golf and Thistle design, embossed and enameled.....

Blow Torches. The Imperial Gasoline.....

Blow Torches. The Queen Gasoline.....

Brazing Brushes; best steel wire.....

Brazing Compound—Superior.....

Brazing Compound—Fluxine.....

**BICYCLE STANDS AND HOLDERS—** Price per Doz.

Diamond Folding.....

Hauke's Wire.....

Eurekas for 5 machines with out signboard.....

Eurekas for 7 machines, with out signboard.....

Extra for signboard.....

No. 5, Extension, with casters.....

Model D Wall Rack, japanned.....

Model B Wall Rack, japanned.....

**BUFFERS—HANDLE BAR—** Price per Doz.

No. 1, Style M. &amp; W.....

No. 2, Style M. &amp; W.....

Breast Drills, Goodell's, No. 6.....

**CALIPERS—** Price Each.

Stevens', inside or outside.....

3 inch length.....

4 inch length.....

5 inch length.....

6 inch length.....

**CARBIDE—** Price per Can.

For all Gas Lamps; best quality only, in 2 lb cans.....

**CEMENT—** Price per Doz.

Eclipse, hard, 1 lb cakes.....

Eclipse, 1/4x2 1/4 tubes, rim or rub.....

Eclipse, 1/4x3 1/4 tubes, rim or rub.....

Eclipse, 1/4x4 tubes, rim or rub.....

Eclipse, 1x4 tubes, rim or rub.....

Eclipse, 1x6 tubes, rim or rub.....

Eclipse, 1 pt. cans, rim or rub.....

Eclipse, 1 qt. cans, rim or rub.....

Eclipse, 1 gal. cans, rim or rub.....

Morgan &amp; Wright small tubes.....

Wood rim or rubber.....

**CARRIERS—** Price per Doz.

Lamson No. 1.....

Lamson No. 4 S.....

Lamson No. 4 D.....

Kalamazoo No. 10.....

Dexter No. 1.....

**CRANKS—** Price Each.

Baldwin, Pattern A, 3-16 or 1/4 inch, 5 ft. long.....

Baldwin, Pattern P, 3-16 or 1/4 inch, 5 ft. long.....

Morse Roller, 3-16 or 1/4 inch, 5 ft. long.....

Crown Regular, No. 7, 3-16 or 1/4 inch, 5 ft. long.....

Watch Fobs, made of Bicycle Chain.....

**CHAIN LUBRICANT—** Price per Doz.

Holdfast in tin cans.....

Pacemaker, brush top.....

Dixon's No. 691.....

M. &amp; W. Slippery Stuff.....

**CONES—** Price per Doz.

Hub Cones, ass'd sizes &amp; threads.....

B. &amp; R. Adjustable Cones, all threads in stock.....

Nelson Adjustable Cones, all threads in stock.....

**CRANKS—** Price per Pair.

Round, Nickel Plated, 6, 6 1/2, 7 in.....

**CUPS FOR BEARINGS—** Price each.

For Hangers.....

For Hubs.....

**CYCLOMETERS—** Price per Doz.

Veeder, 28 in. regular.....

New Departure, for front hub.....

20th Century, regular.....

**CRANK KEYS—** Price per Pair.

5-16, 11-32 and 3/4 in. sizes slotted.....

**ENAMEL—** Price per Doz.

1/4 pt. cans, air drying, all colors.....

**ENAMEL BRUSHES FLAT****CAMELS HAIR—** Price per Doz.

3/4 inch wide.....

1/2 inch wide.....

5/8 inch wide.....

3/4 inch wide.....

**FRAME CLAMPS—** Price Each.

For attaching saddle to top bar of frame.....

Sidway, 1 1/2 and 1 3/4 inch.....

Chalfont, 1, 1 1/2 and 1 3/4 inch.....

**GRIPS—** Price per Pair.

Nickel-Tip Corkaline, 7/8, 13-16 and 3/4.....

Composition-Tip Corkaline, all sizes and colors.....

Wood-Tip Leather, all regular sizes.....

Nickel-Tip Leather, all regular sizes.....

**GUARDS & GUARD FITTINGS—** Price Each.

Regular 38 inch rear wheel guard, natural or stained, drilled and eyeleted.....

Regular chain guards to match above.....

Complete sets of fittings for attaching above.....

**HANDLE BARS—** Price Each.

Regular Drop or Upcurveless Grips.....

Perfection Adjustable, with expander.....

Perfection Adjustable Extension, with expander.....

Sanger Adjustable, with expander.....

Kelly Adjustable, with expander.....

Kelly Adjustable, plain stem.....

Hussey Adjustable, plain or expander stem.....

**HEAD CUPS AND CONES, N. P.****C. & M., stamped with clamp, 1 1/4 and 1 3/4 heads.....** Price per Set.

C. &amp; M., stamped with clamp, 1 1/4 and 1 3/4 heads.....

W. &amp; E., turned, with clamp, 1 1/4 and 1 3/4 heads.....

**HUBS—** Price per Pair.

1901 Crown, all size sprockets.....

1901 Harris, all size sprockets.....

1901 W. &amp; E. Racing.....

Thor Standard.....

Thor Special.....

**IRON PUTTY—** Price Each.

For filling all cracks, bakes like a rock.....

**LAMPS, GAS—** Price Each.

The 1901 Eclipse, our leader, none better at any price.....

The 1901 Solar, is always reliable.....

The 1901 20th Century.....

**LAMPS, OIL—** Price Each.

Lightweight.....

Searchlight.....

20th Century.....

**LAMP PARTS—** Price per Doz.

For all Gas Lamps. We carry a full line of repairs at less than factory prices.....

**LAMP BRACKETS—** Price per Doz.

Axle Pattern.....

Fork Pattern.....

Head Pattern, all sizes.....

**NIPPLE GRIPS—** Price Each.

Perfect, oldest and best.....

Victor, oldest and best.....

per doz. on display card.....

**OIL—** Price per Doz.

Penno, solid lubricant, 1/4 lb cans.....

Penno Oil, 2 oz. bottles.....

Three in One Oil, 8 oz. bottles.....

**OIL CANS—** Price per Doz.

No. 1, for tool bag use.....

Shop, with long spout.....

**N. P. NUTS—** Price per Doz.

All sizes for Hubs and Saddles.....

**PATCHING RUBBER—** Price per roll.

Vim, in 1/4 lb roll.....

**PEDALS—** Price per Pair.

Syracuse Rat Trap.....

Syracuse Rubber.....

Bridgeport Rat Trap.....

Niagara Rat Trap.....

Record No. 5 Rat Trap.....

Genesee Rat Trap.....

Add 10c. per pair when rubbers are wanted on Rat Trap pedals.

**Blinder Twine—** Price per lb.

White Sisal, 500 ft. to lb.....

Standard, 500 ft. to lb.....

Manila, 600 ft. to lb.....

Pure Manila, 650 ft. to lb.....

**Bit Holders—** Price per Pair.

Angular.....

Extension.....

Barber's, per doz. \$15.00.....

Ives', per doz. \$20.00.....

**Bit Stock Drills—** Price per Pair.

See Augers and Bits.

**Blind Adjusters—** Price per Doz.

Domestic, per doz. \$3.00.....

Excelsior, per doz. \$10.00.....

North's.....

Zimmerman's.....

**Blind Fastenings and Tenons—** Price per Doz.

Austin &amp; Eddy, per doz. \$5.50.....

Forban's Improved Star Tenon.....

per doz. \$1.00.....

Holt's Tenons.....

Merriman's Brass Lever per gr.....

Merriman's Iron Lever per gr.....

Millers Falls per set \$1.00.....

Security Gravity per gr.....

Washburne's Plate per gr.....

Zimmerman's.....

**Blind Hinges—** Price per Pair.

See Hinges.

**Blocks—** Price per Doz.

Chisholm &amp; Moore Crane Load Blocks.....

Cleveland Block Co. Steel.....

Eddy's.....

Hartz' Steel.....

Iron Strapped.....

Loe Strapped.....

L. V. Sheaves.....

Lane's.....

Junior, Self Sustaining.....

Pat. Automatic.....

Perfect Safety.....

Stowell, Novelty Block.....

Regular Iron Strapped Blocks.....

**Bolts—** Price per Doz.**DOOR AND SHUTTER—** Price per Doz.

Cast Iron Barrel, Square, &amp;c.....

Cast Iron Chain.....

Cast Iron Shutter Bolts.....

Ives' Patent Door Bolts.....

Wrought Barrel.....

Wrought Square.....

Wrought Shutter, Standard list.....

Wrt Sunk Flush, Stanley's list.....

Wrt Sunk Flush, Stanley's list.....

Wrt B. K. Flush, Com'n, Stanley's list.....

Wrought Spring, Sargent's.....

**CARRIAGE, MACHINE, &c.—** Price per Doz.

Bolt Ends.....

Machine.....

Carriage, Common.....

Norway Iron, list Oct. '84.....

Phila., Eagle, list June 1, '99.....

Sleigh Shoe.....

**TIRE—** Price per Doz.

American Screw Co.:.....

Bay State, Plain, list Dec. 28, '99.....

Bay State, Fluted.....

Eagle Phila., list Feb. 26, '96.....

Norway, Phila., list Feb. 26, '96.....

Common, list Dec. 28, '99.....

Norway, Phila.....

R. B. &amp; W., Norway.....

**STOVE AND FLOW—** Price per Doz.

Flow.....

Stove, list Dec. 28, '99.....

**MISCELLANEOUS—** Price per Doz.

Sink.....

**Bone Mills.**

Enterprise.....

Stearns.....

**Borers, Bung.**

Enterprise.....

Each.....

Nos.....

C. E. Jennings &amp; Co.:.....

No. 6.....

No. 10.....

**Borers, Tap—** Price per Doz.

Common Ring.....

Enterprise.....

Ives.....

**Boring Machines—** Price per Doz.

WITHOUT AUGERS—

Upright.....

Angular.....

Douglass'.....

Jennings'.....

Miller's Falls.....

Snell's, Rice's Pat. 2.75.....

**Bow Pins—** Price per Doz.

Hotchkiss.....

**Boxes, Mail.**

Heller's.....

**Box Strapping—** Price per Doz.

Cary's "Universal," in case lots, 20&amp;10&amp;20&amp;10&amp;10%

**Braces—** Price per Doz.

Barbers'.....

Barbers' Ratchet.....

Common Ball American.....

Ives'.....

Barbers'.....

Barbers' Ratchet.....

New Haven Novelty.....

New Haven Ratchet.....

Sprofford.....

Loose Joint, Japanned.....	70%
Loose Joint, Jap. with Acorns.....	70%
Loose Pin.....	70%
Mayer's Hinges.....	70%
Parliament Butts.....	70%
Fast Joint, Broad.....	60@60&10%
Fast Joint, Narrow.....	60@60&10%

## WROUGHT STEEL—

List April 1, 1895.	
Bronzed Inside Blind Butts.....	45@45&15%
Bronzed, Narrow.....	45@45&15%
Fast Joint, Narrow.....	60@60&10%
Fast Joint, Light Narrow.....	60@60&10%
Fast Joint, Broad.....	60@60&10%
Loose Joint.....	60@60&10%
Loose Pin.....	60@60&10%
Table Butts, Back Flaps, etc.....	60@60&10%

## Calipers—

Bemis & Call:	
Wing.....	65%
Double.....	65&10%
Inside and Outside.....	65&10%
Straight Leg.....	65&10%
Call's Pattern, Inside.....	55%

## Can Openers—

American.....	gross, \$1.75@2.00
Goodell's Acme.....	gross, 6.00
No. 5, Iron Handle.....	gross, \$2.00@2.25
Sardine Scissors.....	75&10%
Sardine Scissors, Forged Steel.....	gross, \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;	75&10%
No. 3, \$2.50.....	75&10%
Universal.....	gross, \$3.00.....50%

## Cards—

Cotton.....	2%
Horse and Curry.....	25%
Wool.....	25%

## Carpet Stretchers—

Montross' "Excelsior,".....	gross, \$3.00.....30%
Bullard's.....	gross, \$3.00.....30%
Cast Iron Steel Points.....	gross, \$3.00.....50%
Socket.....	gross, \$1.75@2.00

## Carriage Bolts—

See Bolts.

## Carriage Makers' Clamps—

See Clamps.

## Cartridges—

See Ammunition.

## Casters—

Bed.....	70%
Bracket Bed.....	60@60&5%
French or Phila. Iron Wheel.....	70&10%
Brass Wheel.....	50&10%
Martin's Patent (Phoenix).....	40&10%
Plate.....	70&10%
Payson's Furniture.....	70%
Payson's Truck.....	70%
Tucker's Patent, low list.....	50%

## Cattle Leaders—

Humason, Beckley & Co.'s.....	70&10%
Peck, Stow & W. Co.....	40&5%
Sargent's.....	70&10%
Welton's.....	70&10%

## Chain—

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50@50&5%
American Proof Coil, 1000-lb lots,	
Inch.....	Per lb.
3-16.....	7.25
3/4.....	5.35
5-16.....	4.35
7/8.....	3.50
7-16.....	3.35
3/4.....	3.25
9-16.....	3.15
5/8.....	3.10
3/4.....	3.05
7/8.....	3.00
1.....	3.00
Less than cask lots, add 40c. per 100 lbs.	
Bridgeport Chain Co.:	
Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%
Covert Mfg. Co., Breast Chain.....	35%
Covert Mfg. Co., Halter Chain.....	35%
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	35%
Covert Mfg. Co., Stallion Chain.....	35%
Galvanized Pump Chain.....	5/2@6c
German Coll, list July 24, '97.....	60@60&10%
German Halter Chain, list July 24, '97.....	60@60&10%
Jack Chain, Iron.....	60@60&10%
Jack Chain, Brass.....	60@60&10%
Onida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains,	
New List.....	50@50&10%

## Chain—

Aluminum Coil and Halter.....	50&5%
American Halter Chain.....	50@50&5%
American Proof Coil, 1000-lb lots,	
Inch.....	Per lb.
3-16.....	7.25
3/4.....	5.35
5-16.....	4.35
7/8.....	3.50
7-16.....	3.35
3/4.....	3.25
9-16.....	3.15
5/8.....	3.10
3/4.....	3.05
7/8.....	3.00
1.....	3.00
Less than cask lots, add 40c. per 100 lbs.	
Bridgeport Chain Co.:	
Brown, Coll.....	60%
Brown, Halter.....	60%
Competition Sash.....	50&10%
Monarch, Sash.....	40&10%
Triumph, Coll.....	55%
Triumph, Halter.....	55%
Covert Mfg. Co., Breast Chain.....	35%
Covert Mfg. Co., Halter Chain.....	35%
Covert Mfg. Co., Heel Chain.....	35%
Covert Mfg. Co., Rein Chain.....	35%
Covert Mfg. Co., Stallion Chain.....	35%
Galvanized Pump Chain.....	5/2@6c
German Coll, list July 24, '97.....	60@60&10%
German Halter Chain, list July 24, '97.....	60@60&10%
Jack Chain, Iron.....	60@60&10%
Jack Chain, Brass.....	60@60&10%
Onida:	
Niagara.....	60%
Eureka.....	60%
Trace, Wagon and Fancy Chains,	
New List.....	50@50&10%
Cow Ties—	
American.....	50@50&10%
Niagara.....	45@50%

## Covert Mfg. Co.:

Cotton.....	45%
Hemp.....	45%
Jute.....	35%
Sisal.....	20%

## Chain Guards—

Aluminum S. & N. Co.....	50
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## Chain Hoists—

Moore's "Anti-Friction".....	80%
Moore's "Direct".....	50%

## Cherry Stoners—

Enterprise.....	25@30%
Family.....	net per doz. \$4.00

## Chisel and File Handles—

See Handles.

## Chisels—

SOCKET FRAMING AND FIRMER—	
Buck Bros.....	30%
Charles Buck.....	30%
Douglas.....	30%
Mix.....	70%
Ohio Tool Co.....	70%
P. S. & W.....	70%
Swan.....	70%
Wetherby.....	70%
C. E. Jennings & Co., No. 70.....	20%
Jennings & Griffin Mfg. Co.....	70%

## TANGED AND MISCELLANEOUS—

Box.....	60&10%
Buck Bros.....	80&10%
Butchers'.....	\$4.75@5.00 to £
C. E. Jennings & Co.....	20%
Jennings & Griffin Mfg. Co. Tanged	
Chisels and Gouges.....	40%
Spear & Jackson's.....	\$5.00 to £
Tanged Firmers'.....	40@40&10%

## COLD CHISELS—

Good quality, per lb.....	18c@20c
Snell's Best C. S.....	60%

## Chucks—

Beach Patent, each, \$8.00.....	30%
Cushman's:	
Combination.....	40%
Independent.....	50%
Morse's Adjustable, each, \$7.00.....	25%
Syracuse, Balz Patent.....	30%
Union Mfg. Co.:	
Combination.....	40%
Independent.....	40%
Universal.....	40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....	25%

## Clamps—

Adjustable, Cincinnati.....	25&10%
Adjustable, Hammers.....	15%
Adjustable, Stearns'.....	30%
Malleable, Stearns'.....	75%
Cabinet Makers or Quilt Frame,	
Sargent's.....	45%
Carpenter's, Cincinnati.....	25&10%
Carriage Makers', Sargent's.....	50@50&10%
Carriage Makers', Stearns'.....	50@50&10%
Carriage Makers', P. S. & W. Co.....	40&10%
Smith's:	
Eccentric.....	25%
Splicing.....	25%
Splicing Tools.....	25%
Warner's.....	40&10%

## Cleaners, Sidewalk—

Challenge Shank.....	\$3.25
Star Shank.....	4.00
Star Socket.....	4.25

## Clippers—

## HORSE—

Chicago Flexible Shaft Co.'s:	
Chicago Belt Clipping Machine,	
Each \$15.00 net	
New '98, Chicago.....	Each 8.75 net

## TOILET

Chicago Flexible Shaft Co.'s:	
Mascot.....	\$8.40 net
Monitor.....	9.00 net
Stewart Pat.....	10.00 net

## Clips—

Norway Axle.....	60&10&10%
Norway Spring Bar Clips.....	60&10&10%
Superior Axle Clips.....	60&10&10%

## Coffee Mills—

Box and Side.....	50&10@60%
Enterprise Mfg. Co.....	25@30
Logan & Strobbridge Co.....	net prices
National Specialty Mfg. Co.....	30%
The Swift, Lane Bros. Co.....	30%
Waddell's New Box Mills.....	10%
Ideal Brand, New List.....	60@60&10%

## Coll Chain—

See Chain.

## Compasses, Dividers, &amp;c.—

Atthol Calipers and Dividers.....	40%
Bemis & Call Co.'s:	
Compasses.....	50&5%
Dividers.....	65%
Compasses, Calipers, Dividers.....	70@70&10%
Copeland's Extension.....	40%
Stevens' "Ideal".....	25&10%
Stevens' "Leader".....	25&10%
Starrett's Fay's Patent	
Spring Calipers and Div.....	25&10%
Wright's.....	83%

## Coopers' Tools—

Bradley's.....	20%
Barton's.....	20@20&5%
Beatty's.....	33 1/4%
L. & I. J. White.....	20@20&5%
Sandusky Tool Co.....	25&10@30&10%
Shaves, Cincinnati Tool Co.....	15@15&10%

## Corkscrews—

Detroit Cork-Screw Co.....	33 1/4%
Howe Bros. & Hulbert.....	40%
Humason & Beckley Mfg. Co.....	40&10%
Samson.....	per doz \$10.00
Williamson's.....	40%

## Corn and Fodder Compressor—

J. B. Hughes', per dozen net.....	\$8.00
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## Corn Hooks—

Kretsinger Cut-Easy.....	per doz \$3.00 net
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## Corn Knives and Cutters—

Bradley's.....	net
Wadsworth's.....	net

## Countersinks—

Mayhew's Diamond.....	40%
Smith's.....	25%
Snell's.....	50%
Wheeler's Patent.....	50&10%

## Crayons—

Sargent's List.....	20%
Dixons:	
Eclipse.....	per gro. \$3.75
Emerald.....	5.00
Orion.....	5.00
Rainbow.....	2.81
Solid.....	7.50

## Curry Combs—

Fitch's List, Nov. 20, '98.....	25&10%
Kohler's.....	30&35%
New York Stamping Co. List, Sept.	
17, '97.....	40%
Perfect.....	40%
Rubber, per doz. \$7.50.....	20&10%
Southington Cutlery Co.'s.....	25&10%

## Cycle Hangers—

Lane's.....	33 1/4&5%
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## Diggers—

See Post Hole, etc.

## Dividers—

See Compasses, Dividers, etc.

## Dog Collars—

Chapman Mfg. Co.'s New List:	
Chain (full assortment).....	40%
Leather (full assortment).....	40&10%
Pope & Stevens:	
Brass.....	40%
Embossed.....	30&10%
Leather.....	40%
Union Hardware Co. New List.....	50@50&10%

## Door Bolts—

See Bolts, Door.

## Door Checks—

Bardsley's.....	33 1/4@40%
Columbia.....	50&10%
Eclipse.....	50&10%
Home.....	45&10@45&10&10%
Norton's.....	50@50&10%
Ogden's.....	33 1/4@40%

## Door Springs—

Champion (Coil).....	50%
Gem (Coil), list Oct. '95.....	20%
Rubber, complete, per doz. \$5.50.....	45@50%
Star (Coil), list Oct. '95.....	30%
Torrey's Rod, 39 in., per gro.....	\$15.00
Torrey's Rod, 43 in., per gro.....	42.00
Victor, Coil.....	50&10&10%

## Drain Cleaners—

Iwan's Adjustable.....	55%
Iwan's Stationary.....	45%

## Drawer Pulls—

Sargent's List.....	60%
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## Drawing Knives—

Adjustable Handle.....	25@25&10%
Bradley's.....	35%
Douglas.....	70&10%
Jennings & Griffin.....	66 2/3%
Mix.....	70&10%
Ohio Tool Co.....	70&10%
P. S. & W.....	70&10%
Wetherby.....	70&10%
Watrous.....	30&10%
L. & I. J. White.....	20&3@25%

## Drills and Drill Stocks—

Automatic Boring Tools.....	50%
Bench, Manners.....	66 2/3%
Blacksmiths'.....	60%
Breast, Bartholomew's.....	25&10%
Breast, Goodell's.....	25@30%
Breast, Millers Falls, each \$3.00.....	15&10%
Clamp.....	20%
Ratchet, B.H.Lings' Double Acting.....	33 1/4%
Ratchet, Ingersoll's.....	20&25%
Ratchet, Merrill's.....	30@20&5%
Ratchet, Moore's Triple Act.....	25@30%
Ratchet, Fletcher's.....	40%
Ratchet, Whitney's.....	50%
Ratchet, Weston's.....	20@25%
Stearns' Bench.....	30%
Upright, B. & P.....	50%
Hand, Goodell's.....	30&10%
Whitney's Hand Drill, No. 1, \$10.00.....	33 1/4%
Adjustable No. 10, \$12.00.....	33 1/4%
Wilson's Drill Stocks.....	10%

## TWIST DRILLS—

See Augers and Bits.

## BLACKSMITHS'

Coe's.....	60%
Prentice.....	60%

## Drug Mills—

National Specialty Mfg. Co.....	30%
Enterprise Mfg. Co.....	25@30%

## Easy Lawn Swings—

Ulrich Mfg. Co.....	per doz. \$35.00
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## Egg Beaters—

Dover Stamping Co.:	
New Dover, per doz. 75 cts., per gro. \$7.50	
Extra Family Size.....	per doz. 2.00
Keystone.....	33 1/4%
Spiral.....	per gro. \$4.25@4.50
Standard Co.:	
Dover, No. 5.....	per gro. \$5.50
Dover, No. 10.....	7.00
Dover, Steel Handle, No. 10.....	7.00
Dover, Extra Heavy, No. 15.....	12.00
Rival.....	9.00

## Emery—

Genuine Turkish Walpole Mills,	
No. 6 to 46, per lb.....	10c
No. 54 to 150, per lb.....	10c
Flour, per lb.....	8c



**Fish Scales—**

Covert's Saddlery Works:  
Great American..... 60&20%  
Fitch's..... 25&10%

**Fluting Scissors—**

List..... 45%

**Forges—**

Boynton & Plummars..... 60%

**Forks—**

Steel Goods Association List, Aug. 1, 1899.  
Barn or Ice Forks..... 40&5%  
Ballast or Stone Forks..... 40&5%  
Beet Forks..... 40&5%  
Coal Forks..... 40&5%  
Coke and Cotton Seed Forks..... 40&5%  
Hay Forks, Four Tine, Standard Size..... 60%  
Hay Header and Baler Forks, Four Tine..... 60&30%  
Manure Forks, Four Tine..... 75%  
Manure Forks, Five and Six Tine..... 70%  
Grain or Barley Forks..... 70&10&24%  
Heavy Mill, Manure or Street Forks..... 75%  
Oyster Forks..... 40&5%  
Potato Digging Forks..... 65%  
Potato Scoop Forks..... 50%  
Shaving Forks..... 40&5%  
Sluice Forks..... 40&5%  
Socket Hay Forks, Four Tine..... 60%  
Socket Manure Forks, Four Tine..... 70%  
Socket Spading Forks, Four Tine..... 70&5&5&24%  
Spading Forks..... 70&5%  
Stone Picking Forks..... 65%  
Tanner's Forks..... 40&5%  
Hay Forks, Three Tine, Standard Size..... 60%  
Hay Header and Baler Forks, Three Tine..... 67%  
Hay Forks, Two Tine, Standard Size..... 65%

**Fruit, Wine and Jelly Presses.**

Enterprise..... 20%&25%

**Fry Pans—**

Acme Fry Pans..... 70%  
Burnished, regular goods..... 75%  
Standard List..... 70%  
No. 0..... 1..... 2..... 3..... 4..... 5..... 6..... 7..... 8..... 9.....  
\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25 \$5.75 \$6.00 \$7.00 \$8.00 \$9.00

**Fuse—**

Common Hemp Fuse, # 1000 ft. \$4.50..... 25%  
Common Cotton Fuse, # 1000 ft. \$4.75..... 25%  
Single Taped Fuse, # 1000 ft. \$8.00..... 25%  
Double Taped Fuse, # 1000 ft. \$10.00..... 25%

**Gate Hinges—**

See Hinges.

**Gauges—**

Bemis & Call's Steel..... 50%  
Boss, Screw Pitch..... 33%  
Claphood..... 25&10%  
Marking, Mortise, etc. 35&10%  
Stanley's..... 60&10%  
Stanley's Chisel..... 20&10%  
Starrett's Surface, Center and Scratch..... 25&10%  
Copeland Champion Bit, # doz. \$2.00 net..... 30%  
Stubbs' Wire and Drill..... 25%  
Wire, Morse's..... 25%  
Wire, P. S. & W., low list..... 10&10%  
Wire, Wheeler, Madden & Co..... 10%

**Gimlets—**

"Diamond" Gimlets, # gr. \$4.00 to \$4.25 Double Cut..... 40&10%  
Metal Head..... 50&10%  
Wood Head..... 50%  
Swan's, German Pattern..... 40&10%

**Gimlet Bits—**

See Augers and Bits.

**Globe and Racking Cocks—**

See Faucets.

**Glue—**

Dodd's Liquid Glue..... 25&25&10%  
Le Pages Liquid..... 25&25&10%  
Mystic..... 40%  
Martins..... 40%

**Glue Pots—**

Tinned..... 40&5&40&10&5%

**Graters—**

Champion Nutmeg..... # doz. \$9.00  
Edgar's Nutmeg..... # gro. \$10.50..... 10%  
Enterprise..... 25&30%  
Rotary Nutmeg..... # gro. \$9.00

**Griddles—**

Cronk's..... 70%

**Grindstone Fixtures—**

P. S. & W. Co..... 50&10%  
Russell & Erwin..... 70&10%  
Sargent's Patent..... 70&10%  
Stowell..... 55&10%

**Gunpowder—**

See Ammunition.

**Gun Wads—**

See Ammunition.

**Hafts—**

Britton's..... # doz. \$6.50

**Halters—**

Covert Mfg. Co.:  
Jute Rope Halters..... 35%  
Sisal Rope..... 20%  
Web Halters..... 45%

**Halter Chain—**

See Chain.

**Hammers—****HANDLED HAMMERS—**

Atha Tool Co..... 50&10%  
Humason & Beckley..... 40&10%  
Dunlap's Patent..... 25%  
Magnetic Tack, Nos. 1, 2, 3 \$1.25.  
\$1.50 & \$1.75..... 40&10%  
H. & B. Tack..... 50&10%  
Maydole's..... 33%  
Peck, Stow & Wilcox..... 40%  
Fayette R. Plumb:  
Artisan's Choice, A. E. Nail 33%  
Engineers and B. S. Hand..... 60%  
A. E. Nail..... 33%  
Other Brands..... 40&10%  
Sargent's New List..... 40%  
Ulrich's Handy..... # doz. \$3.00  
Verree..... 50&10%  
Warner & Noble's New List..... 25%

**HEAVY HAMMERS AND SLEDGES—**

Under 3 lb..... # lb 40¢..... 75&10&5%  
3 to 5 lb..... # lb 30¢..... 75&10&5%  
Over 5 lb..... # lb 30¢..... 75&10&5%  
Heavy Weights..... 75&10&10%  
Wilkinson's Smiths..... 9%  
# lb 10¢

**Hammock Ropes—**

Covert Mfg. Co.:  
Jute..... 35%  
Sisal..... 20%

**Hand Cultivators—**

Ulrich Mfg. Co.:  
Osborne's..... # doz., \$15.00

**Handles—****IRON, WROUGHT OR CAST—**

Chest Handles, Sargent's No. 1, Door or Thumb..... 80¢. 70%  
No. 2..... 80¢. 70%  
No. 3..... 80¢. 70%  
No. 4..... 80¢. 70%  
No. 5..... 80¢. 70%  
No. 6..... 80¢. 70%  
No. 7..... 80¢. 70%  
No. 8..... 80¢. 70%  
No. 9..... 80¢. 70%  
No. 10..... 80¢. 70%  
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No. 95..... 80¢. 70%  
No. 96..... 80¢. 70%  
No. 97..... 80¢. 70%  
No. 98..... 80¢. 70%  
No. 99..... 80¢. 70%  
No. 100..... 80¢. 70%

**STORE DOOR HANDLES—**

Bronzed, with Cylinder Lock..... 50%  
Bronzed..... 50%  
Japanned, with Nuts..... 45&10%  
Japanned, with Plate..... 45&10%  
Japanned, without Plate..... 45&10%

**DOOR PULL—**

Bar..... 60&60&10%  
Barn Door..... 50&10%  
Chest and Lifting..... 60&60&10%  
Drawer Pulls..... 50&10&60%  
Plain B. M..... 60&60&10%  
Push Plates, Sargent's List..... 60&60&10%  
Sash Pull Plates..... 70&10%  
Sash Pulls..... 60&10&10%  
Window Pulls..... 60%  
Wood—  
Anger, assorted..... # gr. \$2.25 to \$2.50  
Anger, large..... # gr. 3.00 to \$3.25  
Anger, Douglass' Pat., # set, No. 1. \$1.00; No. 2, \$1.40. 60&10%  
Anger, Ives' Pat., No. 1..... 60&10%  
No. 2 to 32%..... 40%  
Anger, Swan's Pat., # set, No. 3. \$1.00; No. 4, \$1.25..... 25&10%  
Brad Ayl..... # gr. \$1.75 to \$2.00  
Chisel, Worcester, Leather Cap'd..... 1.50  
Dixson's Crosscut..... 50%  
File, assorted..... # gr. \$1.25 to \$1.40  
Firmer Chisel, Apple, assorted, # gr. \$2.25 to \$2.50  
Hammer, Hatchet, Axe, Sledge, etc..... 50&2%  
Hoe, Rake and Fork..... 60&10&60&10&5%  
Saw and Plane..... 40&10&50%  
Shovel and Spade, Wood D. Handle..... 50&50&10%  
CROSS-CUT SAW HANDLES—  
Atkins..... 40%  
Champion..... 45&45&10%

**Hangers—**

American Trackless..... 33%  
Barn Door, old pattern..... 60&10%  
Barn Door, New England..... 60%  
Barry, \$6.00..... 50&10%  
Best Anti-Friction..... 60&10%  
Challenge Barn Door..... 50%  
Cronk's Roller Bearing..... 60&10%  
No. 0..... \$1.50 net per dozen.  
No. 4..... 5.50  
No. 5..... 6.50  
Cronk's Steel, cov'd, Loose Axle..... 60&10%  
Coburn..... 40%  
Davis Parlor Door..... 50&50&5%  
Duplex (Wood Track)..... 60&10&5%  
Kidder's..... 50&50&10%  
Lane's Barn Door:  
Barn Door, Standard..... 60&10%  
Covered..... 50&10&10&5%  
Special..... 60&10%  
No. 50..... 50&10%  
Parlor:  
Standard..... # set, net, \$3.50 to \$3.60  
Ball Bearing..... " " 4.00  
New Model..... " " 2.75  
New Champion..... " " 2.40  
Manhattan..... " " 60%  
McKinney's "None Better," No. 2. \$18.00; No. 1 Special, \$13.00. # dozen pairs..... 60&10%  
Richards' Single Track, Steel..... 40&10%  
Richards' Anti-Friction..... 50%  
Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$25.00; No. 4, \$35.00. 60&10&24%  
Warner's Patent..... 20&10&10%  
Wilcox's New Century..... 50&10&10%

**Harness Snaps—**

See Snaps.

**Hasps and Staples—**

McKinney's "Perfect," \$1.10 # doz. 40&10%  
Wrought..... 80&10&85%  
Wrought, Stanley..... 80%

**Hatchets—**

See Axes.

**Hay Hooks—**

Humason & Beckley..... 60&10%

**Hay Racks—**

Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.

**Hay and Straw Knives—**

Auburn Hay, Corn and Spear Point..... 50%  
Iwan's Hay, Sickle Edge, # doz. net \$10  
Iwan's Hay, Imp. Serrated # doz. net..... \$10.50  
Auburn Straw..... 40%  
Lightning, from jobbers..... 60&5%  
Wadsworth's..... 40%

**Hinges—****WROUGHT IRON HINGES—**

Corrugated Strap and T, 60% & 10%  
Rolled Blind Hinges, Nos. 22 and 34..... 70&10%  
Rolled Plate..... 50&10%  
Rolled Raised..... 70%  
Plate Hinges, "Providence," 6 to 12 in., # lb. 5c., 14 to 36 in., # lb. 4c.  
6 to 12 in., # lb. 3 1/2¢  
14 to 20 in., # lb. 3 1/2¢  
22 to 36 in., # lb. 3 1/2¢  
Screw Hook and Strap, 6 to 12 in., # lb. 3 1/2¢  
14 to 20 in., # lb. 3 1/2¢  
22 to 36 in., # lb. 3 1/2¢

**STRAP AND T HINGES.**

Light Strap Hinges..... 60%  
Heavy Strap Hinges..... 70%  
Light T Hinges..... 50&10&60&10%  
Heavy T Hinges..... 60&10&60&10&10%  
Extra Heavy T Hinges..... 60%  
Long Chest Hinges..... 45&50&10%  
Hinge Hasps..... 45&50&10%  
Crate Hasps..... 45&50&10%  
Crate Hinges..... 60%  
SPRING HINGES—  
Bommer's..... 33%  
Bardley's Patent Checking..... 15%  
Chicago..... 25%  
Champion..... 60%  
Kell's American..... 30%  
Matchless, Double Acting Pivot..... 25%  
New Idea, No. 1..... # gr. \$7.50  
New Idea, No. 2..... # gr. 18.00  
Rex..... # gr. 18.00  
Royal, Japanned..... 60%  
Rubber..... 60%  
Sargent's List, 1894:  
Bronze Metal..... 70&10&10%  
Japanned Surface, Single..... 70&10%  
Japanned Surface, Double..... 60&10%  
Mortise..... 70&10%  
Model..... 70&10&10%  
Tuscan Surface, Single..... 70%  
Tuscan Surface, Double..... 60&10%  
Vigilant..... 60%  
Stearns..... 75%  
Union Spring Hinge Co.'s List, March, 1894..... 20%  
Union Mfg. Co..... 25%  
Wiles', No. 1, # gr., \$16.00; No. 2, \$18.00

**GATE HINGES—**

Automatic..... # doz. \$12.50, 50%  
Clark's, Nos. 1, 2, 3..... 50&10&60&10%  
N. E., # doz. \$7.80..... 60%

N. E. Reversible, # doz. \$5.60..... 60%  
N. Y. State, # doz. \$4.90..... 60%  
Shepard's, Nos. 1, 2, 3..... 60&10%  
Western, # doz. \$4.20..... 60%

**BLIND HINGES—**

Clark's:  
Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2, 3..... 70&10%  
Mortise Gravity..... 50%  
Nos. 1, 3, 5..... 70&10%  
Nos. 40 and 50..... 70%  
Huffer..... 55&60%  
Parker..... 70&10%  
Sargent's, Nos. 1, 3, 5, 11, 13..... 70&10%  
W. H. Co.'s No. 2 Mortise Gravity..... 60%  
Stanley's Steel Gravity Blind Hinges, No. 1, 647 1/2, no Screws, 75c., with Screws, \$1.20 # doz. sets  
Stanley's Rolled..... 20&10%  
Stanley's Rolled Center..... 30%

**Hitching Cords—**

Covert Mfg. Co..... 45%

**Hoes—**

Steel Goods Association List, Aug. 1, 1899.  
Asphalt Hoes..... 65%  
Cotton Hoes..... 70&10&10&5&2%  
Cotton Chopper Hoes..... 75&10&7%  
Garden Hoes..... 75&2%  
Harper's No. 7 Mortar Hoes..... 65%  
Jersey Hoes..... 65%  
Kretzinger, Cut-Ezy..... 75&5%  
Ladies' Cotton Hoes..... 75&10&7%  
Laid Steel Edge Hoes..... 25&5&2%  
Meadow and Rhode Island Hoes..... 5&24%  
Mortar and Street Hoes..... 75&7%  
Planter Hoes, Regular Pattern..... 70&30%  
Rough Finish Shank Cotton Hoes..... 75&12%  
Special Hoes..... 75&10&5%  
Special Mortar Hoes..... 40&10&3%  
Sunhem Meadow Hoes..... 75&5&2%  
Tobacco Hoes..... 75&2%  
Toy Ladies' and Boys' Hoes..... 70&10&10%  
Truck Hoes..... 50&10&2%  
Warren Hoes..... 60%  
Weeding Hoes and Rakes..... 75%

**Hollow Augers—**

See Augers and Bits.

**Hollow Ware—**

IRON—  
Lalanc & Grosjean Mfg. Co.:  
Acute-Nickel-Ware..... 40&10%  
Pearl, Agate..... 40&10%  
Peerless Enamelled-Ware..... 70%  
Crystal Steel-Ware..... 50&10%  
Blue and White-Ware..... 40&10%  
White-Ware..... 33%  
STOVE HOLLOW-WARE—  
Ground..... 60&10&10%  
Unground..... 70&5%  
WHITE ENAMELED-WARE—  
Boilers and Saucepans..... 45&50%  
Maslin Kettles..... 70%  
Tinned Boilers and Saucepans..... 45&50%  
SILVER-PLATED—  
4 mo. or 5% cash in 30 days.  
Hartford Silver-Plate Co..... 40&5%  
Holmes & Edwards Silver Co. 40&15&5%  
Meriden Britannia Co..... 40&5%  
Reed & Barton..... 40&5%  
Rogers & Brother..... 40&5%  
Simpeon, Hall, Miller & Co..... 40&5%  
William Rogers Mfg. Co..... 40&10%

**HOOKS—**

Potato, all kinds..... 70%  
Manure..... 70%  
Iowa F. T. Co.'s Clam..... 60&10&24%  
RUSH—  
Jennings & Griffin's..... 33%  
CORN—  
Kretzinger Cut-Ezy..... # doz. \$3 net  
CAST IRON—  
Bird Cage, Sargent's list..... 60&10&10%  
Bird Cage, Reading..... 60&60&10%  
Bird Cage, Williamson..... 5%  
Ceiling, Sargent's list..... 50&10%  
Chandelier..... 70%  
Clothes Line, Sargent's list..... 50&10%  
Coat and Hat, Sargent's list..... 50&10%  
Coat and Hat, Reading..... 60&10%  
Coat and Hat, Stowell's..... 70%  
Harness, Sargent's list..... 50&50&10%  
Lamp..... 55%  
Picture..... 75%  
Screw Hat..... 70%  
Wardrobe..... 55%  
WROUGHT IRON AND STEEL—  
Cotton..... # doz. \$1.25  
Cotton Pat. (N. Y. Mallet & Handle Works)..... 2%  
Hammock Hooks, E. C. Stearns, # doz..... 50%  
Picture, T. & S. Mfg. Co..... 75%  
Tassel, T. & S. Mfg. Co..... 50&10%  
Wrought Staples, Hooks, &c. See Wrought Goods.

**MEAT—**

Enterprise.....40¢  
Humason & Beckley.....50¢10¢

**WIRE—**

Atlas Coat and Hat.....45¢  
Belt.....75¢75¢10¢  
Crescent, Coat and Hat.....50¢10¢60¢  
Wire Coat and Hat, Acme.....50¢10¢50¢  
Wire Coat and Hat, Gem.....50¢10¢50¢  
Wire Ceiling, Gem.....50¢10¢50¢10¢5¢  
Wire Coat and Hat, Standard.....45¢

**MISCELLANEOUS—**

Covert Mfg. Co.:  
Safety Gate and Scuttle Hooks.....35¢  
Grass No. 2, \$1.65; 3, \$1.80; 4, \$2.00  
Hooks and Eyes—Brass.....60¢10¢  
Hooks and Eyes—Mal. Iron.....70¢70¢10¢  
Cotton, Box and Hay.....60¢60¢10¢

**Horse Clippers—**

See Clippers.

**Horse Nails—**

Nos. 6 7 8 9 10  
A. C. ....25¢23¢22¢21¢21¢  
American, all sizes.....10¢4¢ net  
Nos. 6 7 8 9 10  
Ausable.....28¢26¢25¢24¢23¢.....50¢  
Anchor.....23¢21¢20¢19¢18¢.....40¢  
C. B. K.....25¢23¢22¢21¢21¢.....40¢  
Capewell.....19¢18¢17¢16¢16¢.....10¢5¢  
Champlain.....28¢26¢25¢24¢23¢  
Clinton Fin.....19¢17¢16¢15¢14¢.....30¢5¢  
Essex.....28¢26¢25¢24¢23¢  
Lyra, all sizes.....9¢4¢ net  
Maud S.....25¢23¢22¢21¢21¢.....50¢  
Neponset.....25¢23¢22¢21¢21¢.....40¢  
Northwestern.....25¢23¢22¢21¢21¢  
Putnam.....23¢21¢20¢19¢18¢.....33¢4¢  
Snowden.....9¢4¢9¢4¢9¢4¢9¢4¢ net  
Vulcan.....23¢21¢20¢19¢18¢.....25¢10¢

**Horse Shoes—**

Horse and Mule, per keg.....\$3.75  
Burden's, all sizes.....3.70  
Bryden, Phoenix, Perkins, &c.....3.75  
Diamond State, Shoenberger, Crecent, &c.....\$3.75&5¢  
Factory Shipments.

**Horse Ties—**

Covert Mfg. Co.:  
Cotton.....45¢  
Hemp.....45¢  
Jute.....35¢  
Sisal.....20¢

**Hose, Rubber—**

Boston Belting Co.:  
"Boston".....50¢  
Competition.....70¢  
Extra.....60¢  
N. J. Car Spring & Rubber Co.:  
Extra Para.....40¢10¢  
Reliable.....50¢10¢  
Staple.....60¢10¢  
Standard.....70¢10¢

**Ice Awns, Chippers, &c.—**

Copeland Ice Pick.....\$ gr. \$9.00 net  
Crown.....net  
Gem Ice Shave.....net  
Sargent's Ice Awn.....55¢  
Snell's.....50¢  
Star.....net

**Ice Cream Freezers—**

See freezers, Ice Cream.

**Ice Shredders—**

Enterprise, No. 33, \$ doz. \$6.00. 25¢30¢  
No. 34, \$ doz. 15.00. 25¢30¢

**Jack Chain—**

See Chain.

**Jack Screws—**

See Screws.

**Kettles—**

Spun Brass, Plain.....15¢20¢  
Spun Brass, plated inside with White Metal.....10¢15¢

**Knives—**

Ames':  
Bread Knives, \$ doz \$1.50.....20¢  
Butcher Knives.....25¢  
Shoe Knives.....25¢  
Cronk's Chopping.....33¢4¢  
Dunlap Kitchen and Bread Knives.....25¢  
Foster Bros. Butcher, &c.....30¢  
Goodell's:  
Bread Knives Ass'n list.....net  
Butcher.....net  
Shoe Knives.....40¢  
Hay and Straw, see Hay Knives.  
Table and Pocket, see Cutlery.  
Wilson's Butcher Knives.....net

**Knives, Hay and Straw—**

See Hay Knives.

**Knobs—**

Bardsley's Wood Door, Shutter and Base.....10¢  
Base, Rubber Tip, 2 1/2 in. Bead, \$ gr. \$1.50  
Carriage, Jap.....\$ gr. 80¢ 60¢  
Door Mineral, R. & E. list.....50¢  
Door Por. Jap'd.....50¢  
Door Por. Nickel.....50¢  
Picture, Judd's.....50¢10¢  
Picture, Sargent's.....50¢10¢  
Yale & Towne Wood.....net

**Latches—**

Cronk's Barn Door.....\$ doz.  
Lane's Barn Door.....Net, \$2.25  
40¢40¢10¢

**Lawn Mowers—**

Champion.....75¢10¢  
Clipper Improved.....50¢10¢10¢5¢  
Continental.....60¢10¢  
Enterprise.....40¢10¢  
Genuine Philadelphia Mowers:  
Styles M., S., C., K., T.....70¢10¢  
Style A. (all steel).....60¢10¢  
Style E., Low Wheel.....60¢10¢  
Style E., High Wheel.....70¢10¢5¢  
Drexel, low list.....60¢  
Gold Coins, low list.....60¢  
Great American.....70¢10¢  
Imperial.....60¢10¢10¢  
New Departure, High Wheel.....70¢10¢  
New Departure, Low Wheel.....75¢  
New Kazy.....60¢10¢60¢10¢10¢  
New York.....60¢5¢  
Pastime:  
12 in. 14 in. 16 in.  
\$6.00 \$6.25 \$6.50 each net  
Pennsylvania.....60¢10¢  
Racine.....6¢4¢  
Rapid Transit.....70¢10¢  
Standard.....60¢5¢  
Sunbeam.....60¢10¢

**Lawn Sprinklers—**

Enterprise.....25¢50¢  
Gibbs' Arc.....\$ doz. \$10.00  
Gibbs' Hustler.....\$ doz. 5.00  
Philadelphia Lawn Mower Co.:  
Philadelphia Lawn Sprinkler:  
No. 1. No. 2. No. 3.  
\$ doz. \$12.00 \$15.00 \$24.00.....80¢

**Leaders—**

Covert Mfg. Co. Cattle.....45¢

**Lead Pipe, Etc.—**

Lead Pipe, full lengths.....6¢  
Lead Pipe, cut lengths.....6 1/2¢  
Lead Pipe, Tin Lined.....12 1/2¢  
Block Tin Pipe.....37 1/2¢  
Sheet Lead, full rolls.....7¢  
Sheet Lead, cut rolls.....8¢  
Quantity discount, 20%

**Lemon Squeezers—**

Berger Bros. \$ doz. 8-in. \$1.00; 10-in., \$1.40.....20¢  
Dean's, Nos. 1, \$ doz. \$3.50; 2, \$3.35;  
3, \$1.65; Queen, \$2.50, net  
Hotchkiss, Straight Flush, \$ doz. \$9.60  
Jennings' Star.....\$ doz. \$1.90¢2.00  
Little Giant.....50¢50¢5¢  
Porc. Lined, Iron.....\$3.25¢3.50  
Porc. Lined, Wood.....\$ doz. \$6.00  
80¢10¢40¢  
Wood, Common, \$ gross, No. 0, \$5.00;  
No. 1, \$6.50; No. 2, \$10.00

**Letter Box Plates—**

Name Door Plate.....50¢50¢10¢  
Name Plate.....70¢  
Number Door Plate.....60¢60¢10¢  
Sargent's.....60¢10¢70¢

**Levels—**

C. E. Jennings & Co.'s:  
Hexagon.....25¢10¢  
Iron Bench, new design.....25¢10¢

**Lifters—**

See Transom Lifters.

**Lines—**

Cotton and Linen Fish, Draper's.....50¢  
Cotton Chalk, 20 feet.....60¢10¢  
Cotton Trot.....33¢4¢  
Masons':  
Colored Cotton.....40¢10¢  
Flax.....40¢10¢  
No. 0 to 5.....25¢  
Samson Cotton, No. 4, \$2.00; No. 4 1/2, \$2.50.....10¢  
Silver Lake, Braided, No. 0, \$6.00  
No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 \$ gross.....25¢30¢  
Ventilator Cord, Samson Braided,  
White or Drab Cot. \$ doz. \$7.50 20¢  
Wire Clothes, 100 feet, No. 18, \$2.25;  
No. 19, \$2.00; No. 20, \$1.75.

**Loaded Shells—**

See Ammunition.

**Locks—**

DOOR LOCKS, LATCHES, &c.  
Brantford Lock Co.....net prices  
Champion Night Latches.....40¢  
Moore's Elevator Door.....40¢  
Norwalk Lock Co.....40¢  
Plate.....33¢4¢  
R & E Mfg. Co.....45¢10¢  
Reading Hardware Co.....40¢  
Sargent & Co.....40¢  
Yale.....net prices

**CABINET—**

Eagle Lock Co.....33¢4¢  
Corbin.....33¢4¢  
Yale.....33¢4¢

**PADLOCKS—**

Acme Bicycle and Satchel, \$ doz., \$9.00.....40¢  
Ames Sword Co.....40¢  
Brown's Brass.....25¢  
Brown's Chain.....25¢  
Champion.....40¢  
Eagle.....40¢  
Scandinavian.....90¢25¢  
McWilliams.....25¢  
Smith & Egge Bicycle.....50¢  
Wrought Iron.....75¢10¢  
Yale Lock Co.....net prices

**TRUNK—**

Corbin's.....25¢  
Eagle.....25¢

**Machine Bolts—**

See Bolts.

**Mail Boxes—**

See Boxes, Mail.

**Mallets—**

Sargent's List:  
Hickory.....50¢50¢10¢  
Lignumvitae.....50¢50¢10¢

**Mattocks—**

Cronk's Garden.....25¢  
Regular Goods.....60¢10¢

**Meat Cutters—**

American.....30¢  
Nos. 1 2 3 4 B 5  
Each \$5 \$7 \$10 \$25 \$50 \$60  
Dixon's.....\$ doz. 33¢4¢  
Nos. 1 2 3 4  
\$14 \$17 \$19 \$30  
Enterprise.....25¢25¢77¢4¢  
Nos. 5 10 12 20 22 32  
Each \$2 \$3 \$2.50 \$5 \$4 \$6  
Hales Pattern, \$ doz.....70¢70¢5¢  
Nos. 11 12 13  
\$27 \$33 \$45  
Home No. 1, \$ doz. \$25.....60¢  
Little Giant.....50¢.0¢  
Nos. 305 310 312 320 322  
\$35 \$48 \$44 \$72 \$68  
Miles' Challenge, \$ doz.....45¢45¢10¢  
Nos. 1 2 3  
\$22 \$30 \$40  
Woodruff's, \$ doz.....33¢4¢  
Nos. 100 150  
\$15 \$18  
Beef Shavers (Enterprise).....25¢30¢  
Chadborn's Smoked Beef Cutter.....\$ doz. \$60.00

**Meat Juice Extractors—**

Enterprise.....25¢30¢

**Metals, Anti-Friction—**

Magnolia Metal Co.:  
Magnolia, Anti-Friction.....25¢  
No Name.....15¢  
Mystic.....10¢  
f. o. b. New York or Chicago.

**Melting Ladles—**

Monroe's Patent.....\$ doz. \$4.00, 40¢  
P. S. & W.....35¢10¢40¢  
Reading.....50¢10¢  
Sargent's.....60¢60¢10¢  
Warner's.....30¢

**Mop Wringers—**

Matchless (Canton, O.), \$ doz.....\$12.00

**Motors—**

COFFEE MILL—  
Specialty Novelty Co.....each \$5.00

**Nails—**

WIRE AND CUT NAILS—  
See Review of the Markets for quotations.

Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85¢45¢10¢

**PICTURE—**

Brass Head, Combination list.....70¢  
Brass Head, Sargent's list.....70¢70¢5¢  
Niles' Patent.....40¢  
Porcelain Head, Comb'n list.....40¢  
Porcelain Head, Sargent's list.....50¢

**FURNITURE—**

Antique Bronze.....10¢  
China.....25¢  
Fire Gilt.....10¢  
Plain.....40¢

**Nail Pullers—**

Black Hawk, \$ doz.....\$9.00  
Cyclops.....35¢  
Eclipse.....\$ doz. 18.00, 25¢10¢10¢  
Giant, No. 1, \$ doz. \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00.....30¢5¢  
Lightning.....\$ doz. \$18.00, 20¢  
National.....\$ doz. 24.00, 40¢  
Pelican.....\$ doz. \$9.00, 40¢40¢10¢  
Scranton, No. 2.....\$ doz. \$10.00  
Scranton, No. 3.....\$ doz. 9.00

**Nail Sets**

Buck Bros.....27 1/2¢  
Cannon's Diam'd Point, \$ gro. \$12, 25¢

Humason's.....50¢10¢  
Hunters' Cup Point, Knurled \$ gro. \$10.00  
Hunters' Cup Point, Plain.....9.00  
Octagon.....4.00¢4.75  
Round, assorted.....3.00¢3.25  
Square.....4.00¢4.25  
Snell's:  
Octagon.....\$4.75  
Corrugated.....8.50  
Knurled.....9.00

**Nippers—**

Acme.....50¢  
Smith's Cutting.....50¢  
Todd's Cutting.....50¢

**Nut Crackers—**

Acme, Japanned.....\$30.00.40¢  
Acme, Nickel Plated.....30.00.20¢  
Turner & Seymour Mfg. Co.....50¢

**Nuts—**

Off list.  
Hot pressed, square, blank.....\$5.80  
Hot pressed, hexagon, blank.....6.50  
Hot pressed, square, tapped.....5.80  
Hot pressed, hexagon, tapped.....6.50  
Cold punched, plain, square, blank 5.40  
Cold punched, hexagon, square, blank.....5.80  
Cold punched, plain, square, tapped.....5.40  
Cold punched, plain, hexagon, tapped.....5.80

**Oilers—**

Brass and Copper.....40¢10¢50¢  
Cushman & Denison's: \$ doz. \$ 50  
Gem.....60  
Leader.....1.50  
Perfect Oilers......75  
Star Pocket Oilers......75  
Draper's:  
Brass.....70¢10¢  
Steel.....70¢10¢  
Malleable, Hammers, New Style, 10¢5¢20¢  
Malleable, Hammers, Old Pattern, same list.....50¢10¢  
"Paragon," Brass.....50¢10¢60¢  
"Paragon," Zinc.....70¢70¢10¢  
Tower & Lyon Bicycle.....25¢  
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70¢10¢75¢  
Zinc and Tin.....60¢10¢65¢

**Oil Stones, etc.—**

OIL STONES—  
Pike's Washita:  
Lily White, \$ lb.....\$ .60  
Pike's Washita Mounted No. 1: \$ doz. \$12.00  
8x2.....11.00  
7x2.....10.00  
6x2.....9.00  
5x2.....7.00  
4x1 1/2.....7.00  
3 1/2x1.....5.50  
Discount, 33 1/3%&10%  
Pike's Washita Axe Stones:  
About 2x2x3/4 to 1 1/2, \$ lb.....\$ .24  
About 2x2x1/2, extra selected......40  
Discount, 33 1/3%  
India Oil Stones.....25¢33¢4¢

**Packing, Steam—**

RUBBER—  
Boston Belting Co.:  
"Boston".....60¢  
"Excelsior" Plumbago, Pure, \$ lb \$1.00.....50¢10¢  
Extra.....60¢  
Standard, Fair Quality.....70¢  
MISCELLANEOUS— \$ lb  
American Packing.....8¢10¢  
Cotton Packing.....13¢14¢  
Italian Packing.....10¢12¢  
Jute.....5¢6 1/2¢  
Russian Packing.....10¢12¢

**Padlocks—**

See Locks.

**Papers—**

APPLE— \$ doz.  
Advance.....\$ 4.50  
Baldwin.....5.00  
Bonanza.....each 5.00  
Dandy.....each 7.50  
Eureka, 1898.....each 16.00  
Family Bay State.....12.00  
Improved Bay State.....\$27¢30.00  
Little Star.....4.00  
New Lightning.....5.50  
Penn.....8.75  
Perfection.....4.00  
Reading, 72.....4.00  
Reading, 78.....7.00  
Scott's Pat. Rotary.....\$15.00, 20¢  
Turntable, Old Style.....4.50  
Turntable, 1898.....5.00  
White Mountain.....4.00

**POTATO—**

Saratoga.....\$5.50  
White Mountain.....4.50

**Pencils—**

Dixon's: \$ gro.  
Carpenter's.....\$3.67¢8.75  
Carpenter's, Blue or Red Lead.....4.00¢7.50  
Lead.....2.18¢4.38  
Lumber.....6.87  
Mascot, Hexagon.....3.75  
Mascot, Round.....3.10

### Percussion Caps— See Ammunition

**Picks—**  
Railroad or Adze Eye, 5 to 6, \$12.00;  
6 to 7, \$13.00.....60&10¢60&10¢10

### Planes and Plane Irons—

**WOOD PLANES—**  
Bailey's (Stanley R. & L. Co.)  
Bench, First Quality.....50&10¢60¢  
Bench, Second Quality.....50¢50&10¢  
C. E. Jennings & Co.....50&10¢  
Molding.....40&5¢

**IRON PLANES—**  
Chaplin's Iron Planes.....50&10¢60¢  
C. E. Jennings & Co., Iron.....50&10¢  
Sargent's.....60¢  
Standard Tool Co.....50¢50&5¢  
Stanley Rule & Level Co.:  
Bailey's.....50&100  
Miscellaneous.....25&10¢  
Steer's Iron Planes.....50&1¢

**PLANE IRONS—**  
Anburn "Thistle".....} 80&10¢40¢  
Ohio.....  
Sandusky.....30¢  
Buck Bros.....30¢  
Butcher's.....\$5.00¢5.25 to 2¢  
C. E. Jennings & Co.....25&10¢  
Stanley Rule & Level Co.....50&10¢  
L. & I. J. White.....20&5¢25¢

**Pliers and Nippers—**  
Button's.....70¢  
Caraw's Pat. Wire Cutters.....25¢  
Cronk's:  
Button Pattern.....70¢  
Fencing Pliers, # doz. \$12.00.....25¢  
Flat and Round Nose.....40¢  
Gas Pliers, No. 100.....40¢  
Stubb's Pat. Pliers.....50¢  
Wire Cutter and Bender.....60¢  
Hall's Nippers, # doz., No. 2, 5 in.  
\$13.50; No. 4, 7 in., \$21.00.....40&10  
Hall's Pliers.....70¢  
Humason & Beckley Mfg. Co. 50¢50&10¢  
Wm. Johnson's Gas Pliers.....60¢5¢  
Morrill's Parallel, # doz. \$12.00.....30&5¢  
Smith's Side Cutting.....25¢  
P. S. & W. Cast Steel.....50&50&5¢  
P. S. & W. Tinner's Cutting Nip-  
pers.....add ½ dis. 10¢

**Plow Bolts—**  
See Bolts.

**Plumbs and Levels—**  
Cook's.....40&10¢10¢  
Davis':  
Inclinometers.....20¢  
Iron Levels.....25&10¢  
Disston's.....70¢  
Machinists'.....25¢  
Pocket Levels.....70&10¢75¢  
Stanley's.....70&10¢70&10¢10¢  
Stanley's Duplex.....25&10¢10¢  
Stratton's Pat.....25¢  
Wood's Extension Sight.....25¢

**Poachers—**  
See Egg Poachers.

**Police Goods—**  
Tower & Lyon's.....25¢

**Polish Metal—**  
Prestoline Liquid, New List.....40¢  
Prestoline Paste.....38½¢40¢

**Polish, Stove—**  
Dixon's Plumbago.....# lb  
Joseph Dixon's.....# gro. \$5.75, 10¢  
Gem.....# gro. 4.50, 10¢

**Poppers, Corn—**  
Round or square, # doz. # gro.  
1 qt.....\$ .75 \$ 7.00  
1½ qt......85 9.50  
2 qt.....1.15 10.50  
Quincy Corn Popper, 1 qt., # doz.  
\$3.00; 2 qt., \$4.00.....38½¢

**Post Hole Diggers—** # doz.  
Disston's Samson Digger.....\$34.00, 25¢  
Iwan's Split Handle, # doz. net.....\$8.50  
Iwan's Perfection, # doz. net.....\$9.00  
Ryan's.....# doz. \$30.00, 25¢

**Post Hole Augers—**  
Iwan's Patent Improved.....40¢  
Vaughan's, 6 to 9 in., # doz. net.....\$3.00

**Potato Hooks, etc.—**  
Hoe Down Hooks.....75&10¢2¢  
Hop Hooks.....60&10¢2½¢  
Potato Hooks.....70¢

**Powder—**  
See Ammunition.

**Presses—**  
See Fruit and Jelly Presses.

**Primers—**  
See Ammunition.

**Pruning Hooks and Shears—**  
Cronk's Pruning Shears.....38½¢  
Cronk's Heavy Pattern, # doz. \$2.50 net  
Disston's Combined Pruning Hook  
and Saw.....# doz. \$18.00, 25¢25&10¢  
Disston's Pruning Hook, # doz.  
\$12.00, 25¢25&10¢  
Henry's:  
Pruning Shears.....40¢5¢  
Orange.....50&30¢  
Grape.....50&10¢  
Tree Pruners.....75¢

E. S. Lee & Co.'s Pruning Tools.....40¢  
P. S. & W. Co.'s Shears.....60¢  
Waters' Tree Pruners.....75&10¢  
Wheeler, M. & C. Co.'s Combina-  
tion.....# doz., \$12.00, 25&10¢

### Pulleys—

Awning.....60¢60&10¢  
Axle.....50&10¢00¢  
Brass Screw.....45&10¢  
Ceiling.....50&10¢60¢  
Clothes Line, Japanned.....60¢  
Common Sense.....60¢  
Dumb Waiter.....60¢60&10¢  
Empire Sash Pulley.....60¢  
Hay Fork, Swivel Eye, # doz.  
4-inch, \$3.75; 6-inch, \$5.00.....55¢  
Hay Fork, Hartz, 4¼-inch, # doz.  
\$5.00.....50&10¢  
Hay Fork, 5-inch, Solid, \$5.70.....50¢  
Hot House.....50&10¢50&10¢10¢  
Stowell's Anti-Friction, 5-in. Wheel,  
# doz., \$12.00.....40¢  
Side, Anti Friction.....50¢  
Shade Rack.....45¢  
Upright.....50&10¢50&10¢10¢

### Pumps—

Cistern, Best Grades.....50&10¢60¢  
Pitcher Spout, Best Grades.....70&10¢  
F. E. Myers & Bro.:  
No. 1, Fig. 328, 8 in. Shallow  
Well Pump.....\$13.00  
No. 8, Fig. 328, 3½ in. Shallow  
Well Pump.....15.00  
No. 5, Fig. 307, 3 in. Deep Well  
Pump.....15.00  
No. 6½, Fig. 307, 3½ in. Deep  
Well Pump.....17.00  
No. 14, Fig. 521, 8 inch Deep or  
Shallow Well Pump.....15.00  
No. 32, Fig. 523, 8 in. Deep Well  
Pump.....17.00  
No. 50, Fig. 331, 8 in. Shallow  
Well Pump.....14.00  
No. 59, Fig. 332, 3½ in. Shallow  
Well Pump.....17.00  
No. 70, Fig. 333, 2½ in. Deep  
Well Pump.....15.00  
No. 72, Fig. 333, 3 in. Deep Well  
Pump.....15.00  
No. 73, Fig. 333, 3½ in. Deep  
Well Pump.....16.00  
No. 102, Fig. 448, 8 inch Lift  
Pump.....9.00  
No. 108, Fig. 448, 8½ in. Lift  
Pump.....11.00  
No. 123, Fig. 510, 8 in. Lift  
Pump.....7.00  
No. 131, Fig. 510, 8½ in. Lift  
Pump.....8.50  
No. 225, Fig. 389, Windmill  
Pump.....12.50  
No. 235, Fig. 403, Windmill  
Pump.....16.00  
No. 240, Fig. 406, Regulator  
Pump.....28.00  
No. 285, Fig. 572, Cyclone Tank  
Force Pump.....16.00  
No. 287, Fig. 483, Geyser Tank  
Force Pump.....16.00  
No. 268, Fig. 513, Low Down  
Tank Force Pump.....16.00  
No. 302, Fig. 477, Spray Pump,  
complete.....11.50  
No. 320, Fig. 492, Bucket Spray  
Pump.....5.00  
No. 330, Fig. 547, Knapsack  
Spray Pump.....10.00  
Discount, 50% f. o. b. Ashland.

### Punches—

Bemis & Call Co.'s:  
Cast Steel Drive.....50&5¢  
Check.....55¢  
Spring.....50&5¢  
Springfield Socket.....65¢  
Morrill's Universal.....35¢  
Niagara Hollow.....45¢  
Niagara Solid.....55¢  
Saddlers' or Drive, good.....60¢60¢  
Snell's Tinner's.....50¢  
Spring, good quality, # doz., \$1.70 to 1.80  
Spring, Leach's Pat.....15¢  
Tinner's Solid, P. S. & W. Co.,  
# doz.....\$1.44, 55¢  
Tinner's Hollow, P. S. & W. Co.,  
# doz.....20&2¢

### Rail—

Barn Door, Light, In. ¼ 5/8 ¾  
# 100 feet.....\$1.40 1.95 2.60  
Barn Door, "None Better" No. 1,  
# foot.....23¢  
Barn Door, "None Better" No. 2,  
# foot.....34¢  
B. D. for N. E. Hangers:  
Angular, # foot, 6c.....70¢  
Double Flange, # foot, 8c.....70¢  
Carrier Steel Rail, # foot.....45¢  
Cronk's:  
O. N. T. Style, No. 13.....8 c  
Double Braced.....34¢  
Lane's:  
O. N. T., 1 in.....\$2.35  
O. N. T., 1¼ in.....3.50  
Standard, 1¼ in.....3.75  
Stowell's Wrought Steel.....35¢  
Sliding Door, Bronzed Wrought  
Iron, # foot.....65¢  
Sliding Door, Steel, Brass Plated,  
# foot.....54¢  
Sliding Door, Wrought Brass, 1½ in.,  
# lb. 36c.....10¢20¢  
Victor Track Rail, 7c # ft. 60&10¢2½¢

### Rakes, Etc.—

Cronk's:  
Wrought Steel Garden.....60&20¢  
Queen City Lawn.....40¢

Steel Garden Rakes.....70&5&2¢  
Steel Garden Rakes Stamped Blank.....70¢  
Steel Road Rakes.....65¢  
Steel Tar or Asphalt Rakes.....5¢  
Turf Edger.....60&5¢  
Prize Bow Braced Steel.....70&5&2¢  
Peerless Shank.....70&5&2½¢  
Peerless Socket.....70&5&2¢  
Level Head Shank.....70&5&2¢

### Rasps, Horse—

Disston's.....70¢  
New Nicholson Horse Rasp.....70¢  
See also Files.

### Razors—

Electric.....List net  
J. R. Torrey Razor Co.....30¢  
Westenholm and Butcher, \$10.00 to  
£.....10¢

### Registers—

**HOT AIR—**  
New List, Feb. 1, 1899:  
Black Japanned.....50&10¢  
White Japanned.....40&10¢  
Bronzed Finishes.....40¢  
Electro-Plated.....40¢  
Nickel Plated.....50&10¢  
White Porcelain.....30&10¢  
Solid Brass and Bronze Metal.....30&10¢

### Rings—

See Bull and Hog Rings.  
**Rivets and Burrs—**  
List with Burrs.....40&5¢40&10¢  
Hose with Burrs.....40&5¢40&10¢

### IRON—

List, Nov. 1, 1894.  
Ordinary, in bulk.....70¢  
Thousand, in bulk.....70¢  
Thousand in papers.....70¢  
Coopers', in bulk.....70¢  
Block and Carriage, in papers.....70¢  
Hame.....70¢  
Belt with Burrs, Tinned or Cop-  
pered.....70¢

### Rivet Sets—

Regular List.....70¢

### Rollers—

Lane's, Stay.....38½¢

### Rope—

Cotton Rope, Best, # lb  
¼ inch and larger.....15¢  
Medium, ¼ in. and larger.....12¢  
Common, ¼ in. and larger.....10½¢  
Jute Rope:  
A grade.....6½¢  
C grade.....5½¢  
Manila:  
7-16 in. and larger.....10½¢  
¾ in.....11 c  
¼ and 5-16 in.....11½¢  
Hay Rope, Medium.....11 c  
Sisal:  
7-16 in. and larger.....8 c  
¾ in.....8½¢  
¼ and 5-16 in.....9 c

### Rules—

Athol, Steel.....38½¢  
Boxwood.....75&10¢10&10¢  
Ivory.....85&10¢35&10¢10¢  
Lufkin's:  
Steel.....55¢  
Lumber.....50&10¢  
Miscellaneous, Stanley's.....55&10¢  
Starrett's Rules and Straight Edges,  
Steel.....25&10

### Sad Irons—

Chinese Laundry.....# lb 4½¢  
Chinese Sad.....3½¢  
Crown, Polished.....# doz. \$6.50  
Crown, Nickel.....# doz. 7.00  
Common 4 to 10.....# lb 3¼¢3½¢  
**COLD HANDLED—**  
Enterprise Mfg. Co. of Pa.....30&5¢  
Self-heating.....# doz. \$10.00, 2½¢  
Self-heating, Tailors'.....# doz. 22.50, 25¢  
Sensible Nickel.....# doz. \$7.00  
Sensible Polished.....# doz. 6.50  
Sensible, Tailors'.....# lb 4½¢

### Safety Fuse—

See Fuse.

### Safety Lifts—

Burr Mfg. Co., Steel.....50¢60¢

### Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:  
Emery Cloth.....50&10¢  
Garnet Paper.....30&90&5¢  
Sand and Emery Paper.....50&10¢

### Sash Chain—

Competition.....50&10¢  
Glant.....40¢  
Monarch.....40&10¢  
Red Metal.....40&10¢  
Steel.....40&10¢

### Sash Cord—

Cable Laid Italian Sash.....# lb 16¢18¢  
Cable Laid Russia.....# lb 13½¢14¢  
Common India.....# lb 10¢12¢  
Common Russia Sash.....# lb 12½¢13¢  
Patent India.....# lb 11¢13¢

Samson:  
"Mass. White, Cotton.....24c  
"Samson" Braided White, Cotton.....# lb 30c  
"Samson" Braided Drab, Cotton.....# lb 35c  
"Samson" Braided Italian Hemp.....# lb 38c  
"Samson" Braided Linen.....# lb 56c  
Silver Lake:  
A Quality, Drab.....# lb 40c, 15¢  
A Quality, White.....# lb 35c, 15¢  
B Quality, Drab.....# lb 35c, 15¢  
B Quality, White.....# lb 30c, 15¢  
United States:  
B Quality.....# lb 18c  
C Quality.....# lb 16½¢  
White Cotton, Hard Braided.....# lb 16c

### Sash Fasteners, Holders, &c.

Sash Lifts.....60&10¢10¢  
Sash Lifts Flush.....50¢  
Sash Lifts With Lock.....60&10¢10¢  
Sash Rollers.....70¢  
Shutter Bars.....60&10¢70¢  
Shutter Sheaves.....60¢  
Window Screen Sash Lifts.....10¢5¢

### Sash Locks—

Champion Meeting Rail.....70¢  
Champion Side.....80¢  
Davis, Bronze, Barnes Mfg. Co.....50¢  
Elting's Ventilating.....40¢  
Fitch's:  
Iron.....70¢  
Bronze and Brass.....60¢5¢  
Gale's Automatic, List Nov., 1897.....65¢  
Ives' Patent:  
Wrought Steel.....60¢  
Bronze M. Knob.....60¢  
Wrought Bronze and Brass.....55&5¢  
Cast Iron.....65¢  
Cast Bronze and Brass.....62½¢  
Payson's Perfect.....70¢  
Reading.....60&10¢

### Sash Weights—

Small lots.....# ton \$27.00  
Ton lots at factory.....\$22.50 to 25.00

### Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each \$30.00, 20¢  
Enterprise Mfg. Co.....25¢25&7½¢  
National Specialty Mfg. Co.....25¢

### Saws—

Atkins:  
Band 7 to 14 in. Wide.....60&10¢  
Band 2 to 6 in. Wide.....60¢  
Band ¾ to 2 in. Wide.....60¢  
Butcher, Pruning and Compass.....40&5¢  
Circular.....50&10¢  
Cross Cut.....35&5¢  
Gang.....50¢  
Hand, Panel and Rip.....40¢  
Wood.....40¢  
Disston's:  
Circular, Solid and Inserted Tooth.....50¢  
Band 8 in. to 14 in. Wide.....60¢  
Band ¼ in. to 2½ in.....70¢  
Cross Cuts.....45¢  
Narrow Cross Cuts.....55¢  
Mulay, Mill and Drag.....50¢  
Framed Wood Saws.....35¢  
Wood Saw Blades.....40¢  
Wood Saw Rods.....30¢  
Hand Saws, Nos. 12, 99, 9, 16, D100,  
D8, 130, 78, 77, 8.....25¢  
Hand Saws, Nos. 7, 107, 107½, 3, 1,  
0, 00, Combination.....30¢  
Compass, Keyhole, Pruning, Dove-  
tail, &c.....25¢  
Butcher Saws and Blades.....35¢  
Haines' Needle Point.....40¢  
C. E. Jennings & Co.'s:  
Butcher.....25&10  
Hand Panel, Rip and other Saws.....25¢30¢  
Peace:  
Cross Cuts.....45&10¢  
Hand Panel and Rip.....25&10¢  
Richardson:  
Circular and Mill.....50¢50&10¢  
X Cuts.....45&10¢  
Hand Saws.....25&10¢  
Star, Butcher.....25¢  
Woodrough & McParlin Cross Cuts.....45&10¢

### HACK SAWS AND FRAMES—

Chatillon.....30¢  
Disston's:  
Concave Blades.....25¢  
Keystone, Flexible Back and Ma-  
chine Blades.....30¢  
Hack Saw Frames.....30¢  
Griffin's:  
Complete.....40¢45¢  
Saw Blades.....4¢  
Star, Saws and Blades.....25¢

### Saw Filer—

Disston's D8 Clamp and Guide, \$30.00  
# doz.....35¢

### Saw Frames—

C. E. Jennings & Co.....20¢  
Richardson's Wood.....net

### Saw Sets—

Atkins:  
Criterion Saw Sets.....# doz. \$6.00  
Excelsior Saw Tools.....# doz. 6.00  
Bemis & Call Co.'s:  
Cross Cut.....30&5¢  
Hammer, New Pat.....45¢  
Plate.....80¢  
Spring Hammer.....30&5¢



Disston's Monarch, Nos. 1 & 10 and Star.....25%  
 Hart's Pat. Lever.....20%  
 Kohler's:  
 "Giant Royal".....\$ doz. \$9.00  
 "Royal".....\$ doz. 6.00  
 Leach's.....33%  
 Morrill's:  
 No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40&20%  
 Cross Cuts Nos. 3 and 4, \$28.00; No. 5, \$31.00.....40&20%  
 Richardson's.....25%  
 Seymour Smith & Son, Hammer \$ doz.....\$4.75  
 Stillmans.....\$ doz. 1.00  
 Taintors Positive.....\$18.00 \$ doz. 60%

**Scales—**  
 Chatillon's:  
 Eureka.....25%  
 Favorite.....40%  
 Grocers' Trip Scales.....50%  
 Family, Turnbull's.....30&30&10%  
 Hatch:  
 Counter, No. 171, \$ doz. \$17.00@18.00  
 Tea, No. 161.....\$ doz. 5.75@ 6.00  
 Union Platform Plain.....2.00@ 2.10  
 Striped.....2.15@ 2.25

**Scale Beams—**  
 Chatillon's No. 1.....20%  
 Chatillon's No. 2.....30%

**Scrapers, &c.—**  
 Adjustable Box Scraper (S. R. & L. Co.) \$6.00.....40&10%  
 Box, 1 Handle.....\$ doz. \$2.00  
 Box, 2 Handle.....\$ doz. \$3.00@4.00  
 Foot.....55&60&5%  
 Ship Common.....\$ doz. \$2.40 net  
 Ship, R. I. Tool Co.....10%  
**SIDEWALK—**  
 Kohler's, Steel No. 7.....\$ doz. \$3.00

**Screens—**  
**DOOR—**  
 Phillips: \$ doz.  
 3/4 in., Style E, Fancy Screen \$10.00  
 Doors.....\$10.00  
 3/4 in., Style G, Common Screen 6 50  
 Doors.....6 50  
 3/4 in., Style K, Fancy Screen 8.00  
 Doors.....8.00  
 3/4 in., Style K4, Fancy Screen 8 50  
 Doors.....8 50  
**WINDOW—**  
 Porter Screen Mfg. Co.....60&60&5%  
 Phillips:  
 Bonanza Screens.....60&60&5%  
 Express.....60&60&5%  
 Flyer.....60&60&5%  
 Perfection Screens.....60&60&5%  
 Northwest.....60&11%  
 Window Screen Frames.....60&10%

**Screw Drivers—**  
 Brace Screw Drivers.....25&10&5%  
 Buck Bros.....30%  
 Screw-Drive Bits.....27%  
 Champion.....40%  
 Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%  
 Electric Spiral No. 01, \$ doz. \$6.00 net  
 Electric Spiral No. 02, \$ doz. 5.00 net  
 Ellrich's Socket and Ratchet.....40&10%  
 Fray's Hol. Hdl. Sets, No. 3, \$12.50  
 Howard-Allard.....\$1 doz., \$9.00 net  
 \$2 doz., \$18.00 net  
 C. E. Jennings & Co.....40&10%  
 Jennings & Griffin.....60%  
 Jones Reversible Spiral No. 1, \$ doz. \$18.50 net; No. 2 \$ doz. \$12.00  
 Sargent & Co.'s:  
 No. 1 For. Blade.....50&10&50&10&5%  
 Nos. 20 and 40.....60%  
 Screw-Drive Bits (Snell's) \$ doz.....60%  
 Stanley R. & L. Co.'s:  
 No. 64, Varnished Handles.....60&10%  
 No. 66.....70&10%  
 Snell's Nos. 5 and 10.....75%  
 Tower & Lyon:  
 Champion.....40%  
 Magazine.....25%  
 Machinists'.....40%  
 Balsey's Patent.....33%  
 Williamson's:  
 Beauty, \$ doz.....\$1.00 } 40%  
 Gem, \$ doz.....90c }  
 C. T. Williamson Wire Novelty Co.....40%

**Screws—**  
**WOOD SCREWS—**  
 List, January 1, 1900.  
 Brass, Flat Head.....85%  
 Brass, Round Head.....82%  
 Bronze, Flat Head.....75%  
 Bronze, Round Head.....72%  
 Drive Screws, Diamond Point.....87%  
 Iron, Bright Flat Head.....87%  
 Iron, Bright Round and Oval Head.....85%  
 Nickel Plated, Iron Flat Head.....75%  
 Nickel Plated, Iron Round Head.....75%  
**MACHINE—**  
 List, January 1, 1899.  
 Brass, Flat Head.....50%  
 Brass, Round Head.....50%  
 Iron, Flat Head.....50%  
 Iron, Round Head.....50%  
**COACH, LAG AND HAND RAIL—**  
 G. P. Coach. List, Feb. 14, 1898.  
 75&15%

Hand Rail.....60&10%  
 Lag Screws. List, January 30, 1898.  
 Cone Point.....80%

**BENCH, HAND, ETC.—**  
 Bench, Iron, \$ doz., 1 in., \$3.25;  
 1 1/2, \$3.50; 1 3/4, \$4.25  
 Bench, Wood, Beech.....\$ doz. 2.40  
 Chair.....60&10%  
 Hand, Wood.....40%  
 Jack Screws, Millers Falls, Roller Bearing.....50%  
 Jack Screws, Millers Falls, without Roller Bearing.....50&10%  
 Jack Screws, P. S. & W.....40&40&10%  
 Jack Screws, Sargent's.....60%  
 Piano Stool.....50&10%

**Scroll Saws—**  
 Barnes' No. 1, \$3; No. 6, \$10; No. 7, \$15.....25%  
 Barnes' Scroll Saw Blades.....40%  
 Cricket.....10&10%  
 C. E. Jennings & Co.....25%  
 Lester, complete, \$10.00.....15&10%  
 Rogers, complete, \$4.00.....15&10%

**Scythes, Grass—** \$ doz.  
 Natural Finish.....\$7.50@7.75  
 Polished Blade.....8.00@ 8.15  
 Painted or Bronzed.....8.00  
 Weed and Bush.....7.25@ 7.50

**Seeders—**  
 Raisin, Enterprise.....25&30%

**Shears—**  
 Acme (Cast).....40&40&5%  
 Aetna, Steel Japanned.....80&20%  
 Aetna, Steel Nickleled.....70&20%  
 Barnard Lamp Trimmers.....net  
 Carrier Cutlery Co.:  
 N. P. Straight Trimmers.....66%  
 N. P. Bent Trimmers.....66%  
 Japanned Straight.....70&10%  
 Japanned Bent.....70&10%  
 Heinsch's:  
 St. Trimmers, etc. 60&10&60&10&10%  
 Tailors' Shears.....40%  
 Tinners' Snips.....40%  
 Pruning. See Pruning Hooks & Shears.  
 Seymour's Standard List:  
 Japanned.....70%  
 Nickleled.....60%  
 Standard Cutlery Co.:  
 Japanned.....70&10%  
 Nickleled.....60&10%  
 Star Brand:  
 Nickel Scissors.....60%  
 Nickel Shears.....60%  
 Japan Shears.....70%  
 Tailors' Shears.....40&10%  
 Pruners.....70%  
 Tinners' Snips.....40&10%

**Shears, Hedge—**  
 Wm. Wilkinson & Sons.....50%

**Sheaves—**  
**SLIDING DOOR—**  
 Corbin's List.....60&10&2%  
 Hatfield's Pattern.....70&10&80%  
 M. W. Co., list July, 1888.....50&10&60&5%  
 Stowell's Anti-Friction.....50%  
 Patent Roller.....60&10&60&10&5%  
 R. & E., list August 15, 1898.....60&10&60&10&5%  
 Russell's Anti-Friction, list Decem-ber 18, 1895.....60&2%  
**SLIDING SHUTTER—**  
 Reading list.....60%  
 R. & E. Mfg. Co.'s.....60&60&10%  
 Sargent's list.....70%

**Shells—**  
 See Ammunition.

**Shot—**  
 See Ammunition.

**Shovels and Spades—**  
 Association prices to small trade.  
 No. 2, Polished, Square or Round Point, D or L Handle:  
 A1, B2,  
 1st Grade. 2d Grade  
 Plain Back.....\$10.50 \$9.60  
 Strap Back.....9.90 9.00  
 Cleveland Pattern.....9.20 9.30  
 C3, D4,  
 3d Grade. 4th Grade  
 Plain Back.....\$8.70 \$8.10  
 Strap Back.....8.10 7.50  
 Cleveland Pattern.....8.40 7.80  
 All other sizes, add 30c. doz.  
 Black, deduct 80c. doz.

**Shovels and Tongs—**  
 Brass Head.....60&10&60&10&10%  
 Iron Head.....60&10&60&10&5%

**Shutter Bars—**  
 Ives'.....45%

**Shutter Bolts—**  
 See Bolts, Shutter.

**Sifters, Flour—**  
 Hunter's Genuine..\$ gross, \$10@11.50

**Skate Sharpeners—**  
 Eureka.....\$ doz. \$1.75; \$ gro. \$18.00

**Slaw and Kraut Cutters—**  
 Disston's:  
 Slaw, Vegetable, Corn Grater, Tur-rip Shredder.....40%  
 Kraut Cutters, 24x7, 26x8, 30x9.....55%  
 Kraut Cutters, 36x12, 40x12.....40%

Enterprise.....25&30%  
 Enterprise Mfg. Co.....25%  
 Tucker & Dorsey:  
 1 Knife.....\$ gro. \$16.50@30.00  
 2 Knives.....\$ gro. 22.50@ 30.00  
 Kraut Cutters.....50%  
 Woodrough & McParlin.....40%

**Sledges and Heavy Hammers—**  
 See Hammers.

**Slicers—**  
 Vegetable, Enterprise.....25%

**Smiths' Bellows—**  
 See Bellows.

**Snaps, Harness, &c.—**  
 Anchor (T. & S. Mfg. Co.).....55%  
 Cockeyes.....66%  
 Fitch's:  
 Bolt.....45%  
 Bristol.....40&10  
 Champion.....40%  
 Clipper.....50&10&5%  
 Empire.....50&5%  
 National.....50&5%  
 Security.....40%  
 Victor.....60&5%  
 German, new list.....40%  
 Sargent's:  
 Patent Guarded.....66%  
 Covered Spring.....50&55%  
 Covert Mfg. Co.:  
 Breast Strap Buckle Snaps.....45%  
 Breast Strap Protector.....45%  
 Double for Bits or Trace Carrier }  
 Trojan Snaps.....40%  
 High Grade Snaps.....40%  
 Jockey Snaps.....35%  
 Derby Snaps.....40%  
 Rope Snaps.....40%

**Snaths—**  
 Scythe.....40&45%

**Soldering Irons—**  
 Covert Mfg. Co.....20%

**Spoke Shaves—**  
 Bailey's (Stanley R. & L. Co.).....50&10%  
 Iron.....\$ doz. 50&10%  
 Millers Falls.....15&10%  
 Seymour Smith & Sons, Iron.....20%  
 Wm. Johnson's:  
 Wood, Best.....40%  
 Wood, 2d quality.....33%

**Spoons and Forks—**  
 Boardman's:  
 Britannia Spoons, Catalogue "C" net, List  
 Nickel Silver, Catalogue "C" net, List

**SILVER PLATED PLAT WARE—**  
 L. Boardman & Son, Catalogue "C" net List  
 "1847".....40&10%  
 "Anchor".....50&10%  
 "Eagle".....50&10%  
 "Star".....50&10%  
 Rogers, Smith & Co.....50&10%  
 Rogers & Hamilton.....50&10%  
 Holmes & Edwards.....50&10%  
 German Silver, unplated.....50%

**KNIVES AND FORKS NO. 12—**  
 \$ doz. net.  
 "1847".....\$3.50  
 "Anchor".....8.25  
 "Eagle".....8.25  
 "Star".....8.25  
 Rogers, Smith & Co.....8.25  
 Rogers & Hamilton.....8.25  
 Holmes & Edwards.....8.00

**Springs—**  
 See Door Springs.

**Spring Balances—**  
 See Balances.

**Spring Hinges—**  
 See Hinges.

**Squares—**  
 Disston's Try Square and T Bevels, 60&10%  
 Starrett's Micrometer Caliper Squares, 25%  
 Try Square and T Bevel.....60&10%  
 Winterbottom's Try and Mitre.....40&10%  
 Nickel-Plated. New List Jan. 5, 1900.....65&10&70%  
 Steel and Iron.....65&10&70%

**Staples—**  
 Barbed Blind—1/2, 5/8, and 3/4 inch, \$ lb.....8 1/2c. @9c.  
**FENCE—**  
 Same price as Barb Wire. See Trade Report.

**Stay Rollers—**  
 Cronk's, No. 50.....66%  
 " Nos. 55 and 56.....70&10%  
 " No. 60.....80%  
 " No. 65.....60&10%

**Steels—**  
 Chatillon's.....30%

**Stocks and Dies.**

**BICYCLE—**  
 Holroyd & Co.....55%

**BLACKSMITHS—**  
 Butterfield's.....25&40%  
 Gardner.....33%  
 Holroyd & Co.....40&50%  
 Lightning Screw Plate.....25%  
 Reece's New Screw Plates.....25&30%

**PIPE MAKERS—**  
 Holroyd & Co.....75&10&80%

**Stones—**  
 See Ollstones.

**Stops—**  
 See Bench Stops.

**Store Door Handles—**  
 See Handles.

**Stove Bolts—**  
 See Bolts.

**Stove Polish—**  
 See Polish, Stove.

**Sweepers—**  
 See Carpet Sweepers.

**Tackle Blocks—**  
 See Blocks.

**Tacks, Brads, &c.**  
 List Jan. 15, 1899.  
 American Cut Tacks.....90&10&10%  
 Carpet Tacks:  
 American, Blued.....90&10&10%  
 American, Tinned.....90&10&10%  
 Swedes Iron Tacks:  
 S. S.....90&10&10%  
 Bill Posters' and Railroad Tacks:  
 S. S.....90&30%  
 Common and Patent Brads.....70&10%  
 Finishing Nails.....70&10%  
 Gimp Tacks:  
 S. S.....90&40%  
 Hungarian Nails, Steel.....80&20%  
 Lace Tacks:  
 S. S.....90&20%  
 Looking Glass Tacks.....70&10%  
 Trimmers' Tacks:  
 S. S.....90&10&10%  
 Trunk and Clout Nails:  
 Steel, Black.....80%  
 Steel, Tinned.....80%  
 Upholsterers' Tacks:  
 S. S.....90&40%

**MISCELLANEOUS—**  
 Double Point, in dozens, 90&10&10&10&10%  
 Double Point, in bulk.....80%  
 Matting.....80%  
 Shade, in dozens.....90&10&10%  
 Shade, in bulk.....80%

**Tack Pullers—**  
 Columbia, No. 1, \$ doz., net.....\$1.00  
 Columbia, No. 2, \$ doz., net.....1.50  
 Little Jack.....\$ doz., 1.00

**Tapes, Measuring—**  
 American Ases' Skin.....40&10&50%  
 Leather Case.....25&25&10%  
 Steel.....33%  
 Chestermans.....25&25&5%  
 Kenfell & Esser Co., New List, 1898:  
 Steel and Metallic.....85%  
 Lufkin's Steel and Metallic.....80&33%  
**Tap Borers—**  
 See Borers, Tap.

**Taps—**  
 American Screw Co.:  
 Machine Screw.....70%  
 Holroyd & Co.'s:  
 Blacksmiths'.....60&65&5%  
 Machine Screw.....70&10&75%  
 Machinists' Hand.....60&60&10&10%  
 Pipe, 1/2 to 1 1/2.....80&80&10%  
 Pipe, 2 to 4.....70&70&10%

**Thumb Latches—**  
 See Handled.

**Tinware—**  
 Stamped, Japanned and Piced, Net Prices.

**Tire Bolts—**  
 See Bolts.

**Tobacco Cutters—**  
 National Specialty Co.....40%  
 Enterprise Mfg. Co.....25&30%

**Toilet Clippers—**  
 See Clippers.

**Trammel Points—**  
 Backus and Union.....40%  
 C. E. Jennings & Co., "Eureka".....25%  
 Cook's.....25%  
 Sargent's.....40&10%  
 Stanley's.....30&10%  
 Tower & Lyon.....33%  
 Prentiss'.....30&25%

**Tracks, &c.—**  
 F. E. Myers & Bro.:  
 Comb. Car, Double Steel T.....\$3.50  
 Comb. Car, Wood Track.....3.25  
 Common 6 in. Wood Sheave Pulley, Fig. 483.....\$ doz. 1.75  
 D. H. Fork Steel Regular.....each, .85  
 Double Grapple Fork.....each, 3.50  
 Double Rail Steel Track, complete with clamps.....\$ ft. .10  
 Faultless Steel Frame K. P. Pulley, Fig. 435.....\$ doz. 2.15  
 Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....\$ doz. 1.90  
 Floor Hooks, 3/4 in.....\$ doz. .70

Floor Pulley, Wood Sheave, Fig. 486	2 doz. 2.25
Hanging Hooks for Double Steel Track	2 doz. .65
Hanging Hooks for Single Steel Track	2 doz. .65
Hanging Hooks for Wood Track, 10 in.	2 doz. .55
Hanging Hooks for Wood Track, 14 in.	2 doz. .65
Malleable Frame K. P. Pulleys, Fig. 676	2 doz. 2.40
Malleable Rafter Brackets, 2 doz.	1.40
Nellis Fork, each	1.80
New Myers Iron Rod Car	3.25
Reed Wood Frame Pulley with Hook, Fig. 484	2 doz. 2.00
Rev. Car., Double Steel Track	3.50
Rev. Car., Wood Track	3.25
Rope Hitch	1.75
Single Rail Car, Single Steel T	3.50
Single Rail Steel Track with clamps	2 ft. .01
Sprout's Shear Fork, each	\$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, 2 doz.	1.85
Sure Grip Sling Car, Steel or Wood Track	6.00
Walker Fork, each	1.25
Wrought Rafter Brackets, 2 doz.	1.40

**Transom Lifters—**

Ajax	50 & 10 @ 50 & 10 & 5%
Bronze Metal, with Safety Spring	50 @ 50 & 10%
Crescent	70 @ 70 & 10%
Dickson's	60%
Nickel Plated	50 & 10%
Payson's Solid Grip, Nos. 308 and 304, 2 doz.	\$12.00
Shaw's:	
Copper Finished	80 & 10%
Lever	70 @ 70 & 10%

**Traps—****FLY—**

Balloon	2 doz. \$1.50, 2 gro. \$15.00
Globe	2 doz. 1.50, 2 gro. 15.00
Harper	2 doz. 1.75, 2 gro. 18.00

**GAME—**

Star, Blake's Pattern	60 & 10 @ 10%
Enterprise Mole	15%
H. & N.	65%
Newhouse	40%
Victor	70 & 5%

**MOUSE AND RAT—**

Erie Rat	40 @ 40 & 10%
Hotchkiss:	
Metallic Mouse	50%
Improved Rat	50%
New Rat	50%
Mouse, Bonanza, 2 doz.	90 @ \$1.00
Mouse, Catch-em-alive, 2 doz.	\$2.50, 15%
Mouse, Delusion	40%
Mouse, Ideal, 2 gro.	\$3.00
Mouse, Round Wire, 2 doz.	\$1.50, 10%
Mouse, Wood, Choker, 2 doz. holes	10c
Marty French Rat and Mouse Traps (Genuine):	
No. 1, Rat, each \$1.18, 2 doz.	\$12.00
No. 3, Rat, 2 doz., \$6.00; case of 50	5.25
No. 3 1/2, Rat, 2 doz., \$4.75; case of 72	4.25
No. 4, Mouse, 2 doz., \$3.50; case of 72	2.75
No. 5, Mouse, 2 doz., \$2.75; case of 150	2.25
Schuyler Rat Killer, No. 1, 2 gro., \$15.00; No. 2, 2 gro.	\$15.00
Mouse, No. 3	9.00
Smith & Eggé Mfg. Co.: 2 doz.	\$15.00
Superior Rat Trap	5.50
Yankee Mouse Trap	5.50
Yankee Rat Trap	11.00

**Trowels—**

Brade's Brick	30%
Disston's:	
Brick and Pointing	30%
Plastering	25%
"Standard Brand" and Garden	40%

C. E. Jennings & Co.:	
Brick	30%
Plastering	25%
Pointing	30%
Wm. Johnson's:	
Brick	40%
Plastering	40%
Pointing	40%
W. & McP. Plastering	25 @ 25 & 10%
Peace's Plastering	25 @ 25 & 5%
Richardson	25 @ 25 & 10%
"Rose" Brick, Plastering and Moulding	25 & 5%
Sargent's Garden, No. 1	5%
Sargent's Garden, No. 15	45%

**Vegetable Slicers—**

Enterprise Mfg. Co.	25%
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**Vises—**

Solid Box	40 @ 40 & 10 & 5%
V. W. & W.	40%
Fisher-Norris	15 & 10%
Armstrong's:	
Combination	50%
Plain and Hinge	60%
Athol, Oval Slide	60%
Adams, Diamond	40%
Bonney's Champion	40%
Fisher & Norris Double Screw	15%
Holland's	40%
Howard's	40%
Little Giant Bench	25 & 10%
Lowell Hand	33 1/2%
Massey:	
Perfect	15 @ 20%
Clincher	30 @ 40%
Wood Working	15 @ 20%
Planer	15 @ 20%
Comb. Pipe	40%
Millers Falls:	
Mechanics	net @ 10%
Oval Slide	50 & 10%
Ball Clamp	45%
Gravity	net
Hand	15%
Moore's	20%
Phenix	1 1/2%
Prentiss	20 @ 25%
Sargent's	70%
Simpson's Adjustable	40%
Stephens	25 @ 33 1/2%
Trenton	40 @ 40 & 5%
Wright's Pipe	40%

**SAW FILERS—**

Bonney's No. 2, \$15.00	40 & 10 @ 50%
Cincinnati	40%
Stearns Com. No. 0, 1, 2 and 3	50 @ 50 & 10%
Stearns Rubber Jaw, Nos. 10 and 33	33 1/2 @ 40%
Wentworth's	40%

**Wads—**

See Ammunition.

**Wagon Jacks—**

Covert Mfg. Co.'s, Steel	45%
Lane's Steel	33 1/2%

**Washer Cutters—**

Otis A. Smith's	20 & 10 @ 10%
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**Well Wheels—**

Japanned, 8 to 14 inches	70%
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**Weed Extractors—**

"Pastime"	2 doz. \$1.75 net
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**Window Cleaners—**

Barnes Mfg. Co.	40%
Clayton's	25 & 10%

**Window Stop Adjusters—**

Ives' New List	25 & 5%
Taplin's "Perfection"	50%

**Wire Gauges—**

See Gauges.

**Wire and Wire Goods—**

Brass Wire	20%
Bright Wire Goods, New List	85 & 10%
Cast Steel Wire	50%
Copper Wire	15%
Annealed and Tinned on Spools	70%
Brass and Copper on Spools	60%
Spooled Wire, ass'd for Retailing	70%
Market Wire, Bright and Annealed:	
Nos. 6 to 9	75%
Nos. 10 to 18	75 & 5%
Nos. 19 to 26	75 & 15%
Nos. 27 to 30	75 & 10 & 2 1/2%
Coppered and Galvanized:	
Nos. 6 to 9	70%
Nos. 10 to 18	70 & 5%
Nos. 19 to 26	70 & 10%
Nos. 27 to 36	70 & 10 & 10%
Tinned:	
Nos. 6 to 14	70 & 10 & 10%
Nos. 15 to 18	70 & 10 & 5%
Nos. 19 to 26	70 & 10%
Nos. 27 to 36	70 & 5%
Picture Wire, List of Oct. 2, 1900	80 & 10 @ 80 & 10 & 10%
Steel Music Wire, Nos. 12 to 30, imported	2 lb. 60 @ 70c
Stub's Steel Wire	\$6.00 to 2 1/2%

**Wire Clothes Lines—**

See Lines.

**Wire Cloth, Netting, &c.—**

Galvanized Wire Netting 30 & 10 @ 80 & 20%	
Painted Screen Cloth, good quality, 100 sq. ft.	\$1.10 @ 1.15

**PAINTS, OILS AND COLORS.****Oils—**

Linseed, City, Raw, in barrels, 2 gal.	62c
Linseed, City, Boiled, in barrels, 2 gal.	64c
Out of Town on Spot	2 gal. 62c
Calcutta, Raw, in barrels	2 gal. 85c
Lard, Prime City	2 gal. 65 @ 66c
Extra, No. 1	47 @ 49c
No. 1	41 @ 43c

**Paints and Colors—**

Barytes, Foreign Floated, 2 ton,	\$20.00 @ \$21.00
Barytes, American Floated, 2 ton,	\$19.00 @ \$20.00
Barytes, Crude	2 ton 9.00 @ 10.00
White Lead, American, Dry, in bbls.	2 lb. 6 @ 6 1/4c
White Lead, American, in Oil, in lots of less than 500 lbs.	2 lb. net 7c
In lots of 500 lbs. and over	2 lb. 6 1/4c
White Lead, Foreign, in Oil, 2 lb.	8 @ 9 1/4c
Litharge, Kegs	2 lb. 6 1/4 @ 7c
Zinc, American, Dry	2 lb. 4 1/4 @ 5 1/4c

**Putty—**

In bulk	\$1.90
In bladders	2.40
In cans, 50 lb.	2.00
In cans, 25 lb.	2.25
In cans, 12 1/2 lb.	2.50

**Wire Rope—**

New List July 1, 1899.	
Cast Steel	30%
Iron	30 @ 30 & 10%
Iron, Galvanized	25 & 10%

**Wire Rope Clips—**

Crosby	25%
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**Wire Stretchers—**

W. C. Heller's Grip	2 doz. \$1.50
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**Wrenches—**

Agricultural	70 & 10 @ 75%
Aiken's Pocket (Bright)	\$2.00 @ \$2.30
Alligator	70%
Baxter's	60 & 10%
Bemis & Call's:	
Briggs Pattern	30 & 10%
No. 2 Cylinder	55%
No. 3 Pipe, Bright	50%
Patent Combination Black	40 & 5%
Patent Combination Bright	40%
Bicycle:	
Club	40%
Superior	40%
Featherweight	40%
Protection	40%
Boardman's	30 @ 33 1/2%
Coe's:	
Genuine	40 & 10 @ 5 & 5%
"Mechanics"	40 & 10 @ 5 & 5%
Coe's Pattern, Wrought Bar	60 & 5 @ 60 & 10%
Donohue's Engineer	40%
Eagle Pipe	50 & 10%
Gem	33 1/2%
Stillson Pipe	50%
Taylor Pipe and Nut	40%
Acme	60 @ 60 & 5%
Bull Dog	60 & 10%
Hercules	70%
J. H. Williams & Co.	25%

**Spirits Turpentine—**

In regular bbls	40 c
In machine bbls	41 c

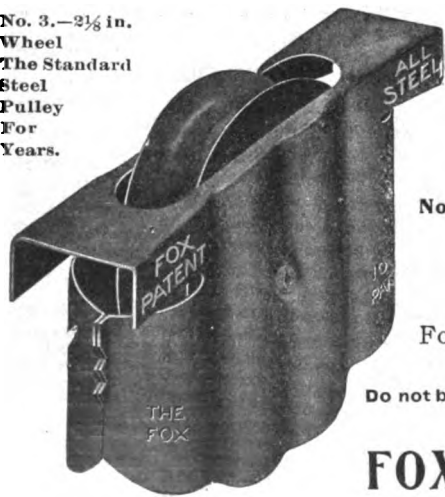
**Dry Colors—**

Blue, Chinese	35 @ 40 c
Blue, Prussian	33 @ 38 c
Blue, Ultramarine	6 @ 30 c
Sienna, Italian, burnt & powdered	4 1/2 @ 10 c
Sienna, Italian, raw & powdered	3 @ 7 c
Umber, Turkey, burnt	2 1/4 @ 3 1/4c
Umber, Turkey, raw	2 1/4 @ 3 1/4c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in bulk	15 @ 16 c
Indian Red, American	2 1/4 @ 3 c
Indian Red, English	4 1/2 @ 8 1/2c

**Colors in Oil—**

Black Lampblack, best	13 @ 15 c
Black Lampblack, common	8 @ 10 c
Blue, Chinese	35 @ 40 c
Blue, Prussian	32 @ 35 c
Blue, Ultramarine	14 @ 18 c
Sienna, burnt	11 @ 13 c
Sienna, raw	11 @ 13 c
Umber, burnt	11 @ 13 c
Umber, raw	11 @ 13 c
Brown, Vandyke	11 @ 13 c

No. 3.—2 1/2 in.  
Wheel  
The Standard  
Steel  
Pulley  
For  
Years.



# "FOX-ALL-STEEL"

The Original and Only Steel Pulleys with a  
Durable Bushing in the wheels  
TO TAKE THE WEAR.

- No. 3.—2 1/2 in. For Four Hole Mortise.  
No. 7.—2 1/2 in. Four Hole or Machine Mortise.  
No. 9.—1 1/4 in. Three Hole or Machine Mortise.  
No. 10.—2 in. A New Style, out March 15th.

**REMEMBER**

Fox Pulleys are not experiments.  
Extensively used over eight years.

Do not be misled by imitations, they are not "The same as The Fox."

SAMPLES and Catalog FREE.

**FOX MACHINE CO.** 169 No. Front St.,  
Grand Rapids, Mich.



# HARDWARE BUYERS' DIRECTORY.

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New White Light Gas Lamp Co.,  
Chicago, Ill.  
Plume & Atwood Mfg. Co., New York,  
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**Adjustable Stocks and Dies.**

Armstrong Mfg. Co., Bridgeport,  
Conn.

**Agricultural Implements.**

Geneva Tool Co. Geneva, Ohio.  
John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison,  
Iowa.  
Underhill, Clinch & Co., New York.

**Air Rifles.**

Rapid Rifle Co. Ltd., Grand Rapids,  
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Wm. G. Smith & Co., Philadelphia.

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Troy Nickel Works, Albany, N. Y.

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Peterson Cartridge Co., Cincinnati, O.  
Tower & Lyon, New York.

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Magnolia Metal Co., New York.

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Goodell Company, Antrim, N. H.  
Reading Hardware Co., Reading, Pa.

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Sargent & Co., New York.

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Sargent & Co., New York.  
Underhill, Clinch & Co., New York.

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Commercial Oil Co., Cleveland, O.

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Enterprise Mfg. Co. of Pa., Phila.  
Lane Bros. Co., Poughkeepsie, N. Y.

**Bells and Gongs.**

John H. Graham & Co., New York.  
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Sargent & Co., New York.

**Bells, Electric.**

See Electric Bells and Supplies.

**Belt Dressing.**

Jos. Dixon Crucible Co., Jersey City,  
N. J.

**Belt Shifters.**

Chandler & Farquhar, Boston.

**Belting.**

Ames Sword Co., Chicopee, Mass.  
Boston Belting Co., Boston, Mass.

**Bench Punches.**

Chandler & Farquhar, Boston.

**Bench Shears.**

Chandler & Farquhar, Boston.

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Charles Morrill, New York.  
Smith & Hemenway Co., New York  
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Tower & Lyon, New York.

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John H. Graham & Co., New York.

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F. E. Myers & Bro., Ashland, Ohio.

**Bicycle Sundries.**

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Cushman & Denison, New York.  
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G. & J. Tire Co., Indianapolis, Ind.  
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Harrington & Richardson Arms Co.,  
Worcester, Mass.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Remington Arms Co., New York.  
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Conn.  
Edwin B. Stimpson & Son, New York.

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Job T. Pugh, Philadelphia.  
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Underhill, Clinch & Co., New York.

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**Blocks, Tackle.**

See Tackle Blocks.

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Salem Nail Co., New York

**Boat and Ship Spikes.**

Salem Nail Co., New York.

**Bolt and Screw Cases.**

American Bolt & Screw Case Co.,  
Dayton, O.  
J. D. Warren Mfg. Co., Chicago.

**Bolts, Expansive, etc.**

Columbus Bolt Works, Columbus, O.  
D. C. Staman & Co., Philadelphia.

**Box Catches, Fancy.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Box and Chest Corners.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Box Hasps and Hinges.**

Cary Mfg. Co., New York.

**Box Openers.**

Smith & Hemenway Co., New York.

**Box Straps.**

Cary Mfg. Co., New York.

**Braces, Carpenters'.**

John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Brackets, Shelf.**

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Reading Hardware Co., New York  
and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

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Columbus Bolt Works, Columbus, O.

**Builders' Hardware.**

John H. Graham & Co., New York.  
Hobart B. Ives & Co., New Haven,  
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Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Bungs.**

John Sommer's Son, Newark, N. J.

**Butcher Knives, Tools and Steels.**

John Chatillon & Sons, New York.  
Silver Mfg. Co., Salem, Ohio.  
Smith & Hemenway Co., New York.

**Butts, Door.**

Bommer Bros., Brooklyn, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.

**Butts, Spring.**

Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.

**Calipers.**

Alfred Field & Co., New York.

**Can Openers.**

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Frank White, New York.  
Woods & Bacon, New York.

**Car Sealers.**

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Joseph Dixon Crucible Co., Jersey  
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**Carriers, Hay.**

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Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Standard Caster & Wheel Co., New  
York, N. Y.

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N. Y. Mallet & Handle Works, New  
York, N. Y.

**Cement, Rubber and Leather.**

Tower & Lyon, New York.

**Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Cow.**

Covert Mfg. Co., West Troy, N. Y.

**Chains, Sash.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Chain Blocks.**

Burr Mfg. Co., Cleveland, O.

**Chain Stay Ratchet.**

Chain Stay Fence Co., Sterling, Ill.

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Harrison Bros. & Co., Inc., New York,  
Philadelphia, Chicago.

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Enterprise Mfg. Co. of Pa., Phila-  
delphia.  
Goodell & Co., Antrim, N. H.

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C. E. Jennings & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Tower & Lyon, New York.  
Underhill, Clinch & Co., New York.

**Chucks.**

Geo. Burnham Co., Worcester, Mass.  
Doehler Mfg. Co., Middletown, Conn.  
North Bros. Mfg. Co., Phila., Pa.  
Smith & Egge Mfg. Co., Bridgeport,  
Conn.  
Standard Tool Co., Cleveland, Ohio.

**Churns.**

Buckeye Churn Co., Sidney, Ohio.

**Cleavers.**

John Chatillon & Sons, New York.  
Goodell Company, Antrim, N. H.  
Underhill, Clinch & Co., New York.

**Clippers, Bolt and Rivet.**

Chambers Bros. Co., Philadelphia.

**Clippers, Horse and Barbers'.**

American Shearer Mfg. Co., Nashua,  
N. H.  
Coates Clipper Mfg. Co., Worcester,  
Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.

**Closet Pulls.**

Smith & Egge Mfg. Co., Bridgeport,  
Conn.

**Clothes Racks.**

Rogers & Son, Kendallville, Ind.

**Coal Screens.**

Gilbert & Bennett Mfg. Co., New  
York, Chicago.

**Coat, Hat and Ceiling Hooks.**

Atlas Mfg. Co., New Haven, Conn.  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Wire Goods Co., Worcester, Mass.

**Colors.**

Harrison Bros. & Co., Inc., New  
York, Philadelphia, Chicago.



**Compressors, Corn and Fodder Shock.**

J. B. Hughes, Greensburg, Ind.

**Conductor Pipe.**

American Steel Roofing Co., Middletown, Ohio.

**Coopers' Tools.**G. W. Bradley's Sons, Westport, Conn.  
Underhill, Clinch & Co., New York.**Copper, Sheet.**

Bruce &amp; Cook, New York.

**Copper Cut Nails.**

Salem Nail Co., New York.

**Cordage and Twines.**

Sameon Cordage Works, Boston.

**Cork Pullers.**Arcade Mfg. Co., Freeport, Ill.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Erie Specialty Co., Erie, Pa.**Corkscrews.**Alfred Field & Co., New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Williamson W. N. Co., Newark, N. J.**Counterfeit Detectors.**

Pelouze Scale &amp; Mfg. Co., Chicago.

**Countersinks.**C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.**Cover Lifters, Stove.**

Troy Nickel Works, Albany, N. Y.

**Crayons.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Curled Hair.**

Baeder, Adamson &amp; Co., New York, Philadelphia, Boston and Chicago.

**Curry Combs.**W. & E. T. Fitch Co., New Haven, Conn.  
John H. Graham & Co., New York.  
New York Stamping Co., Brooklyn, N. Y.**Cutlery, Table.**American Cutlery Co., Chicago, Ill.  
Alfred Field & Co., New York.  
Goodell Co., Antrim, N. H.  
Jos. Rodgers & Sons, Sheffield, England.  
E. H. H. Smith, New York, N. Y.**Cutlery Specialties.**

Smith &amp; Hemenway Co., New York.

**Cutters, Fodder.**

Silver Mfg. Co., Salem, Ohio.

**Cutters, Rod.**

Chandler &amp; Farquhar, Boston.

**Cutting Pliers.**Cronk Hanger Co., Elmira, N. Y.  
Charles Morrill, New York.**Dampers, Stove.**

Arcade Mfg. Co., Freeport, Ill.

**Desks.**

Sears, Roebuck &amp; Co., Chicago, Ill.

**Directory, Commercial.**

Spanish-American Directories Co., New York, N. Y.

**Discount Books.**

Hardware Publishing Co., New York.

**Dog Collars and Muzzles.**Alfred Field & Co., New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.**Door Checks and Springs.**Ogden Mfg. Co., Newark, N. J.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.**Door Holders.**Brohard Co., Philadelphia, Pa.  
Caldwell Mfg. Co., Rochester, N. Y.**Door Springs.**

Sargent &amp; Co., New York.

**Drawing Instruments.**

Keuffel &amp; Esser Co., New York.

**Drawing Knives.**

Tower &amp; Lyon, New York.

**Drills, Bench.**Geo. Burnham Co., Worcester, Mass.  
Chandler & Farquhar, Boston, Mass.  
Silver Mfg. Co., Salem, Ohio.  
(See Twist Drills.)**Drilling Attachments.**

Silver Mfg. Co., Salem, Ohio.

**Drills, Blacksmiths', Etc.**Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Silver Mfg. Co., Salem, Ohio.**Drill Presses.**

Silver Mfg. Co., Salem, Ohio.

**Dripping Pans.**

Fillgrove Bros. &amp; Co., Ironton, Ohio.

**Dumb Waiters.**

Kimball Bros., Council Bluffs, Iowa.

**Electric Bells and Supplies.**John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Elevators.**

Kimball Bros., Council Bluffs, Iowa.

**Emery and Garnet Paper.**

Baeder, Adamson &amp; Co., New York, Philadelphia, Boston and Chicago.

**Enameled Door and Number Plates.**

A. V. Taylor &amp; Co., Cincinnati, Ohio.

**Enameline.**

J. L. Prescott &amp; Co., New York.

**Enamelers.**

A. V. Taylor &amp; Co., Cincinnati, Ohio.

**Engravers.**

Standard Engraving Co., New York.

**Ensilage Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Envelope and Stamp Lubricators.**

Pelouze Scale &amp; Mfg. Co., Chicago.

**Escutcheons and Push Plates.**

Brass Goods Mfg. Co., Brooklyn, N. Y.

**Expansion Bolts.**

D. C. Seaman &amp; Co., Philadelphia.

**Export Agents.**

John H. Graham &amp; Co., New York.

**Eyelets and Eyelet Sets.**

Eyelet Tool Co., Boston, Mass.

**Farming Tools.**Iowa Farming Tool Co., Fort Madison, Iowa.  
Underhill, Clinch & Co., New York.**Faucets, Metal.**John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.**Faucets, Wood.**

John Sommer's Son, Newark, N. J.

**Fences, Wire and Iron.**W. J. Adam, Joliet, Ill.  
J. E. Bolles Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.  
Ellis & Helfenberger, Indianapolis, Ind.  
Frost Wire Fence Co., Cleveland, O.  
Jones National Fence Co., Columbus, O.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland Ohio.**Files.**G. & H. Barnett Co., Philadelphia.  
Alfred Field & Co., New York.  
Hayes File Co., Detroit, Mich.  
Nicholson File Co., Providence, R. I.**Filters.**A. L. Baron Mfg. Co., New York.  
Champion Safety Lock Co., Cleveland, O.  
Globe Filter Co., New York.  
T. Linke & Co., New York, N. Y.**Fire Arms.**Alfred Field & Co., New York.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Remington Arms Co., New York.**Fishing Tackle.**

Enterprise Mfg. Co., Akron, O.

**Flat Ware.**

See Plated Ware.

**Floor Plates.**

Willmot &amp; Hobbs Mfg. Co., Bridgeport, Conn.

**Flower Pot Stands.**

Gilbert &amp; Bennett Mfg. Co., New York and Chicago.

**Flue Stopper.**J. L. Clark Hdw. Co., Rockford, Ill.  
Stuber & Kuck, Peoria, Ill.**Fodder Cutters.**

Silver Mfg. Co., Salem, Ohio.

**Food Choppers.**Chas. D. Brown, New York.  
Sargent & Co., New York, and New Haven, Conn.**Forgings, Carriage.**

Columbus Bolt Works, Columbus, O.

**Foundry Riddles.**

Gilbert &amp; Bennett Mfg. Co., New York and Chicago.

**Frame Pulleys.**Reading Hardware Co., New York and Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.**Fruit Presses.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Galvanized Nails and Spikes.**

Salem Nail Co., New York.

**Galvanizing, Electro.**

U. S. Electro-Galvanizing Co., New York.

**Garden Tools.**Alfred Field & Co., New York.  
Underhill, Clinch & Co., New York.**Gasoline Lamps.**Argand Vapor Lamp Co., Detroit, Mich.  
Chicago Solar Light Co., Chicago, Ill.  
H. Merkel, St. Louis, Mo.**Gasoline Stoves.**Dangler Stove & Mfg. Co., Cleveland, Ohio.  
Sun Vapor Stove Mfg. Co., Detroit, Mich.**Gas Pliers.**

Cronk Hanger Co., Elmira, N. Y.

**Gauges, Butt.**

Stanley Rule and Level Co., New York.

**Glass Cutters.**John Byrnes, New York.  
Smith & Hemenway Co., New York.**Glue.**Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.  
Tower & Lyon, New York.**Graphite.**

Joseph Dixon Crucible Co., Jersey City, N. J.

**Grass Hooks.**H. S. Earle, Detroit, Mich.  
Iowa Farming Tool Co., Ft. Madison, Ia.  
Underhill, Clinch & Co., New York.**Grindstones.**

Cleveland Stone Co., Cleveland.

**Gummers, Saw.**

E. C. Atkins &amp; Co., Indianapolis, Ind.

**Gunpowder.**E. I. DuPont de Nemours & Co., Wilmington, Del.  
Tower & Lyon, New York.**Gun Implements.**Remington Arms Co., New York.  
Union Hardware Co., Torrington, Conn.**Hair Felting.**

Baeder, Adamson &amp; Co., New York, Philadelphia, Boston and Chicago.

**Halter Chains.**

Covert Mfg. Co., West Troy, N. Y.

**Halters, Web and Rope.**

Covert Mfg. Co., West Troy, N. Y.

**Hammers.**John H. Graham & Co., New York.  
Arthur R. Robertson, Boston, Mass.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.  
Stanley Rule and Level Co., New York.  
The Scranton & Co., New Haven, Conn.**Handles, Tool.**Berger Bros. Co., Philadelphia.  
N. Y. Mallet & Handle Works, New York, N. Y.  
Russell & Erwin Mfg. Co., New York.**Hangers, Pipe.**

Berger Bros. Co., Philadelphia.

**Hangers, Coat and Hat.**

Cronk Hanger Co., Elmira, N. Y.

**Hangers, Barn Door.**Cronk Hanger Co., Elmira, N. Y.  
John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.**Hangers, Joist and Wall.**National Iron & Wire Co., Cleveland, Ohio.  
Van Dorn Iron Works Co., Cleveland, Ohio.**Hangers, Parlor Door.**John H. Graham & Co., New York.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.**Hardware Mfrs' Agents, Etc.**John H. Graham & Co., New York.  
Robert Murray, New York.  
Russell & Erwin Mfg. Co., New York.  
Underhill, Clinch & Co., New York.**Hardware Specialties.**Arcade Mfg. Co., Freeport, Ill.  
Clark & Cowles, Plainville, Conn.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Robert Murray, New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.  
Smith & Hemenway Co., New York.**Harness Dressing.**

Frank Miller Co., New York, N. Y.

**Harness Snaps.**Covert Mfg. Co., West Troy, N. Y.  
W. & E. T. Fitch Co., New Haven, Conn.  
Sargent & Co., New York.**Hasps and Staples.**

McKinney Mfg. Co., Allegheny, Pa.

**Hay Carrying Tools.**

F. E. Myers &amp; Bro., Ashland, Ohio.

**Hay Forks.**Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

- Hay Knives.**  
Iwan Bros., Streator, Ill.
- Heaters, Gas.**  
Lawrence Stove Mfg. Co., Buffalo, N. Y.
- Heaters, Oil.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**  
Clark Mfg. Co., Buffalo, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.  
Niles Mfg. Co., Chicago.  
Reading Hardware Co., Reading, Pa.  
Sargent & Co., New York.
- Hinges, Shutters.**  
Clark Mfg. Co., Buffalo, N. Y.
- Hinges, Spring.**  
Bommer Bros., Brooklyn, N. Y.  
Niles Mfg. Co., Chicago.  
Sargent & Co., New York.
- Hinges, Trunk, Box and Door.**  
Brass Goods Mfg. Co., Brooklyn, N. Y.
- Hoisting Machinery.**  
Burr Mfg. Co., Cleveland, Ohio.  
Kimball Bros., Council Bluffs, Ia.
- Hones, Razor.**  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.
- Hooks.**  
Berger Bros. Co., Philadelphia.  
John H. Graham & Co., New York.  
Sargent & Co., New York.
- Horse and Cattle Ties.**  
Covert Mfg. Co., West Troy, N. Y.
- Horse Nails.**  
Anasable Horse Nail Co., New York.  
Capewell Horse Nail Co., Hartford, Conn.
- Horse Rasps.**  
G. & H. Barnett Co., Phila., Pa.  
Nicholson File Co., Providence, R. I.
- Hose Menders.**  
John H. Graham & Co., New York.
- Hose Pipe.**  
F. E. Myers & Bro., Ashland, Ohio.
- Hose, Rubber.**  
J. W. Buckley Rubber Co., New York.  
F. E. Myers & Bro., Ashland, Ohio.
- Ice Cream Freezers.**  
John H. Graham & Co., New York.  
North Bros. Mfg. Co., Philadelphia.  
Tower & Lyon, New York.
- Ice Chisels.**  
Iowa Farming Tool Co., Ft. Madison, Iowa.
- Ice Creepers.**  
Edwin B. Stimpson & Son, New York.  
Tower & Lyon, New York.  
Union Hardware Co., Torrington, Conn.
- Ice Tools.**  
John Chatillon & Sons, New York.  
Erie Specialty Co., Erie, Pa.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.
- Iron.**  
Bruce & Cook, New York.
- Iron Fences.**  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Iron Work.**  
J. E. Bolles Wire Works, Detroit, Mich.  
Ellis & Helfenberger, Indianapolis, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Jack Chains.**  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Ladders.**  
Berger Bros. Co., Philadelphia.  
Lane Bros. Co., Poughkeepsie, N. Y.  
Miller Ladder Co., Chicago, Ill.  
F. E. Myers & Bro., Ashland, Ohio.
- Lamps, Bicycle.**  
John H. Graham & Co., New York.  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Land Rollers.**  
John W. Douglass, New York.
- Lard Presses.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Lawn Fences.**  
Dwiglus Co., Anderson, Ind.  
Stewart Iron Works, Cincinnati, O.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Lawn Mowers.**  
Chadborn & Coldwell Mfg. Co., Newburg, N. Y.  
Clipper Lawn Mower Co., Norristown, Pa.  
Coldwell Lawn Mower Co., Newburgh, N. Y.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
Philadelphia Lawn Mower Co., Philadelphia, Pa.  
Underhill, Clinch & Co., New York.
- Lawn Rakes.**  
Underhill, Clinch & Co., New York.
- Lawn Rollers.**  
John W. Douglass, New York.
- Lawn Swings.**  
M. C. Henley, Richmond, Ind.  
Tipp Building & Mfg. Co., Tippacanoe City, Ohio.
- Lead.**  
Bruce & Cook, New York.
- Lead Nails.**  
Salem Nail Co., New York.
- Lead Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Leather, Shoe Soles and Heels.**  
Baxter Schenkelberger & Co., Boston, Mass.
- Lemon Squeezers.**  
Berger Bros. Co., Philadelphia.  
Erie Specialty Co., Erie, Pa.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.  
John Sommer's Son, Newark, N. J.
- Levels.**  
Stanley Rule & Level Co., New York.  
Tower & Lyon, New York.
- Locks and Knobs.**  
Brass Goods Mfg. Co., Brooklyn, N. Y.  
John H. Graham & Co., New York.  
Reading Hardware Co., Reading, Pa.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York and New Haven, Conn.
- Lubricants.**  
Commercial Oil Co., Cleveland, O.  
Joseph Dixon Crucible Co., New York and Jersey City, N. J.
- Luminous Baits.**  
Enterprise Mfg. Co., Akron, O.
- Magnolia Metal.**  
Magnolia Metal Co., New York.
- Mallets.**  
Bruce & Cook, New York.  
N. Y. Mallet & Handle Works, New York, N. Y.  
John Sommer's Son, Newark, N. J.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.  
Union Hdw. Co., Torrington, Conn.
- Manicure Files.**  
Emil Forquignon Mfg. Co., New York.
- Maple Supplies.**  
Youngstown Specialty Mfg. Co., Youngstown, O.
- Masons' Lines.**  
Samson Cordage Works, Boston.
- Measuring Pumps.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Measuring Tapes.**  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Keuffel & Esser, New York.
- Meat Choppers.**  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Meat Cutters.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Russell & Erwin Mfg. Co., New York.  
Sargent & Co., New York.
- Metallic Paint.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.
- Mills, Coffee and Spice.**  
Arcade Mfg. Co., Freeport, Ill.  
John Chatillon & Sons, New York.  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mills, Drug.**  
Enterprise Mfg. Co. of Pa., Philadelphia.
- Mincing Knives.**  
Enterprise Mfg. Co. of Pa., Philadelphia.  
John H. Graham & Co., New York.  
Smith & Hemenway Co., New York.
- Mitre Boxes.**  
C. E. Jennings & Co., New York.  
Smith & Hemenway Co., New York.
- Mowing Machine Ollers.**  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Nails.**  
Bruce & Cook, New York.  
Fuller Bros. & Co., New York.  
Chas. J. Stebbins & Co., New York.  
Underhill, Clinch & Co., New York.
- Nail Pullers.**  
Smith & Hemenway Co., New York.  
The Scranton & Co., New Haven, Conn.  
Tower & Lyon, New York.
- Nail Sets.**  
John H. Graham & Co., New York.  
C. E. Jennings & Co., New York.  
Underhill, Clinch & Co., New York.
- Needles.**  
Alfred Field & Co., New York.
- Nippers.**  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.
- Nuts.**  
Atlas Bolt and Screw Co., Cleveland, Ohio.  
Columbus Bolt Works, Columbus, O.
- Office Railings.**  
J. E. Bolles Wire Works, Detroit, Mich.  
Gilbert & Bennett Mfg. Co., New York and Chicago.
- Oilers.**  
Cushman & Denison, New York.  
Tower & Lyon, New York.  
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Oil Heaters.**  
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Oil Stoves.**  
Dangler Stove & Mfg. Co., Cleveland, Ohio.
- Oil Tank Outfits.**  
Eastern Oil-Tank Co., Lowell, Mass.
- Ornamental Iron Work.**  
Ellis & Helfenberger, Indianapolis, Ind.  
Van Dorn Iron Works Co., Cleveland, Ohio.
- Padlocks.**  
Ames Sword Co., Chicopee, Mass.  
Alfred Field & Co., New York.  
John H. Graham & Co., New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Tower & Lyon, New York.
- Paints.**  
L. D. Berger, Philadelphia.  
Bruce & Cook, New York.  
William Connors Paint Mfg. Co., Troy, N. Y.  
Jos. Dixon Crucible Co., Jersey City, N. J.  
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.  
Sherwin-Williams Co., Cleveland, O.  
Standard Paint Co., New York.
- Paper Clips.**  
Cushman & Denison, New York.
- Pencils.**  
Joseph Dixon Crucible Co., Jersey City, N. J.
- Pig Lead.**  
Swarts Metal Refining Co., Chicago.
- Pipe Cutters.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Alfred Field & Co., New York.  
Trimont Mfg. Co., Roxbury, Mass.
- Pipe Straps.**  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pipe Threading Machines.**  
Armstrong Mfg. Co., Bridgeport, Conn.
- Pipe Vises.**  
Armstrong Mfg. Co., Bridgeport, Conn.  
Howard Iron Works, Buffalo, N. Y.  
Tower & Lyon, New York.
- Planes.**  
C. E. Jennings & Co., New York.  
Sargent & Co., New York.  
Stanley Rule and Level Co., New York.  
Tower & Lyon, New York.
- Plated Ware.**  
Luther Boardman & Son, East Hadam, Conn.  
Alfred Field & Co., New York.  
Holmes & Edwards Silver Co., Bridgeport, Conn.
- Pliers, Fencing.**  
Cronk Hanger Co., Elmira, N. Y.  
Alfred Field & Co., New York.  
Smith & Hemenway Co., New York.  
Utica Drop Forge & Tool Co., New York.
- Plumbers' Supplies.**  
L. D. Berger, Philadelphia, Pa.  
Berger Bros. Co., Philadelphia, Pa.  
Bruce & Cook, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Cutlery.**  
John Chatillon & Sons, New York.  
Alfred Field & Co., New York.
- Police Equipments.**  
Tower & Lyon, New York.

**Polish, Stove.**

Aluminine Paint & Polish Co., Chicago, Ill.  
Joseph Dixon Crucible Co., Jersey City, N. J.  
J. L. Prescott & Co., New York.

**Post Hole Augers**

Iwan Bros., Streator, Ill.

**Post Hole Diggers.**

John H. Graham & Co., New York.  
Iwan Bros., Streator, Ill.

**Porcelain Enameled Letters, Etc.**

A. V. Taylor & Co., Cincinnati, Ohio.

**Poultry Netting.**

Clinton Wire Cloth Co., Clinton, Mass.  
Gilbert & Bennett Mfg. Co., New York, Chicago.  
Jones National Fence Co., Columbus, Ohio.  
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.  
Underhill, Clinch & Co., New York.

**Powder.**

E. I. Du Pont De Nemours & Co., Wilmington, Del.  
Lafin & Rand Powder Co., New York.

**Power Hammers.**

The Scranton & Co., New Haven, Conn.

**Price Books.**

Hardware Publishing Co., New York.

**Price Cards and Holders.**

John S. Menagh, Jersey City, N. J.

**Printing and Mailing.**

U. S. Mailing & Advsg. Co., Cleveland, O.

**Pruning Shears.**

Cronk Hanger Co., Elmira, N. Y.  
Smith & Hemenway Co., New York.

**Pulleys, Hoisting.**

Burr Mfg. Co., Cleveland, Ohio.  
Fox Machine Co., Grand Rapids, Mich.  
F. E. Myers & Bro., Ashland, Ohio.

**Pumps.**

John H. Graham & Co., New York.  
H. L. Hurst Mfg. Co., Canton, O.  
F. E. Myers & Bro., Ashland, Ohio.  
The Deming Co., Salem, Ohio.

**Punches, Spring.**

Eyelet Tool Co., Boston, Mass.  
Alfred Field & Co., New York.  
Charles Morrill, New York.  
Smith & Egge Mfg. Co., Bridgeport, Conn.  
Smith & Hemenway Co., New York.  
Underhill, Clinch & Co., New York.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Railings, Wire and Iron.**

J. E. Bolles Wire Works, Detroit, Mich.  
Clinton Wire Cloth Co., Clinton, Mass.

**Railroad Brasses.**

Magnolia Metal Co., New York.

**Rail, Barn Door.**

Cronk Hanger Co., Elmira, N. Y.  
Lane Bros. Co., Poughkeepsie, N. Y.  
McKinney Mfg. Co., Allegheny, Pa.

**Railway and Mill Supplies.**

R. Woodman Mfg. & Supply Co., Boston.

**Raisin Seeders.**

Enterprise Mfg. Co. of Pa., Philadelphia.

**Rakes.**

John H. Graham & Co., New York.  
Iowa Farming Tool Co., Fort Madison, Ia.  
Underhill, Clinch & Co., New York.

**Razors.**

Alfred Field & Co., New York.  
Gem Cutlery Co., New York.  
Joseph Rodgers & Sons, New York and Sheffield, England.  
Smith & Hemenway Co., New York.

**Razor Stropps.**

Smith & Hemenway Co., New York.

**Reamers.**

C. E. Jennings & Co., New York.  
Standard Tool Co., Cleveland, Ohio.

**Reels, Wood.**

John Sommer's Son, Newark, N. J.

**Refrigerators.**

Baldwin Refrigerator Co., Burlington, Vt.  
McCray Refrigerator & Cold Storage Co., Kendallville, Ind.

**Registers, Warm Air.**

Berger Bros. Co., Philadelphia.  
Canton Steel Roofing Co., Canton, O.

**Revolution Counter.**

Tabor Revolution Counter, Elizabeth, N. J.  
R. Woodman Mfg. & Supply Co., Boston, Mass.

**Rivets.**

Atlas Bolt and Screw Co., Cleveland, Ohio.  
Berger Bros. Co., Philadelphia.  
Bruce & Cook, New York.  
Clark & Cowles, Plainville, Conn.  
C. C. & E. P. Townsend, New Brighton, Pa.  
Tubular Rivet and Stud Co., Boston, Mass.

**Rivet Sets.**

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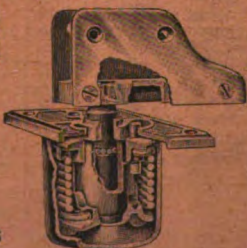
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